



# Cyfrowy Polsat IR Newsletter

6 – 12 August 2018



Money.pl  
August 7, 2018

## Orange Polska has an agreement with Inea for the delivery of fiber-optic Internet access

Orange Polska will launch its Internet services on the fiber optic network of Inea, a cable TV operator from Poznań. The service footprint will initially cover up to 40 thousand households, with the ultimate goal of up to 150 thousand households, most of them single-family houses. This year Orange will invest PLN 800 million in the development of its own fiber optic network. As stated in the press release, the cooperation with ca. 20 operators similar to Inea will enable the company to reach new groups of customers faster and without doubling the necessary infrastructure.

The cooperation of Orange and Inea is to be extended with new areas, so as to cover ca. 370 thousand households by the end of 2019.

Telko.in  
August 7, 2018

## Orange and Ericsson want to build LTE 450 MHz networks for the energy sector

*by Marek Jaślan*

Orange Polska and Ericsson informed that they would like to offer, under a partnership, their services in LTE 450 MHz technology to entities from the energy sector. In their opinion thanks to the Orange infrastructure and hardware and software solutions from Ericsson, the energy companies will be able to launch the first network elements in a short time.

Orange resigned from using the 450 MHz frequency for its own purposes as it failed to agree with UKE, the regulator, the prices for extension of the frequency reservation.

According to the recently amended Telecommunication Law these frequencies will be allocated for execution of tasks in the area of voice communication and data transmission for the management of gas, liquid fuels or electricity transport and distribution networks on the territory of Poland.

**Parkiet**  
August 8, 2018

## **Operators against cutting the wholesale fixed network termination rates**

*By Urszula Zielińska*

93 entities from the telecommunication sector presented their position regarding a draft prepared by the Office of Electronic Communications (“UKE”) on the reduction of the rates for termination of a minute of call in the fixed network (FTR). UKE plans to reduce the current rate by 85% on average, that is from 2 grosz to 0.32 grosz.

Orange Polska supported the introduction of symmetric rates, but stated that their recommended value is too low. Many big operators raised their objections regarding the legal basis of the regulation and the methodology of determining FTRs. According to the calculations made by T-Mobile, as a result of the introduction of new FTRs the value of the voice calls market would be reduced by PLN 300 million.

**Money.pl**  
August 9, 2018

## **T-Mobile Polska had PLN 1.57 billion of revenues and PLN 432 million of EBITDA in Q2 2018**

T-Mobile Polska informed that in Q2 2018 it generated PLN 1.566 billion of revenues (- 1.8% YoY) and PLN 432 million of EBITDA (-17.7% YoY). In the first half of 2018, the revenues amounted to PLN 3.135 billion (stable level YoY), and EBITDA to PLN 834 million (-12.9%). Without a negative impact of the Roam Like at Home (RLAH) regulations, EBITDA in the first half of 2018 decreased by 4.6%.

At the end of Q2 2018, the operator serviced 10.609 million customers (+78 thousand contract customers, QoQ and +22 thousand prepaid customers, QoQ).

T-Mobile announced that in the first quarter next year at the latest, it intended to offer to customers a complete set of fixed and mobile services for home.

In Q2 2018, T-Mobile started the process of changing the way in which its network resources are used. According to the agreement concluded with Orange Polska, both companies ceased to share the 900 MHz frequency. At the same time, the second project of the agreement is under execution – that is ending the sharing of 1800 MHz frequency, which should be finalized by the end of this year. Furthermore, T-Mobile is developing the LTE2100 network in urban areas, with nearly 1100 base stations in this technology at the end of the first half of 2018.

Telko.in  
August 10, 2018

## **Netia's fiber optic line at home and PLN 200 for installation**

*By Marek Jaślan*

Netia introduced a new offer of fiber optic Internet access with the speed up to 900 Mb/s and TV packages for the inhabitants of single-family houses. New offers are also available with smartDOM discounts for the customers of Cyfrowy Polsat Group to which Netia belongs.

Due to the higher cost of building the infrastructure in the area of single-family housing developments, a lump-sum installation fee in the amount of PLN 200 was introduced to the offer.

The first month of services is free of charge. In the next months, depending on the data transmission speed, the monthly access fee ranges from PLN 70 to PLN 110 per month.

At the end of July, Orange announced that the amount of PLN 14.99 per month would be added to the agreements for fiber-optic services provided in the single-family housing developments.

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August 10, 2018

## **Netia generated PLN 11.72 million of net profit, PLN 93.15 million of adjusted EBITDA in Q2 2018**

In Q2 2018, Netia recorded PLN 342.87 million of revenues (-5.1% YoY), and adjusted EBITDA amounted to PLN 93.15 million (-2.3% YoY). In the first half of 2018, Netia's revenues amounted to PLN 689.77 million (-5.0% YoY), and the adjusted EBITDA amounted to PLN 183.85 million (-4.2% YoY).

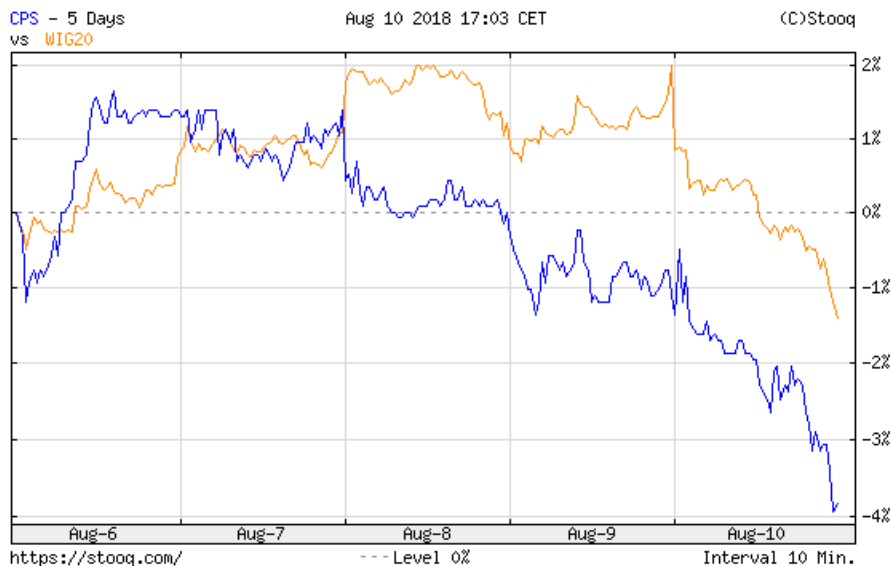
At the end of June 2018, 1.453 million services were provided on the B2C market, out of which 737 thousand services (51%) were services provided in Netia's own networks. RGU per customer rate increased to 1.65x, whereas ARPU stays at the stable level of PLN 56. As many as 53% of customers of fiber optic services on Netia's own network use TV service packages from this operator.

In the first half of 2018, capital expenditures amounted to PLN 111 million. The majority of this amount (PLN 80 million) were investments into network development, including PLN 28 million allocated to the project of network upgrade to fiber-optic standard (21st century network), which is currently executed on a broad scale.

# Cyfrowy Polsat shares



Date	Maximum price (PLN)	Minium price (PLN)	Closing price (PLN)	Change (%)	Turnover (mPLN)
2018-08-06	23.76	23.08	23.70	0.68	4.27
2018-08-07	23.70	23.42	23.70	0.00	4.62
2018-08-08	23.62	23.30	23.38	-1.35	7.98
2018-08-09	23.38	23.06	23.12	-1.11	6.82
2018-08-10	23.28	22.42	22.48	-2.77	12.18



# Investor's calendar



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