



Cyfrowy Polsat IR Newsletter

9 – 15 April 2018



Rzeczpospolita
10 April 2018

Play losing ground to MVNO networks

By Urszula Zielińska

The Office of Electronic Communications informed that in Q1 2018, 508.7 thousand mobile phone numbers (SIM cards) were ported between various networks in Poland. It is a lower result than in Q1 2017 (555.15 thousand SIM cards), in which the deadline for the mandatory registration of prepaid cards expired. For the first time in history, Play had a negative balance of customer rotation – it lost 1.05 thousand numbers (net) in Q1 2018. Whereas, Plus network (Cyfrowy Polsat Group) has the positive balance for the first time since long (+1.78 thousand). Both Orange and T-Mobile had negative results (-18.6 thousand and -4.39 thousand, respectively).

MVNO Operator - Premium Mobile again has the best result (+10.6 thousand). Aero2, part of Cyfrowy Polsat Group, was ranked second (+6.3 thousand.). They were followed by nc+ (+3.4 thousand) and Netia (+3.1 thousand).

Parkiet
10 April 2018

Cyfrowy Polsat: we are intent on getting control

By ZIU

Cyfrowy Polsat extended until 14 May 2018 the time for accepting subscriptions under the tender offer for shares of Netia in which Cyfrowy Polsat has minority shares. The Company made an offer to investors for the purchase of 33%-34% shares of Netia at the price of PLN 5.77 per share last year. The consent of the Competition and Consumer Protection Office is required for finalizing the purchase, and its lack is the reason for extending the deadline of the tender offer.

“We are consistently interested in taking over control over Netia. We count on efficient and fast decision, therefore we remain at the disposal of the Office all the time. We believe that this transaction will not only have a positive impact on the status of competition on the market, but most of all will offer benefits to Polish consumers”, said Olga Zomer, spokesperson of Cyfrowy Polsat in the interview for “Rzeczpospolita” daily.

rpkom.pl
11 April 2018

Prices of Internet in Poland in 2018 according to UKE

By Urszula Zielińska

According to the analyses published by the Office of Electronic Communications (UKE), the prices of fixed and mobile Internet in Poland in the years 2014-2018 decreased. In the fixed-line Internet access, the prices of services for individual customers decreased in all speed categories, and the fastest price reduction was observed for the links with data transmission speed from 30 to 100 Mb/s (-37% on average). A similar trend was visible among services for corporate customers. The value of offers for companies for the links with speed from 30 to 100 Mb/s dropped by 18.3%, and for links exceeding 100 Mb/s – by 17.7%.

The rates for the Mobile Internet (a separate service) decreased, as compared to 2014, in all analyzed categories of data limits, and the biggest difference was visible in the offers up to 50GB, where the average price decreased from PLN 54.83 to PLN 37.71.

rp.pl
10 April 2018

Katarzyna Iwuć: In telecommunications one needs to fight for each customer

By Grzegorz Balawender

“Prices of telecommunication services on the Polish market are among the lowest in Europe. There is no new product on the horizon to lift this market up. One needs to fight for each customer”, says Katarzyna Iwuć, CEO of Netia, a guest of the program in Rzeczpospolita TV.

Netia’s CEO did not want to comment on a lack of decision of the Competition and Consumer Protection Office (UOKiK) regarding the takeover of Netia by Cyfrowy Polsat, instead focusing on issues related to running of the business. She admitted that the financial situation of Netia was very good and most of investments could be executed using the company’s own resources. Netia invests PLN 400m into fiber-optic network to be offered to residential customers. In this project, the company is supported by external financing, acquired from the Polish banks and the European Investment Bank.

Iwuć stated that the traditional fixed-line voice services are shrinking for every operator. The decline of revenues in this segment is compensated by the increase on other products. The company offers Internet access, TV streaming, VOD, multiscreen and mobile services to residential customers. On the business market, the company focuses on services in the cloud, security services and integrator solutions.

Netia's CEO reminded that the prices of telecommunication services on the Polish market were very low and the fight for the customer took place in the fields of network and customer service quality. She observed that the customers would like to be online continuously, which might lead to further mergers of fixed-line and mobile Internet operators.

Parkiet
13 April 2018

Dividend from Play Communications already on 10 May 2018

By Urszula Zielińska

The Board of Directors of Play Communications, a listed company which owns the mobile network Play, made a decision to pay a periodical dividend of PLN 2.57 per share (the total of PLN 650m). The dividend record day is 2 May 2018, whereas the dividend will be paid out on 10 May 2018. Play will publish its financial results for the first quarter of 2018 on 14 May 2018.

Current report
12/2018
9 April 2018

Extension of the term to place subscriptions under the tender offer for shares in Netia S.A.

The Management Board of Cyfrowy Polsat S.A. (“Cyfrowy Polsat”) reports that in connection with the tender offer to place subscriptions for the sale of shares in Netia S.A. (the “Company”, the “Tender Offer”) announced on 5 December 2017 by Cyfrowy Polsat pursuant to Article 73 Section 1 of the Act of 29 July 2005 on Public Offering, Conditions Governing the Introduction of Financial Instruments to Organized Trading, and Public Companies (consolidated text: Dziennik Ustaw of 2016 item 1639, as amended) and the Ordinance of the Minister of Development and Finance of 14 September 2017 concerning forms for tender offers to subscribe for the sale or exchange of shares of a public company, detailed procedures for announcing such tender offers and the terms of acquisition of shares under such tender offers (Dziennik Ustaw of 2017 item 1748) (the “Ordinance”) the Management Board of Cyfrowy Polsat decided to extend the term to place subscriptions for the sale of shares in the Company under the Tender Offer until 14 May 2018 inclusive.

The extension of the term to place subscriptions for the sale of shares in the Company is due to the fact that as at 9 April 2018 the condition precedent provided for in Section 29 of the Tender Offer has not yet materialized, i.e. Cyfrowy Polsat has not obtained an unconditional decision from the President of the Office for Competition and Consumer Protection consenting to the concentration consisting in the takeover of control of the Company and the term prescribed for the issuance of such decision has not expired.

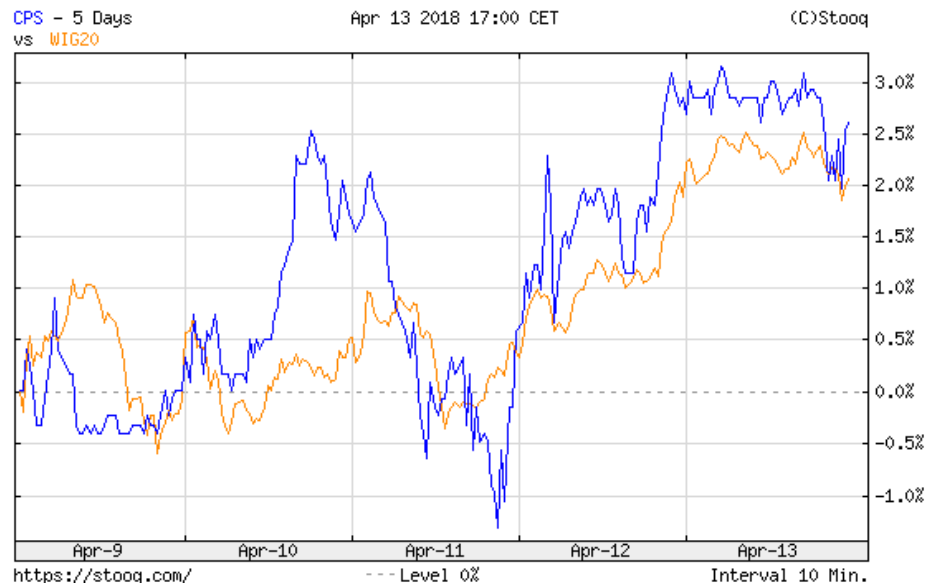
Cyfrowy Polsat reported on the announcement of The Tender in Current Report No. 26/2017 of 5 December 2017.

A full statement on the extension of the term to place subscriptions under the Tender Offer has been published by PAP.

Cyfrowy Polsat shares



Date	Maximum price (PLN)	Minium price (PLN)	Closing price (PLN)	Change (%)	Turnover (mPLN)
2018-04-09	24.86	24.48	24.60	0.16%	8.54
2018-04-10	25.24	24.60	25.02	1.71%	7.03
2018-04-11	25.12	24.28	24.74	-1.12%	17.60
2018-04-12	25.36	24.58	25.30	2.26%	11.36
2018-04-13	25.38	25.04	25.24	-0.24%	5.36



Investor's calendar



16 April – 10 May 2018	Closed period prior to the publication of Q1 2018 results
10 May 2018	Quarterly report for Q1 2018
9 – 23 August 2018	Closed period prior to the publication of H1 2018 results
23 August 2018	Consolidated semi-annual report for H1 2018
25 October – 8 November 2018	Closed period prior to the publication of Q3 2018 results
8 November 2018	Quarterly report for Q3 2018