



Cyfrowy Polsat IR Newsletter

22 – 28 October 2018



N E T I A

Parkiet

21 October 2018

A revolution in the operator's board

by Urszula Zielińska

Bartosz Dobrzyński, who has been responsible for marketing, and Hans Cronberg, the board member responsible for technical matters, will leave P4's management board at the end of October. Jacek Niewęglowski, the mobile network's strategy director, will leave the board at the end of January 2019, according to the information from the supervisory board of Play Communications.

The company has announced the new line up of its management board. All the new members are managers who have been promoted from within the company and who have been directly responsible for respective areas of operations.

Bartosz Dobrzyński will be replaced by Michał Sobolewski who has been working for Play since 2009 and who is responsible for marketing of the operator's product offer addressed to consumers.

Hans Cronberg will be replaced by Michał Ziółkowski who has been with Play since the telecom's launch and who is responsible for network roll out.

The new board position, with responsibility for IT and transformation, will be assumed by Wojciech Danieluk who has worked for Play since 2008 (earlier in Ericsson).

This year also saw change of P4's CEO. Joergen Bang-Jensen was replaced by Jean-Marc Harion.

Telko.in
23 October 2018

Thanks to Nokia's solutions, Netia will be offering gigabit speed Internet access

by Tomasz Świderek

Netia has signed a contract with Nokia for upgrade of its cable network in Warsaw and Cracow.

Nokia's "Unified Cable Access Solution" will enable Netia to launch gigabit speed Internet access services. Thanks to this Netia will be able to offer data transfer rates of up to 1 Gbps in the locations where DOCSIS3.0 technology is employed, while wherever the DOCSIS3.1 technology is available, the company will be able to offer access at data transfer rates exceeding 1 Gbps.

Netia will be the first cable operator in Europe to implement the virtualized distributed access architecture (vDAA). The implementation will commence in Q4 2018. Once completed, it will enable Netia offer data speeds of up to 10 Gbps. The companies did not disclose the contract value.

Money.pl
24 October 2018

Orange Polska generated PLN 91 million in net profit in Q3 2018 according to IFRS15

Orange Polska generated PLN 91 million of consolidated net profit, allocated to the dominant unit's shareholders for Q3 2018 according to IFRS15 reporting standard, versus PLN 28 million for Q3 2017, as calculated according to IAS18.

Operating profit was PLN 175 million according to IFRS15 (PLN 217 million according to IAS18 compared to PLN 128 million a year earlier).

Adjusted EBITDA amounted PLN 792 million according to IFRS15 (PLN 834 million according to IAS18, compared to PLN 776 million a year earlier).

The company informed that the growth of adjusted EBITDA (calculated according to IAS18) by 7.5% YoY mainly reflects improvement in the field of revenue trends, higher income from sale of assets as well as effectively implemented actions in the roaming area.

Consolidated revenues from sales reached PLN 2 755 million in Q3 2018 according to IFRS15 (PLN 2 800 million according to IAS18 versus PLN 2 814 million a year earlier).

At the end of Q3 the customer base of Orange Polska increased to 14.61 million, compared to 14.48 million a quarter earlier, including 9.85 million postpaid customers versus 9.79 million at the end of Q2.

Money.pl
25 October 2018

Netia reports PLN 18.83 million of net profit, PLN 23.13 million EBIT for Q3 2018.

Netia recorded PLN 18.83 million of consolidated net profit for Q3 versus PLN 13.8 million a year earlier, according to the report published by the company. Consolidated revenue from sales reached PLN 340.83 million in Q3 2018, as compared to PLN 356.46 million in Q3 2017.

Operating profit amounted PLN 23.13 million versus PLN 20.69 million in the same period of 2017. EBIDTA for the first 9 months of 2018 amounted PLN 277 million (-4% YoY), and PLN 93 million for Q3 2018 alone (up by 1% QoQ). EBITDA margin was 26.9% for the first 9 months of 2018 and 27.4% for Q3 2018.

In the period Q1-Q3 2018 the company generate PLN 51.72 million of consolidated net profit, allocated to the dominant unit's shareholders, compared to PLN 40.04 million a year earlier, with revenues from sales of PLN 1 030.61 million versus PLN 1 082.58 million a year earlier.

Netia has been successively increasing the number of broadband Internet access services provided via NGA network, as well as the number of TV and mobile services. In Q3 2018 Netia Group saw increase of the number of services provided via own networks.

Rzeczpospolita
25 October 2018

Power engineering industry sees development opportunities in the cities of the future

by Aneta Wieczerek- Krusińska

Tauron and Ericsson have initiated a project exploiting the Internet of Things (IoT) technology in Wrocław. Novel and effective management of street lighting, assistance in finding a parking place, or monitoring of air quality are only a few of the element of the project which is expected to kick off still this year. Testing of the latest communication technologies as well as collection and analysis of huge volumes of data coming from sensors and from the elements of intelligent infrastructure will be an important component of the project.

Mobile communications between the devices will be supported by Polkomtel, with Narrow Band Internet of Things technology being used for the first time in Poland.

Cyfrowy Polsat shares



Data	Maximum price (PLN)	Minium price (PLN)	Closing price (PLN)	Change (%)	Turnover (mPLN)
2018-10-19	22.98	22.64	22.96	-0.26	4.87
2018-10-22	23.62	22.82	23.62	2.87	7.80
2018-10-23	23.60	22.90	23.12	-2.12	5.27
2018-10-24	23.40	22.60	22.98	-0.61	13.01
2018-10-25	23.00	22.44	22.96	-0.09	4.96



Investor's calendar



31 October 2018	Extraordinary shareholders meeting of Cyfrowy Polsat S.A.
8 November 2018	Quarterly report for Q3 2018
12 – 13 November 2018	Goldman Sachs Tenth Annual CEEMEA One-on-One Conference, London
27 – 28 November 2018	UBS, Global Emerging Markets One-on-One Conference, New York
4 – 5 December 2018	WOOD's Winter Wonderland – EME Conference in Prague