



# Cyfrowy Polsat IR Newsletter

30 October - 5 November 2017



wirtualnedia.pl  
30 October 2017

## Play wants to charge Poles living abroad for roaming

by ps

Marcin Gruszka, Play's spokesperson, announced that the operator does not exclude introducing additional roaming fees for people staying abroad for long periods of time and abusing the rules of the Fair Usage Policy.

Play's spokesperson admitted that the network had problems with people who stay abroad for long periods of time and taking advantage of the lack of roaming fees ensured by EU regulations. The issue concerns users permanently living outside of Poland or specific groups of subscribers like for instance students staying abroad for a long time.

Gruszka said that the mentioned people may abuse the rules of Fair Usage Policy implemented by the EU, and the operator is trying to find a way to solve this problem. The spokesperson also confirmed that Play, just as some other operators, has applied to the Office of Electronic Communications for consent to apply additional roaming charges and is currently awaiting a decision.

The issue of additional roaming charges is raised by Polish operators more and more frequently. Plus and Premium Mobile, as well as Virgin Mobile and nc+ have already received UKE's consent to apply additional charges, whereas Orange Poland has recently revealed its plans to submit an application to the regulator in this respect.

Puls Biznesu  
31 October 2017

## Polkomtel loses battle for PLN 9m

by Jarosław Królak

The Competition and Consumer Protection Court (SOKiK) dismissed in full Polkomtel's appeal against the decision of the President of the Competition and Consumer Protection Office (UOKiK) issued in 2014, imposing five financial penalties on the telecommunication company for the violation of law and infringement of collective interests of consumers. The total penalty for five prohibited market practices amounted to PLN 8.8m. The court of first instance has just decided that Polkomtel is guilty and maintained in full the decision of the President of UOKiK regarding the penalties.

The company can file an appeal with a higher instance court and most probably will take this opportunity.

Puls Biznesu

3 November 2017

## Biggest Polish cable TV operator still not growing

by Marcel Zatoński

According to the quarterly report of the British Liberty Global, owner of UPC, the leader of the Polish cable TV market lost 2.8 thousand customers within the last three months and currently has 1.426m customers. However, thanks to up-selling additional services to the existing customers the company increased the number of RGUs to 2.96m (+33.3 thousand YoY).

The slow organic growth of the leader cannot yet be supported by acquisitions. UPC is still waiting for the consent of the Competition and Consumer Protection Office (UOKiK) regarding the acquisition of Multimedia Polska, number three operator on the Polish cable TV market. The UOKiK has informed recently that it had reservations regarding the PLN 3bn transaction, as it may limit competition in several cities in Poland.

Within the first three quarters of 2017, UPC Polska generated revenue at the level of ca. PLN 1.17bn. Thanks to investments in fiber optic lines, the coverage of UPC's network increased by 38.6 thousand houses in Q3 2017.

# Cyfrowy Polsat shares



Date	Maximum price (PLN)	Minium price (PLN)	Closing price (PLN)	Change (%)	Turnover (mPLN)
2017-10-30	25.77	25.20	25.25	-2.73%	3.66
2017-10-31	25.48	24.95	25.36	0.44%	10.23
2017-11-01	-	-	-	-	-
2017-11-02	25.36	24.50	24.58	-3.08%	15.01
2017-11-03	24.97	24.43	24.50	-0.33%	11.16



# Investor's calendar



26 October – 9 November 2017

Closed period prior to the publication of Q3 2017 results

## Publication of the quarterly report for Q3 2017

### *Schedule of publication:*

7:00 a.m. Publication of the quarterly report for Q3 2017 in ESPI (WSE publishing system)

8:00 a.m. Publication of the quarterly report for Q3 2017 and additional materials on our website  
<http://www.grupapolsat.pl/en/arc/results>

10:00 a.m. Meeting with investors and analysts (**Hotel InterContinental**, conference room Hemisphere, -1<sup>st</sup> floor, 49 Emilii Plater str., Warsaw)

12:00 p.m. Meeting with journalists

4:00 p.m. (CET) Conference call with investors and analysts

### *Conference call details:*

Date: November 9, 2017

Time: 4:00 p.m. (Warsaw), 3:00 p.m. (London), 10:00 a.m. (New York)

Phone numbers: +44 203 043 2440 (international);  
+48 22 295 35 28 (Poland)

Conference ID: 51586369#

In order to view our investor presentation during the conference call via a dedicated platform, please click [HERE](#) and then log in as a participant by providing your name.

9 November 2017