

Current Report 18/2026
Orange Polska S.A., Warsaw, Poland
26 October 2026

Pursuant to Article 17(1) of the Regulation (EU) No. 596/2014 of the European Parliament and of the Council of 16 April 2014 on market abuse (market abuse regulation) and repealing Directive 2003/6/EC of the European Parliament and of the Council and Commission Directives 2003/124/EC, 2003/125/EC and 2004/72/EC, the Management Board of Orange Polska S.A. hereby provides selected financial and operating data related to the activities of the Orange Polska Capital Group ("the Group", "Orange Polska") for 3Q and 9M 2026.

Disclosures on performance measures have been presented in the Note 2 to Condensed IFRS Quarterly Consolidated Financial Statements of the Orange Polska Group for the 3 months ended 30 September 2026 (available at <https://www.orange-ir.pl/results-center/>).

Orange Polska reports outstanding results in 3Q 2026 underscored by 16% yoy EBITDAaL growth

Key highlights of 3Q/9M 2026:

- **Excellent financial results:**
 - **3Q revenues at PLN 3,592m, +8% yoy** fuelled by solid growth of as key business lines: core telecom services (+5.5% yoy), IT&IS (+24% yoy) and wholesale (+13% yoy),
 - **3Q EBITDAaL at PLN 1,039m, +16% yoy** driven by strong core business & cost containment
 - **9M net profit at PLN 904m, +30% yoy** driven by EBITDAaL and high gain from real estate sales
 - **9M eCapex at PLN 1,082m, -4% yoy**, reflects disciplined investing and high proceeds from real estate disposals
 - **9M Organic Cash Flow at PLN 871m, +30% yoy**, with EBITDAaL growth as key driver
- **Strong commercial performance:**
 - Solid growth of customer bases, especially in mobile & fibre coupled with improved ARPO dynamics. Customer net additions in fibre were the highest in almost three years.

key figures (PLN million)	3Q 2026	Change	9M 2026	Change comparable basis ¹	Change reported basis
Revenue	3,592	+7.9%	10,275	+7.7%	+6.6%
EBITDAaL	1,039	+15.6%	2,881	+9.4%	+10.3%
EBITDAaL margin	28.9%	+1.9 p.p.	28.0%	+0.4 p.p.	+0.9 p.p.
Operating income	522	+41%	1,394		+26%
Net income	328	+44%	904		+30%
eCapex	357	+8.8%	1,082		-4.0%
Organic cash flow	378	+17%	871		+30%

¹ Year-on-year change on a comparable basis (cb) following sale of Orange Energia in June 2025

Commenting on 3Q 2026 performance, Liudmila Climoc, Chief Executive Officer, said:

We delivered outstanding operating and financial results in the third quarter, reflecting strong execution across all our business lines and excellent progress in our efficiency and transformation programme.

In our core telecom business, we maintained strong commercial performance, with healthy growth in our customer bases and an increase in ARPO. I am especially pleased with our performance in fibre: net customer additions of 48,000—the highest in several years—underscore the consistent execution of our marketing strategy, the appeal of our offerings and our ability to attract customers in a highly competitive market. We also delivered another strong quarter in our business segment, with IT&IS revenues increasing by more than 20%, reflecting our ability to capture market opportunities. In wholesale, the acquisition of Nexera reinforces our commitment to investing in fibre infrastructure and opens a new chapter for our FiberCo joint venture, Światłowód Inwestycje. The potential synergies from this combination further strengthen the growth prospects of this already highly successful venture. I would like to congratulate the teams for conducting this model M&A process.

Cybersecurity is, unsurprisingly, one of our customers' top priorities. As part of our longstanding commitment to addressing their evolving needs and providing them with up-to-date online protection, we recently launched CyberTarcza Go, a subscription service that protects users from malicious links in messages and emails. We also introduced Dynamic SOC (Security Operating Centre), a comprehensive cybersecurity management service for medium-sized and large companies.

Our commercial success was accompanied by further efficiency gains. As a result, we achieved robust growth in the third quarter, with revenue up 8% and EBITDAaL up 16%. These results position us to deliver a very strong full-year performance in 2026. Looking ahead, we remain optimistic about our growth prospects and our ability to create value for our shareholders.

Results Review

3Q revenues at PLN 3,592 million, +7.9% yoy fuelled by excellent growth of all business engines

Revenues totalled PLN 3,592 million in 3Q 2026 and were higher by PLN 263 million year-on-year (+7.9%) due to excellent performance of all business engines. Core telecom services (combined revenues of convergence, mobile-only and broadband-only) advanced by a 5.5% year-on-year, driven by unwavering dynamics of their respective customer bases and ARPO. IT&IS revenues were up 24% year-on-year, as we capitalised on market demand for digital transformation and IT infrastructure. Wholesale revenues (excluding legacy services) increased by 13% year-on-year driven by consistent growth from wholesale fibre access and data transmission contracts, offsetting the end of the national roaming contract. Equipment revenues increased 8% year-on-year fuelled by higher average handset selling prices.

➤ Commercial activity: Solid growth of customer bases and improving ARPO dynamics

- **+3% yoy growth of post-paid mobile handset customers**, +82k net adds in 3Q
 - Mobile-only handset **ARPO +2.6% yoy**
- **+10% yoy growth of fibre retail customers**, +48k net adds in 3Q
 - 12.2 million households connectable with fibre
 - Fixed broadband-only **ARPO +5.4% yoy**
- **+3% yoy growth of B2C convergent customers**, +10k net adds in 3Q
 - Convergent **ARPO +5.0% yoy**

KPI ('000)	3Q 2026	3Q 2025	Change
convergent customers (B2C)	1,891	1,840	2.8%
mobile accesses (SIM cards)	20,996	19,393	8.3%
post-paid	16,538	15,011	10.2%
o/w mobile handset	9,782	9,465	3.3%
pre-paid	4,458	4,382	1.7%
fixed broadband accesses (retail)	2,975	2,930	1.5%
o/w fibre	1,846	1,685	9.6%

KPI (PLN)	3Q 2026	3Q 2025	Change
convergent ARPO	137.1	130.5	5.0%
mobile handset-only ARPO	31.3	30.5	2.6%
fixed broadband-only ARPO	73.3	69.6	5.4%

Mobile handset customer base increased 82 thousand in 3Q or 3% year-on-year. This strong growth was fuelled by all our B2C offers and B2B. Mobile-only handset ARPO stood at PLN 31.3 and increased by 2.6% year-on-year, improving its dynamics versus previous quarters. The key growth driver was a 6% year-on-year increase in ARPO for Orange's main consumer brand.

Total **fixed broadband customer** base expanded by 17 thousand in 3Q or by 2% year-on-year. Fibre customers base increased by 48 thousand quarter-on-quarter, which was the best outcome in almost three years. Already 62% of our broadband customer base uses fibre. The legacy copper broadband technologies customer base continued to decrease and was lower by 36 thousand versus previous quarter. In preparation for the future gradual decommissioning of the copper network, from the beginning of 2026, our offer no longer includes broadband based on copper technologies. ARPO from broadband-only services stood at PLN 73.3 and grew by 5.4% year-on-year benefitting from our value strategy and growing share of fibre customers (fibre generates higher ARPO versus other technologies).

Strong net customer additions in mobile and fibre will serve as a pool for future growth in convergence, unlocking its further potential. This takes into account the high penetration of convergence within our fixed broadband customer base and reflects the approach outlined in the *Lead the Future* strategy.

B2C convergent customer base increased by 10 thousand in 3Q or by 3% year-on-year, reaching 1.89 million. ARPO from convergent customers improved its dynamics growing by 5.0% year-on-year to PLN 137.1 owing to our value strategy, good demand for content and higher speed fibre offers.

Pre-paid customer base increased by 73 thousand in 3Q and was up 1.7% year-on-year. ARPO from pre-paid offers stood at PLN 16.3 decreasing 5.8% year-on-year, due to one-off ARPO gains in 2025.

3Q EBITDAaL +15.6% yoy driven by strong core business and excellent cost containment

EBITDAaL for 3Q 2026 was PLN 1,039 million (for the first time ever exceeding PLN 1bn on a quarterly basis), up 15.6% year-on-year or PLN 140 million. These outstanding dynamics reflected a combination of strong commercial growth (evidenced by the direct margin growth) with efficiency increase. Direct margin increased by a strong 5.7% year-on-year, supported by the robust performance of the core business in both retail and wholesale. Indirect costs decreased 3.8% year-on-year reflecting positive impact of the ongoing transformation, including efficiency gains in network operations, workforce, property costs and G&As. They were also supported by higher year-on-year gains on sale of copper and higher margin on network rollout for FiberCo JV due to acceleration of the second investment programme.

9M net income +30% yoy driven by growing EBITDAaL and high real estate sales

Net income for 9M 2026 was PLN 904 million and was up 30% year-on-year (or PLN 211 million). The main drivers were strong EBITDAaL growth, described above, coupled with PLN 53 million year-on-year higher gain on sale of our real estate. These were slightly offset by higher net finance costs which increased PLN 36 million year-on-year due to FX losses (weakening of PLN to Euro) and discounting expense (higher long-term interest rates). Interest expense and financial charges were PLN 7 million lower year-on-year in 9M, however in 3Q they increased reflecting higher effective cost of debt following its financing.

9M Organic Cash Flow +30% yoy with EBITDAaL growth as key driver

Organic cash flow for 9M 2026 was PLN 871 million and was up 30% year-on-year or PLN 203 million. Growth was fuelled by EBITDAaL growth, lower cash capex expenditures and high proceeds from real estate disposals. Cash capex expenditures amounted to PLN 1,492 million and were PLN 155 million lower year-on-year mainly due to different phasing of investments through the year. Proceeds from real estate disposals amounted to PLN 148 million and were PLN 84 million higher year-on-year as we finalised a few large transactions. These were partly offset by higher working capital requirement linked mainly to growth of revenues.

Reconciliation of operating performance measure to Financial Statements

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<i>in PLNm</i>	3Q 2026	3Q 2025	9M 2026	9M 2025
Operating income	522	371	1,394	1,103
Less gains on disposal of fixed assets	-13	-23	-95	-42
Less gain on disposal of Orange Energia	0	11	0	-60
Add-back of depreciation, amortisation and impairment of property, plant and equipment and intangible assets	528	541	1,605	1,572
Add share of loss of joint venture adjusted for elimination of margin earned on asset related transactions with joint venture	37	33	95	104
Interest expense on lease liabilities	-36	-36	-107	-110
Adjustment for the impact of employment termination programs and reorganisation costs	-4	2	-16	45
Adjustment for the costs related to acquisition, disposal and integration of subsidiaries	5	0	5	0
Adjustment for the impact of deconsolidation of Orange Energia	0	0	0	22
EBITDAaL (EBITDA after Leases)	1,039	899	2,881	2,634*

* 9M'25 on comparable base following sale of Orange Energia in June 2025

Forward-looking statement

This press release contains forward-looking statements, including, but not limited to, statements regarding anticipated future events and financial performance with respect to our operations. Forward-looking statements can be identified by the fact that they do not relate strictly to historical or current facts. They often include words like 'believe', 'expect', 'anticipate', 'estimated', 'project', 'plan', 'adjusted' and 'intend' or future or conditional verbs such as 'will', 'would', 'or 'may.' Factors that could cause actual results to differ materially from expected results include, but are not limited to, those set forth in our Registration Statement, as filed with the Polish securities and exchange commission, the competitive environment in which we operate, changes in general economic conditions and changes in the Polish and/or global financial and/or capital markets. Forward-looking statements represent management's views as of the date they are made, and we assume no obligation to update any forward-looking statements for actual events occurring after that date. You are cautioned not to place undue reliance on our forward-looking statements.

Invitation to Orange Polska's 3Q 2026 results presentation

27th October 2026

Start at 11:00 am CET

11:00 (Warsaw) / 10:00 (London) / 06:00 (New York)

The presentation will take place on-line. It will be available via a live conference call.

To attend the conference please dial:

Poland: 0048 22 124 49 59

France: 0033 1758 50 878

Germany: 0049 30 25 555 323

United Kingdom: 0044 203 984 9844

United States: 001 718 866 4614

Conference code: 411064

or click on the link for web dial in:

<https://mm.closir.com/slides?id=411064>

You will be able to ask voice questions as well by telephone as by connecting via web dial in.

The recording from the conference call will be later available on the IR website.

amounts in PLN millions	2025					2026		
	1Q	2Q	3Q	4Q	FY	1Q	2Q	3Q
Income statement	IFRS16	IFRS16	IFRS16	IFRS16	IFRS16	IFRS16	IFRS16	IFRS16
Revenues								
Mobile services only	766	780	806	784	3,136	784	801	833
Fixed services only	436	435	431	431	1,733	429	430	431
Narrowband	100	97	93	90	380	87	84	81
Broadband	227	228	228	231	914	232	234	238
B2B Network Solutions	109	110	110	110	439	110	112	112
Convergent services B2C	680	697	714	725	2,816	738	754	773
Equipment sales	407	374	426	544	1,751	383	446	458
IT and integration services	389	401	494	527	1,811	417	600	611
Wholesale	395	405	436	459	1,695	410	444	463
Mobile wholesale	203	219	237	235	894	195	211	227
Fixed wholesale	146	147	151	154	598	165	182	166
Other	46	39	48	70	203	50	51	70
Other revenues	80	66	22	23	191	22	25	23
Total revenues	3,153	3,158	3,329	3,493	13,133	3,183	3,500	3,592
Labour expenses*	(399)	(388)	(354)	(386)	(1,527)	(399)	(398)	(361)
External purchases*	(1,827)	(1,819)	(1,939)	(2,113)	(7,698)	(1,800)	(2,059)	(2,100)
- Interconnect expenses	(318)	(333)	(355)	(356)	(1,362)	(340)	(353)	(367)
- Network and IT expenses	(247)	(254)	(256)	(280)	(1,037)	(236)	(252)	(260)
- Commercial expenses	(728)	(693)	(842)	(925)	(3,188)	(683)	(884)	(917)
- Other external purchases*	(533)	(539)	(486)	(553)	(2,111)	(541)	(570)	(556)
Other operating incomes & expenses*	106	156	68	95	425	111	88	114
Impairment of receivables and contract assets	(41)	(32)	(26)	(39)	(138)	0	(18)	(22)
Amortization of right-of-use assets	(134)	(146)	(143)	(153)	(576)	(147)	(148)	(148)
Interest expense on lease liabilities	(36)	(38)	(36)	(36)	(146)	(35)	(36)	(36)
EBITDAaL (EBITDA after Leases)	822	891	899	861	3,473	913	929	1,039
% of revenues	26.1%	28.2%	27.0%	24.6%	26.4%	28.7%	26.5%	28.9%
Gain on sale of Orange Energy shares	0	71	(11)	0	60	0	0	0
Gains on disposal of fixed assets	4	15	23	23	65	50	32	13
Depreciation, amortisation and impairment of property, plant and equipment and intangibles assets	(520)	(511)	(541)	(572)	(2,144)	(535)	(542)	(528)
Share of profit/ (loss) of joint venture adjusted for elimination of margin earned on asset related transactions with joint venture*	(30)	(41)	(33)	(26)	(130)	(32)	(26)	(37)
Add-back of interest expense on lease liabilities	36	38	36	36	146	35	36	36
Adjustment for the impact of significant risks, employment termination and reorganization costs*	0	(43)	(2)	(151)	(196)	12	0	4
Adjustment for the costs related to acquisition, disposal and integration of subsidiaries*	0	0	0	0	0	0	0	(5)
Operating income	312	420	371	171	1,274	443	429	522
% of revenues	9.9%	13.3%	11.1%	4.9%	9.7%	13.9%	12.3%	14.5%
Finance costs, net	(80)	(88)	(94)	(83)	(345)	(89)	(90)	(119)
- Interest income	21	24	23	21	89	19	19	18
- Interest expense on lease liabilities	(36)	(38)	(36)	(36)	(146)	(35)	(36)	(36)
- Other interest expense and financial charges	(51)	(53)	(57)	(48)	(209)	(44)	(47)	(63)
- Discounting expense	(19)	(19)	(24)	(23)	(85)	(25)	(25)	(30)
- Foreign exchange gains/ (losses)	5	(2)	0	3	6	(4)	(1)	(8)
Income tax	(41)	(58)	(49)	(19)	(167)	(59)	(58)	(75)
Net income	191	274	228	69	762	295	281	328

Labour expenses, other external purchases and other operating incomes & expenses exclude adjustment due to employment termination program and some costs related to acquisition, disposal and integration of subsidiaries, and for elimination of margin earned on transactions with joint venture.

Orange Polska Group key performance indicators

Customer base (in thousands)	2025				2026		
	1Q	2Q	3Q	4Q	1Q	2Q	3Q
B2C convergent customers	1,800	1,822	1,840	1,855	1,870	1,881	1,891
Fixed broadband access							
FTTH	1,605	1,642	1,685	1,727	1,761	1,798	1,839
HFC (Hybrid Fibre Coaxial)						1	8
xDSL	671	642	610	580	548	515	479
Wireless for fixed	622	629	635	639	641	644	650
Retail broadband - total	2,898	2,913	2,930	2,945	2,950	2,958	2,975
<i>o/w B2C convergent</i>	<i>1,800</i>	<i>1,822</i>	<i>1,840</i>	<i>1,855</i>	<i>1,870</i>	<i>1,881</i>	<i>1,891</i>
TV client base							
IPTV	954	969	984	999	1,008	1,020	1,035
DTH (TV over Satellite)	39	37	35	33	31	29	27
TV for wireless for fixed customers	0	3	5	8	11	14	24
TV client base - total	993	1,008	1,024	1,039	1,050	1,064	1,086
<i>o/w B2C convergent</i>	<i>890</i>	<i>901</i>	<i>911</i>	<i>919</i>	<i>925</i>	<i>932</i>	<i>945</i>
Mobile accesses							
Post-paid							
Mobile Handset	9,271	9,357	9,465	9,543	9,615	9,700	9,782
Mobile Broadband	561	557	554	547	541	535	531
M2M	4,801	4,956	4,991	5,669	5,730	6,195	6,224
Total post-paid	14,634	14,870	15,011	15,758	15,886	16,430	16,538
<i>o/w B2C convergent</i>	<i>3,229</i>	<i>3,265</i>	<i>3,300</i>	<i>3,328</i>	<i>3,346</i>	<i>3,364</i>	<i>3,386</i>
Pre-paid	4,262	4,265	4,382	4,372	4,347	4,385	4,458
Total	18,895	19,135	19,393	20,131	20,233	20,815	20,996
High speed broadband household connectable:	9,159	9,498	9,695	9,938	10,115	11,298	12,239
o/w FTTH households connectable	9,159	9,498	9,695	9,938	10,115	10,374	10,720
Own network	3,829	3,845	3,872	3,997	4,016	4,033	4,052
Światowód Inwestycje (50% owned FiberCo)	2,159	2,232	2,301	2,372	2,437	2,513	3,369
Other FiberCos	3,170	3,421	3,521	3,568	3,663	3,828	3,299
o/w Hybrid Fibre Coaxial (HFC)						924	1,519
Wholesale customers							
WLR	143	139	134	129	123	119	114
Bitstream access	221	233	246	263	280	297	317
<i>o/w fibre</i>	<i>165</i>	<i>178</i>	<i>194</i>	<i>213</i>	<i>232</i>	<i>251</i>	<i>274</i>
LLU	22	21	20	19	17	16	14
Fixed telephony accesses							
PSTN	970	944	917	886	854	822	793
VoIP	1,322	1,332	1,307	1,287	1,256	1,222	1,188
Total retail main lines	2,291	2,276	2,224	2,173	2,110	2,044	1,981
Quarterly ARPO in PLN per month	2025				2026		
	1Q	2Q	3Q	4Q	1Q	2Q	3Q
Convergent services B2C	127.0	128.9	130.5	131.3	132.3	134.7	137.1
YoY %	4.2%	4.5%	3.6%	4.0%	4.2%	4.5%	5.0%
Fixed services only - broadband	68.5	69.2	69.6	70.3	71.0	72.2	73.3
YoY %	4.6%	5.0%	4.1%	4.6%	3.7%	4.3%	5.4%
Mobile services only	23.5	23.8	24.4	23.5	23.4	23.8	24.5
YoY %	6.8%	4.3%	4.7%	1.2%	-0.4%	-0.1%	0.5%
Post-paid excl M2M	28.3	28.4	29.0	28.5	28.5	29.0	29.7
Mobile Handset	29.8	29.8	30.5	30.0	30.0	30.5	31.3
YoY %	1.3%	0.0%	0.5%	0.2%	0.9%	2.1%	2.6%
Mobile Broadband	11.5	11.4	11.3	10.9	10.7	10.8	10.7
Pre-paid	16.1	16.7	17.3	15.8	15.4	15.6	16.3
Fixed services only - voice	35.4	35.3	35.0	35.1	34.9	35.3	35.2

Other mobile operating statistics	2025				2026		
	1Q	2Q	3Q	4Q	1Q	2Q	3Q
DATA AUPU in GB							
post-paid	10.9	11.4	10.9	10.9	10.9	11.7	12.3
pre-paid	13.9	14.3	15.4	17.0	18.4	19.1	20.3
blended	11.8	12.3	12.3	12.8	13.3	14.0	14.8
Quarterly mobile customer churn rate (%)							
post-paid	2.0	1.8	1.9	2.0	1.9	1.9	2.2
pre-paid	10.3	10.7	9.9	11.4	11.4	11.2	12.0
Employment structure of Group as reported							
Active full time equivalents (end of period)							
	1Q	2Q	3Q	4Q	1Q	2Q	3Q
Orange Polska	8,545	8,338	8,190	8,143	8,061	7,825	7,754
50% of Networks	371	379	379	386	369	354	361
Total	8,915	8,717	8,569	8,529	8,429	8,179	8,114

Terms used:

ARPO – average revenue per offer

Churn rate – the number of customers who disconnect from a network divided by the weighted average number of customers in a given period.

Convergent services – Revenues from B2C convergent offers (excluding equipment sales). A convergent offer is defined as an offer combining at least a broadband access (FTTH, xDSL or wireless for fixed) and a mobile voice contract (excluding MVNOs) with a financial benefit. Convergent services revenues do not include incoming and visitor roaming revenues.

Convergent services B2C ARPO – The average monthly revenues from convergent services generated by retail customers (B2C) divided by the **average** number of B2C convergent customers in a given period.

Data Average Usage per User (Data AUPU) – The average monthly total usage of gigabytes divided by the average number of mobile SIM cards (ex M2M and mobile broadband) in a given period.

Fixed broadband-only services – Revenues from fixed broadband offers (excluding B2C convergent offers and equipment sales), including TV and VoIP services.

Fixed broadband-only services ARPO – The average monthly revenues from fixed broadband only services divided by the average number of accesses in a given period.

Household connectable with fibre - an apartment in multi-family building or a single family house within the reach of our fibre to the home service that allows to provide service with a speed of at least 300Mb/s

Mobile-only services – Revenues from mobile offers (excluding consumer market convergent offers) and Machine to Machine (M2M) connectivity. Mobile-only services revenues do not include equipment sales and incoming and visitor roaming revenues.

Mobile-only services ARPO – The average monthly retail revenues from mobile only services excluding M2M connectivity, divided by the average number of SIM cards (excluding M2M) in a given period.

Mobile-only broadband ARPO – The average monthly retail revenues from SIM cards dedicated to mobile broadband access (excluding B2C convergent offers and equipment sales) divided by the average number of these SIM cards in a given period.

Mobile-only handset ARPO – The average monthly retail revenues from SIM cards dedicated to mobile handset access (excluding B2C convergent offers and equipment sales) divided by the average number of these SIM cards in a given period.

ROCE- Return on capital employed (pre-tax basis) = EBIT (ex. extraordinary items) / (Shareholder's Equity + Average net debt)