

# Cyfrowy Polsat IR Newsletter

10 – 16 August 2020



**Bankier.pl**  
**31 July 2020**

## **The value of the telecommunication market in Poland increased in 2019**

*by kuc/asa*

*Source: PAP Biznes*

According to the report published by UKE (Office of Electronic Communications), the value of the telecommunication market in Poland increased from PLN 39.2 billion in 2018 to PLN 39.6 billion in 2019.

The Internet access market saw growth by around 5%, while the average revenue per user amounted PLN 31.5. Orange Polska remained the market leader (with market share of 30.1%), followed by T-Mobile (8.8%), P4 (8.4%), Polkomtel (7.8%) and UPC Polska (7.6%).

The growth of the mobile telephony market resulted mainly from a higher number of active SIM cards (up by 1.2%). The share of postpaid service customers did not change and stood at 72%.

Bundled services enjoy increasing popularity. The most popular bundle includes mobile voice and mobile Internet access services. The value of this market increased by around 12% yoy.

The value of the fixed-line telephony market decreased in turn. The user base of services of this type decreased by 13% between 2018 and 2019.

**Media2.pl**  
**9 August 2020**

## **Play acquires Virgin Mobile Polska**

*by Łukasz Szewczyk*

P4, the operator of Play network, finalized the acquisition of 100% shares of Virgin Mobile Polska.

Virgin Mobile brand has been present on the Polish market since 2012 and now it will continue to operate as a member of Play Communications group.

The price for acquisition of 100% Virgin Mobile's shares was determined at EUR 13.4 million. The transaction was financed from Play's own funds as well as from external financing available to Play.

**Bankier.pl**  
**10 August 2020**

## **Play presents the Q2 2020 results**

*by kuc/gor*

*Source: PAP Biznes*

Play's revenue in Q2 2020 amounted PLN 1.755 billion (-0.2% yoy).

Revenue for telecommunication services increased by 4.4% yoy, reaching PLN 1.381 billion, while the revenue from sale of equipment and other services decreased by 14.4%.

Play's net profit for Q2 was PLN 237.6 million (-6.4% yoy), while adjusted EBITDA amounted PLN 630.2 million (-2.2% yoy).

The company expects that the growth of its revenue in 2020 will be lower than the 2-3% that was forecasted at the beginning of the year. As the report stated, the lower revenue dynamics, compared to the forecast, is the outcome of lower sales of handsets. Other forecasts for the year have been sustained, including the adjusted EBITDA amount (PLN 2.5-2.6 billion) and the free cash flow amount (PLN 800 million).

Play intends to spend PLN 850-900 million in capex in 2020.

Average monthly revenue per user (ARPU) amounted PLN 34.7 in Q2, or PLN 0.9 more than in Q1 2020.

**Wnp.pl**  
**12 August 2020 r.**

## **Ministry of Digital Affairs has announced the start of the 5G spectrum auction**

*by PAP/rs*

According to the Vice Minister of Digital Affairs, Wanda Buk, after the summer vacation the Ministry, together with UKE (Office of Electronic Communications), plans to start the auction for the spectrum from the 3.6 GHz band. Spectrum allocation will probably take place in Q1 2021.

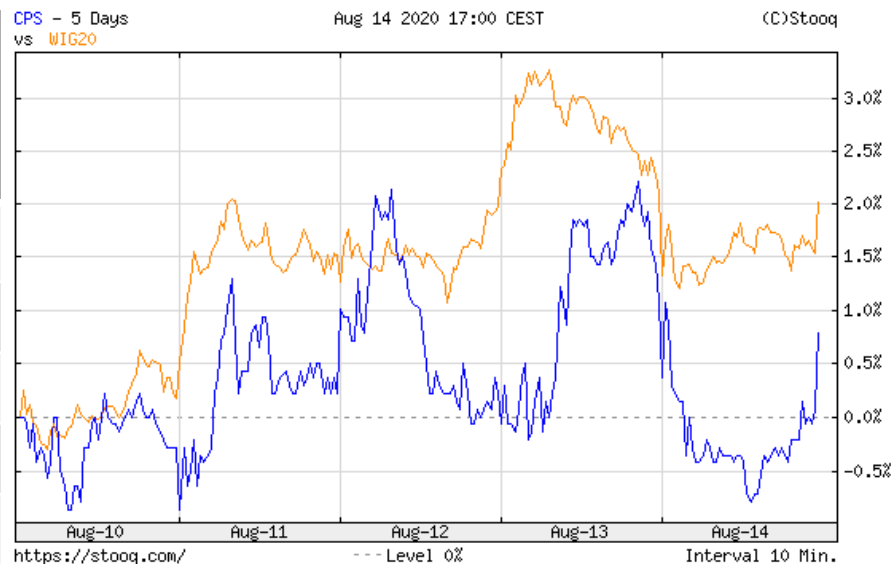
Earlier forecasts put the revenue from the auction at PLN 1.91 billion.

The spectrum from the 3.6 GHz frequency band is dedicated to the roll out of 5G telecommunication networks.

# Cyfrowy Polsat shares



Data	Maximum price (PLN)	Minium price (PLN)	Closing price (PLN)	Change (%)	Turnover (mPLN)
2020-08-14	28.44	27.90	28.36	- 0.28	4.53
2020-08-13	28.78	28.02	28.44	0.85	11.65
2020-08-12	28.76	28.06	28.20	0.00	5.64
2020-08-11	28.56	27.80	28.20	0.50	7.81
2020-08-10	28.22	27.90	28.06	0.14	3.82



# Investor's calendar



13 – 27 August 2020	Closed period prior to the publication of H1 2020 results
27 August 2020	<p><b>Publication of the semi-annual report H1 2020</b></p> <p><i>Schedule of publication (CET):</i></p> <p>7.00 am Publishing H1 2020 report in ESPI (WSE's publishing system)</p> <p>8.00 am Publishing H1 2020 report and additional materials on our website:  <a href="http://www.grupapolsat.pl/en/arc/results">http://www.grupapolsat.pl/en/arc/results</a></p> <p>4:00 pm Conference call with investors and analysts</p> <p><i>Details of conference call:</i></p> <p>Date: 27th August 2020</p> <p>Time: 4.00 pm (Warsaw), 3.00 pm (London), 10.00 am (New York)</p> <p>Phone numbers: +44 207 194 3759 (international)  22 583 9021 (Poland)</p> <p>Conference ID: 68945115#</p> <p>The conference call will be conducted in English.</p> <p>In an attempt to improve the quality of communication we have introduced the possibility to view our investors' presentation during the teleconference via a dedicated platform. In order to access the platform, please click <a href="#">HERE</a> and then log in as a participant by providing your name. The PIN code is not required to log in.</p> <p>From 28th August 2020 the mp3 recording of the conference call will be available on Cyfrowy Polsat's website at <a href="http://www.grupapolsat.pl/en/investor-relations/presentations">http://www.grupapolsat.pl/en/investor-relations/presentations</a>.</p>
5 – 7 October 2020	ERSTE conference (online) „The Finest CEElection Investor Conference 2020”
15 October 2020	Dividend day

# Investor's calendar



22 October 2020	Dividend payout - 1st tranche
27 October – 10 November 2020	Closed period prior to the publication of Q3 2020 results
10 November 2020	Quarterly report for Q3 2020
1 – 31 December 2020	WOOD's Winter Wonderland EME Conference   December 2020   Prague (online, or in the flesh)
11 January 2021	Dividend payout - 2nd tranche