



# Cyfrowy Polsat IR Newsletter

11 – 17 February 2019



N E T I A

**Parkiet**  
**15 February 2019**

## **Play Communications: UPC mobile services to be launched this spring**

*by Urszula Zielińska*

According to unofficial information obtained by "Parkiet" daily, UPC Polska could start providing mobile telecommunication services as an MVNO this May.

So far UPC, who is the biggest cable TV operator in Poland, has been offering mobile services on a marginal scale, while continuing to provide the services offered by Aster cable TV network which it took over (3.3 thousand customers as of end of Q3 2018).

Now UPC Polska would be providing services as an MVNO, based on the agreement which it signed in 2017 with P4, the operator of Play network.

Play is currently cooperating with such MVNOs as Virgin, Inea, Vectra, Netia (Cyfrowy Polsat Group), or Mobile Vikings.

**Cyfrowa.rp.pl**  
**17 February 2019**

## **CEO of UPC in Poland: We must find the way for quick growth**

*by Urszula Zielińska*

In an interview for Cyfrowa.rp.pl Robert Redeleanu, CEO of UPC Polska, upheld the plan of reaching 6 million households over 5 years. At present there are 3.5 million households within the reach of the operator's network.

UPC intends to increase the coverage footprint of its network by 100-200 thousand households this year. It may also seek acquisition opportunities, which, however, in the CEO's opinion, continues to be hinged upon the regulatory environment.

The operator's priority is to develop nationwide operations. In addition UPC Polska's head announced that over the next few month the company will launch mobile services based on the MVNO model, while at the same denying that there existed any plans to sell the company.

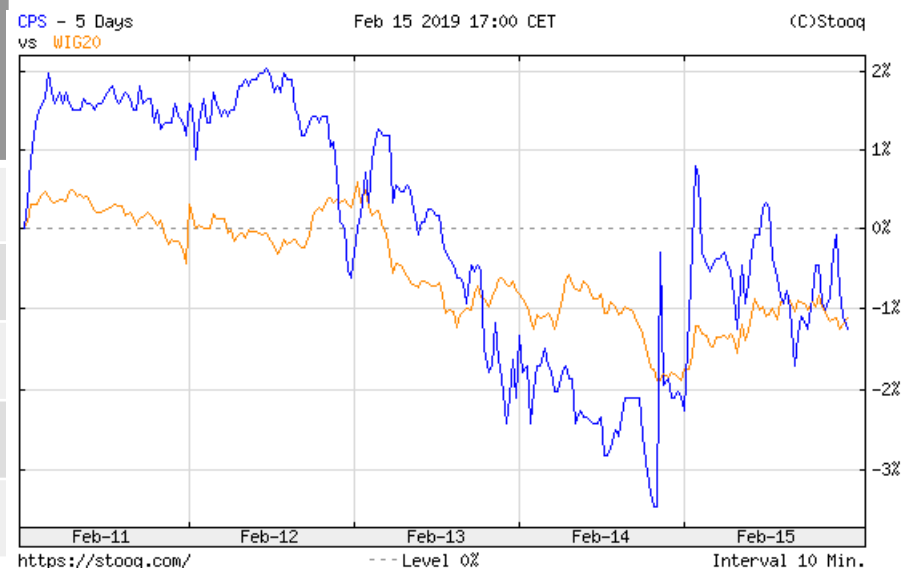
Regulatory decisions pose the biggest challenge for the operator as they affect the possibility of building the relevant scale of operations and the possibility of monetizing the innovations.

The operator also wishes to increase, by September 2019, the reach of its fixed-line Internet access service offered with transfer rates of up to 1Gbps to over 50% of the covered households.

# Cyfrowy Polsat shares



Data	Maximum price (PLN)	Minimum price (PLN)	Closing price (PLN)	Change (%)	Turnover (mPLN)
2019-02-11	25.94	25.30	25.74	0.55	48.50
2019-02-12	25.96	24.80	25.28	- 1.79	26.32
2019-02-13	25.78	24.82	24.90	- 1.50	30.98
2019-02-14	25.46	24.46	24.90	0.00	22.92
2019-02-15	25.68	24.86	25.12	0.88	17.33



# Investor's calendar



28 February – 14 March 2019	Closed period prior to the publication of 2018 results
14 March 2019	Annual report and consolidated annual report for 2018
19 March 2019	PKO BP: CEE Capital Markets Conference - London 2019
20 March 2019	Citi's 19th Annual European & Emerging Markets Telecoms Conference, London
1 – 3 April 2019	Raiffeisen Centrobank's Investor Conference, Zürs 2019
2 – 16 May 2019	Closed period prior to the publication of Q1 2019 results
16 May 2019	Quarterly report for Q1 2019
15 – 29 August 2019	Closed period prior to the publication of H1 2019 results
29 August 2019	Consolidated semi-annual report for the 1st half of 2019
24 October – 7 November 2019	Closed period prior to the publication of Q3 2019 results
7 November 2019	Quarterly report for Q3 2019