



Cyfrowy Polsat IR Newsletter

18 – 24 February 2019



N E T I A

Rp.pl
18 February 2019

Smartphones will kill physical stores

by Piotr Mazurkiewicz

Mobile shopping is becoming increasingly popular in Poland. In 2025 about half of shopping will be done with the use of smartphones or tablets. According to ResearchAndMakers, in the years to come the value of mobile purchases in Poland will be growing at the pace of over 25% annually. According to analysts, development of such apps as BLIK, Apple and Google Pay contributes to the development of not only mobile purchases but also of mobile payments.

The favorable trend for mobile devices is also confirmed by a PBI/Genius survey which indicates that more than half of users surf using smartphones rather than computers. Moreover, mobile sales in such services as Empik or Allegro play increasingly important role and, according to the representatives of these companies, the trend is set to continue for a long time.

The report developed by ResearchAndMarkets indicates that the pace of growth of spending made via mobile devices in Poland is among the highest in Europe. The average growth pace of mobile payments in Europe is ca. 10 percent versus nearly 26 percent in Poland.

Telko.in
20 February 2019

Play offers a free trial of its TV service

by Marek Jaślan

Play has announced a trial of its new Play Now TV service. Use of the service will be free during the first six months and in addition the testers will be also able to activate, against a fee, other service packages as well as rent films via VOD service.

Following a half year trial each user will be able to withdraw from using the service or continue using it against a monthly fee of PLN 20 (for PlayNow subscribers), or against a monthly fee of PLN 35 (for those who have no services in Play network).

Parkiet

21 February 2019

End of Orange Finanse

Orange Finanse (Orange Finance) e-banking project will not be continued. Customers using the platform will be offered the possibility of migration to mBank's banking service.

At the end of 2018 Orange Finanse service was used by over 412 thousand people (around 80 thousand of them are also mBank's customers).

Rzeczpospolita

22 February 2019

Telecoms grow again

by Urszula Zielińska

In 2018 Orange Polska recorded revenue of PLN 11.3 billion (-0.7 y/y), adjusted EBITDA of PLN 3.1 billion (+3.1% y/y), and net profit of PLN 190 million (compared to a loss of PLN 60 million a year earlier (data acc. to IAS 18 standard).

The operator has assumed that it will not pay out any dividend till 2020. Orange will focus on investments in mobile and fiber-optic networks so as to be ready for the 5G tender next year.

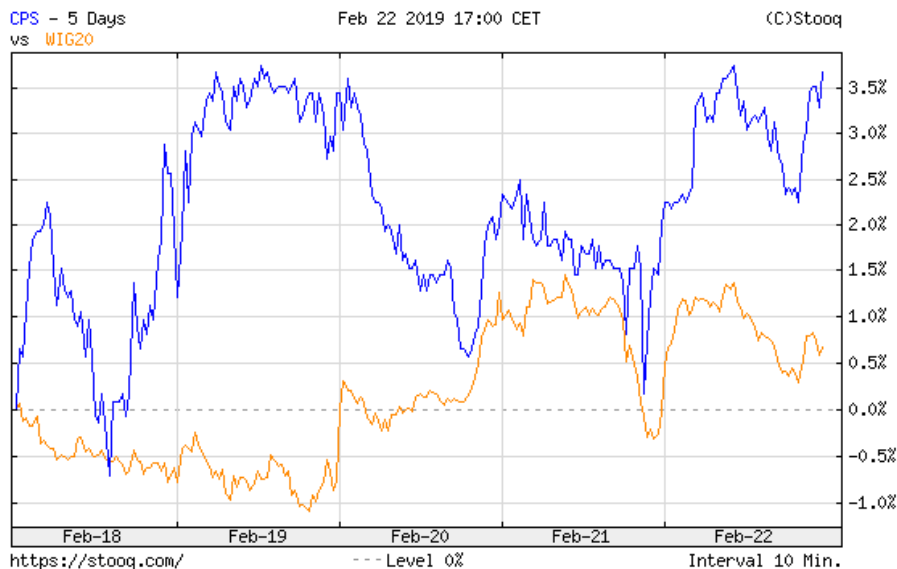
T-Mobile Polska posted PLN 6.5 billion of revenue in 2018 (+ 1.2% y/y) and PLN 1.7 billion of EBITDA (-6.7% y/y)(data according to IFRS 15).

The operator has announced that at the turn of the first quarter 2019 it will implement its "Own the home" offer of convergent services. The offer will include Internet access via fiber-optic links which will be provided with the use of Orange Polska network.

Cyfrowy Polsat shares



Data	Maximum price (PLN)	Minimum price (PLN)	Closing price (PLN)	Change (%)	Turnover (mPLN)
2019-02-18	25.78	24.84	25.52	1.59	17.34
2019-02-19	25.98	25.34	25.90	1.49	15.22
2019-02-20	25.98	25.16	25.54	- 1.39	8.39
2019-02-21	25.74	25.08	25.54	0.00	13.72
2019-02-22	25.98	25.46	25.96	1.64	13.40



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