



# Cyfrowy Polsat IR Newsletter

4 – 10 June 2018



**Parkiet**  
4 June 2018

## **Premium Mobile has 100 thousand SIM cards**

*by Urszula Zielińska*

Premium Mobile, a mobile virtual network operator (MVNO) operating on Polkomtel's network, has over 100 thousand users, as Dariusz Chlastawa, Vice President of Premium Mobile informed "Parkiet" daily. He assumes that after signing an investment agreement with Cyfrowy Polsat Group in 2017 his company will continue to build its subscriber base at the current pace. In his opinion, the "roam like at home" regulation did not have a big impact on the company's results because it introduced surcharges. Virgin Mobile, whose purchase option is held by Play, was a similar case.

Virgin and 13 other companies use Play's network, which puts this operator at the top of the ranking in Poland. Cyfrowy Polsat is ranked second – the number of MVNO partners of this operator increased by 30% in 2017 (however the exact number has not been disclosed).

The share of MVNOs in the Polish market is not well analyzed. Data of the Office of Electronic Communications (UKE) and four big networks indicate that at the end of 2017 MVNOs had over 800k SIM cards, that is 1.5% of the total number of cards on the market.

**parkiet.com**  
5 June 2018

## **Cyfrowy Polsat Group launched sales of Netia's services**

*by Urszula Zielińska*

Effective 18 June 2018, Netia's services will be available in the first, selected 181 points of sale of Cyfrowy Polsat and Plus network. The services of the recently acquired fixed-line operator will become part of the smartDOM discount program, but they will also be sold separately. A list of PoS offering the extended offer will be available in two weeks.

A joint offer of the group built under the umbrella of the smartDOM program includes three main services offered by Netia: fixed-line Internet access, mainly in fiber-optic technology, IP television services and fixed-line telephony.

[biznes.gazetaprawna.pl](http://biznes.gazetaprawna.pl)  
5 June 2018

## **Polsat continues acquisitions. Recently – Superstacja television channel**

*by Elżbieta Rutkowska*

Zygmunt Solorz is consolidating an increasingly larger share of the Polish media market. Telewizja Polsat has acquired Superstacja channel, which has been in the broadcasting business for 12 years already, and in which Solorz held several percent of shares – via its Cyprus-based company Karswell. Most of the shares belonged to Ster, a company linked to Heronim Ruta.

As a result, Polsat Group now has three news channels: the main Polsat News channel, a more laidback Superstacja channel and a niche Polsat News 2 channel.

Intensive media acquisitions by Solorz have continued since the end of last year. Polsat Group added music channels purchased from ZPR Media to its portfolio (Eska TV, Eska TV Extra, Eska Rock TV, Polo TV and Vox Music TV). The agreement worth PLN 103m also included 34% of shares in digital terrestrial television channels - Fokus TV and Nowa TV.

[telko.in](http://telko.in)  
7 June 2018

## **Faster change of P4's CEO**

*by Tomasz Świderek*

Jean-Marc Harion will take over the reins as the CEO of P4, the operator of Play network, on 1 July, that is a month earlier than announced in April. The company informed that Jean-Marc Harion had been released from his duties in Orange Egypt earlier than assumed.

Parkiet  
8 June 2018

## **Main shareholder believes that this year is specific for Play**

*by Urszula Zielińska*

“We adhere to our long-term strategy which assumes balancing of capital expenditures, cash-flows and dividend payments,” said Ioannis Karagiannis, the Chairman of the Board of Directors of Play Communications representing Olympia Development, adding that he believed in a strategy of a pure mobile operator.

He emphasized that this year was exceptional for Play, due to the additional costs related to domestic and EU roaming, but despite that in Q1 2018 the company grew in terms of revenue, invested in the development of its infrastructure and continued to reduce the net debt to EBITDA ratio.

Karagiannis upheld forecasts of a single-digit rate of growth of revenue in 2018. He said that the EBITDA margin „would be nearly stable” this year, and in the longer term it would gradually grow. He expects the new CEO of the company - Jean-Marc Harion – to have a fresh outlook and introduce new operating initiatives.

He added that the company does not see the need to modify its dividend policy and its intention is to pay a dividend in 2019 at a similar level as this year.

Telko.in  
7 June 2018

## **International call prices will be capped in the EU**

*by Tomasz Świderek*

The European Parliament and the EU Council have reached political agreement as regards the European Electronic Communications Code which is intended to replace the existing law regulating the telecom industry. The arrangements include introduction of a cap for international call rates.

According to the Commission, the Code is intended to accelerate the investments in high speed networks (including 5G and FTTH) in EU countries, also in non-urbanized areas. According to the arrangements, the 5G spectrum is to be allocated to operators by 2020 while spectrum reservations will in practice be issued for 20 years (15 years plus the possibility of extension by five more years).

The Code is also intended to introduce new rules regarding joint investments in networks as well as new rules of wholesale access. Consumers will benefit from better and cheaper services.

In the consumer-related section it has been agreed that the per-minute rate for intra-EU international calls will not exceed 19 eurocents per minute while an SMS will cost not more than 6 eurocents. Today – based on the data from the European Consumer Organisation (BEUC) – a minute of an international voice call inside the EU costs – depending on a country – from 5 eurocents to 80 eurocents.

Press release  
4 June 2018

## Netia's services offered in Cyfrowy Polsat and Plus sales network

*Netia's services offered with smartDOM loyalty scheme discounts to Cyfrowy Polsat and Plus customers!*

From June 18, Netia's services will be available in Cyfrowy Polsat and Plus sales network.

By adding further products to its integrated offer, Cyfrowy Polsat Group consistently pursues the strategy of development of multiplay services for homes. This time Netia's services have been added that Plus and Cyfrowy Polsat customers will be able to buy with discounts offered in smartDOM loyalty scheme. The added services include high speed, fixed-line Internet access, relying mainly on fiber-optic technology, as well as TV services based on broadband access and also fixed-line voice services.

Netia's offer, with smartDOM discounts, will be available in four variants in diverse configurations:

- Fixed-line Internet access – three options in terms of data transfer rate: up to 100 Mbps, up to 300 Mbps and up to 900 Mbps.
- Fixed-line Internet access + TV – the three above mentioned options of Internet access offered jointly with two TV packages to choose from: TV Standard (115 TV channels, including 60 in HD quality) or TV Super (157 TV channels, including 87 in HD quality).
- Fixed-line Internet access + fixed-line phone – and offer of Internet access bundled with a fixed-line phone with two options: a bundle of 100 minutes for voice calls or unlimited voice calls.
- Fixed-line Internet access + web TV + fixed-line phone – with all of the above services to choose from.

A smartDOM discount of PLN 10 will be applied irrespective of whether a customer selects only one of the above services, or a package of services.

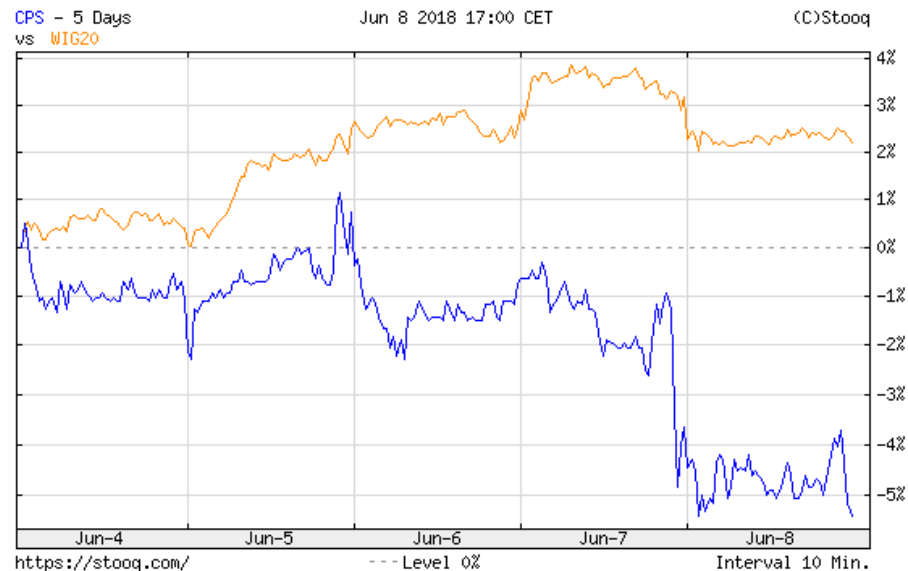
Netia's offer presented in Plus and Cyfrowy Polsat points of sale will be also available to new customers who have not been using any Cyfrowy Polsat Group services to-date. Each customer will be offered the possibility of buying any of the four variants of Netia's offer that are presented above for a regular monthly fee, i.e. without the smartDOM discount.

Once Netia's services with the smartDOM discount have been added to the offer, Plus and Cyfrowy Polsat customers will be able to bundle together as many as 13 products: TV (DTH satellite TV, DVB-T terrestrial TV, web TV), voice services (mobile and fixed-line), LTE Plus Advanced Internet access, Netia's fixed-line Internet access based on fiber-optic connections, PlusBank banking services, electricity supply, natural gas supply, ERGO Hestia insurance services, household appliances, security monitoring services.

# Cyfrowy Polsat shares



Date	Maximum price (PLN)	Minium price (PLN)	Closing price (PLN)	Change (%)	Turnover (mPLN)
2018-06-04	25.46	24.82	24.90	-0.60	10.70
2018-06-05	25.48	24.52	25.36	2.18	12.82
2018-06-06	25.18	24.60	24.98	-1.50	11.57
2018-06-07	25.14	23.62	24.26	-2.88	16.28
2018-06-08	24.40	23.76	23.82	-1.81	16.71



# Investor's calendar



28 June 2018	Annual General Meeting
9 – 23 August 2018	Closed period prior to the publication of H1 2018 results
23 August 2018	Consolidated semi-annual report for H1 2018
25 October – 8 November 2018	Closed period prior to the publication of Q3 2018 results
8 November 2018	Quarterly report for Q3 2018