



# Cyfrowy Polsat IR Newsletter

27 August - 2 September 2018



Rzeczpospolita  
August 26, 2018

## SIM card figures after the first half of 2018

By Urszula Zielińska

The volume of SIM card (mobile connections) in operation in the four biggest mobile networks increased in Q2 2018. In June, with the networks possibly operating as many as 52.33 million SIMs in total, i.e. 16 thousand more than at the end of Q1.

Play remained the operator with the biggest number of SIMs – 15.03 million (in spite of decrease of the net number by 15 thousand in Q2 2018 as a result of big loss of SIMs in the prepaid segment – ca. 270 thousand).

Orange Polska continued to rank second, with 14.48 million SIMs, and recorded growth by 116 thousand (mainly in the prepaid segment).

Cyfrowy Polsat Group increased the number of SIMs by ca. 100 thousand, reaching a total base of supported SIMs of 12.2 million at the end of Q2.

T-Mobile Polska was no. 4 after the first half of the year, both in terms of the total number of SIMs, as well as the rank in the postpaid segment. The company operated a total of 10.61 million SIM's, including 7.07 million in the contract segment.

Last quarter the market share of prepaid SIMs continued to decrease. According to the estimates of "Rzeczpospolita" daily, it amounted 32.2% for the Big Four, i.e. it was by 0.4 p.p. smaller than in Q1 2018.

Cyfrowy Polsat Group recorded the most favorable split at the end of June, with prepaid SIMs accounting for 27% of all of connected SIMs.

Rzeczpospolita  
August 27, 2018

## Orange strengthens its 4G network

By d.e.

According to a representative of Orange Polska, at present over 80% of the total data traffic of that operator goes through the 4G network.

The telecom plans to invest into increasing its 4G network capacity and assumes that the capacity will grow by 18% till the end of the present year and by 47% till the end of 2019.

As a result of spectrum refarming, customers using the operator's 4G services will be able to enjoy 45 MHz of bandwidth, including additional spectrum in 1800 MHz band and the entire, new 2100 MHz band.

Changes in Orange's network were preceded by a decision taken by Orange and T-Mobile, Orange's technology partner, regarding migration from the model involving core network sharing (MOCN) to the model involving use of own spectrum resources while sharing the radio access network infrastructure (MORAN).

Works on the 4G network are currently underway in Warsaw, Bydgoszcz, Tri-City (Gdańsk-Sopot-Gdynia), Lublin, Wrocław and in the Upper Silesia region.

Parkiet  
August 27, 2018

## A conflict among the telecoms as regards the rules of distribution of 5G band?

By Urszula Zielińska

In September the Office of Electronic Communications ("UKE") intends to publish the operators' opinions on the plan of distribution of the spectrum which will be used for 5G services. The nationwide reservations for the spectrum from the 3.6-3.8 GHz band, intended for the 5G network, are currently held by: Netia (Cyfrowy Polsat Group), P4 (Play Communications) and T-Mobile. T-Mobile's and Play's reservations expire at the end of 2019 while Netia's reservation will expire a year later.

UKE does not expect any extension of the current reservations since it wants reshuffle this frequency band in such a way that by 2023 it will be able to offer 200 MHz of spectrum in an auction or in a tender. Moreover, the spectrum from the 3.4-3.6 GHz band is intended for creating a resource consisting of 150 MHz of bandwidth to be offered to the market by 2025.

PAP Biznes  
August 28, 2018

## Vectra filed with UOKiK for acquisition of Multimedia Polska

*By hb/asa/*

Vectra telecom operator has informed, in a press release, of an application it filed with UOKiK (Office of Competition and Consumer Protection) for consent to acquiring 100% of shares of Multimedia Polska.

Majority shareholders of Multimedia Polska signed a "term sheet" with Vectra concerning potential sale of 100% of shares to Vectra.

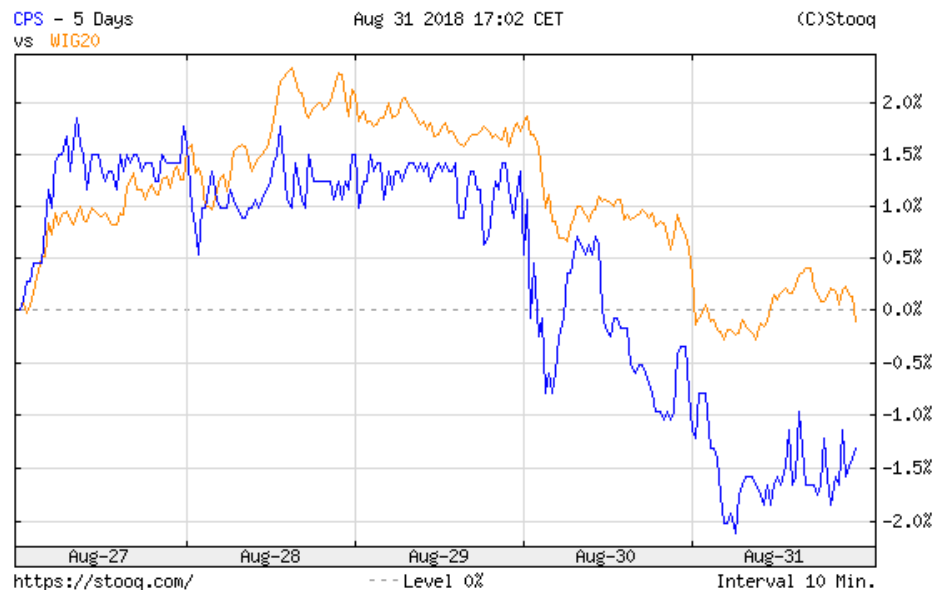
Final agreement to sell the shares is subject to UOKiK President's concentration approval.

In March, Liberty Global, the owner of UPC Polska, withdrew from the plan of acquiring Multimedia Polska. Earlier Multimedia Polska also made attempts of floating its shares on the Warsaw Stock Exchange.

# Cyfrowy Polsat shares



| Date       | Maximum price (PLN) | Minium price (PLN) | Closing price (PLN) | Change (%) | Turnover (mPLN) |
|------------|---------------------|--------------------|---------------------|------------|-----------------|
| 2018-08-27 | 23.24               | 22.50              | 23.18               | 3.30       | 8.87            |
| 2018-08-28 | 23.20               | 22.88              | 23.12               | -0.26      | 14.35           |
| 2018-08-29 | 23.16               | 22.90              | 23.08               | -0.17      | 12.86           |
| 2018-08-30 | 23.12               | 22.52              | 22.60               | -2.08      | 4.99            |
| 2018-08-31 | 22.64               | 22.24              | 22.48               | -0.53      | 13.01           |



# Investor's calendar



|                              |   |
|------------------------------|---|
| 10 – 11 September 2018       | 15th Emerging Europe Investment Conference - Pekao Investment Banking, Warsaw |
| 25 October – 8 November 2018 | Closed period prior to the publication of Q3 2018 results                     |
| 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                           |