



Cyfrowy Polsat IR Newsletter

February 6 – 12, 2017



Media about us	Date	Media about the TMT market in Poland
	7.02	<p>Dziennik Gazeta Prawna: Red card for Orange. Awarded by UOKiK <i>by Patryk Słowik</i></p> <p>The President of the Office of Competition and Consumer Protection (UOKiK) decided that the operator was illegally extending agreements for the provision of services without explicit consent of consumers. He imposed a fine of nearly PLN 30 million on the company and obliged the company to return to the subscribers fees that had been unjustly collected.</p> <p>The questioned practice consisted in an automatic extension of a given agreement when the customer did not terminate it. In the case of Neostrada, Orange was extending agreements for 6 month, and in the case of other services even for 12 or 24 months. The company also failed to notify the customers about the consequences of the lack of termination of the expiring agreement.</p> <p>This is another strike by UOKiK against the telecommunication sector. A few days ago, UOKiK imposed a PLN 40-million fine on Polkomtel and Cyfrowy Polsat, and a month ago – PLN 15 million on T-Mobile.</p>
	8.02	<p>Dziennik Gazeta Prawna: UOKiK tightens the leash for telecoms <i>by Barbara Sowa</i></p> <p>In December 2016 alone the Office of Competition and Consumer Protection (UOKiK) imposed fines in the total amount of PLN 86 million on operators. At the end of the previous year UOKiK issued sever decisions regarding telecommunication operators (including one of the first decisions in the history of the office with the</p>

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	8.02	<p>maximum fine) for practices affecting weaker market participants. Representatives of the sector claim that Marek Niechciał, the current President of UOKiK, pursues a more stringent policy than his predecessors. Not only with respect to the number of proceedings, but also the value of fines and penalties.</p> <p>In the entire 2015 there were a total of 6 proceedings regarding violation of collective interests of consumers by mobile and fixed-line operators. And not all of them led to imposing fines in the amount of a few million zloty, as is the case now.</p> <p>Telecommunication services are universal and the customers regularly complain about them – both to UOKiK and the Office of Electronic Communication. The sector assures that there are no substantial grounds for „overzealousness” of the office and the protection of consumers on the telecommunication market is at a high level. At the same time, they admit that telecommunication operators have a poor reputation and it is easier to hit them than for instance banks.</p> <p>There are more proceedings in progress. UOKiK is examining, among others, a problem with making recordings of customers’ calls to call centers available to them and advertisements of prepaid offers encouraging customers to register SIM cards.</p>

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	9.02	<p>Rzeczpospolita: The future of the mobile business is LTE <i>by Urszula Zielińska</i></p> <p>Based on the anticipated trends for Central and Eastern Europe, in which Poland is the biggest market, the latest Cisco report– Cisco Visual Networking Index, shows how consumers will use mobile networks.</p> <p>Cisco experts foresee, on the one hand, that increasingly more people will use fast mobile Internet access, and on the other – that networks will become more efficient and will allow for faster transmission of information.</p> <p>Last year, the use of gigabytes increased by 64% as compared to the previous year in Central and Eastern Europe. According to the estimates of domestic operators, this increase in Poland ranged from 80% to 125%.</p> <p>In the opinion of a global provider of telecommunication infrastructure, in 2016 Polish mobile networks transferred 127.7m GB of data per month (1.5bn of GB during the entire year), and in five years this figure should grow to 607m GB per month.</p> <p>The growing viewership of films, TV series and other video forms online is responsible for the highest increment of usage of mobile Internet access. This trend will be continued in the forthcoming years due to the growing popularity of devices connected to the Internet: smartphones, tablets or TV sets.</p> <p>Experts anticipate that in 2021 the mobile Internet access in Poland will be responsible for nearly one-fourth of traffic in telecommunication (as compared to the estimated 14% in 2016).</p>

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	9.02	<p>Due to operators' investments into 4G (LTE) networks, in five years nearly 75% of connections to the mobile Internet will be performed in networks of this type (20.2% in 2016).</p>
	9.02	<p>wirtualnemedi.pl: President of UOKiK: breaking the law cannot pay for telecommunication companies, we will not hesitate to punish them</p> <p><i>by Jacek Kowalski</i></p> <p><i>"The Office of Competition and Consumer Protection (UOKiK) will impose more stringent penalties more often on telecommunication operators, as the number of complaints against them is the largest," warns Marek Niechciał, President of UOKiK, in an interview for Wirtualnemedi.pl.</i></p> <p>In the opinion of the President of UOKiK, taking into account the turnover generated by the companies violating the law, the value of fines is not very high. There is one rule: the penalty must correspond to the violation. He emphasized that the violation of regulations, both pertaining to consumers, as well as anti-monopoly ones cannot pay.</p> <p>UOKiK announced that it would examine in-depth both the activities of financial institutions (there is the largest number of complaints in this sector), and the telecommunication services market which is second in terms of the number of signals about irregularities.</p>

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	10.02	<p>Teko.in: Orange presented new packages under the brand Love <i>by Łukasz Dec</i></p> <p>Orange Polska informed about connecting the 100-thousandth subscriber in its fiber optic network. At the end of the last year, the operator's FTTH network extended its coverage to 1.5 million households in Poland. Today, the operator officially presented the offer which should help in saturating this network with services sold – Orange Love.</p> <p>A new offer includes all services of the operator: fixed and mobile Internet access, mobile and fixed-line telephony and television services. The offer is based on one package, to which one can additionally purchase services or – against an additional payment – improve parameters of individual services. Orange promotes the basic package for an average amount of PLN 84.45 (incl. VAT) per month.</p> <p>A new brand of bundled services is to replace the current convergent offer. According to Mariusz Gaca, the new head of the B2C department at Orange, the brands Orange Open and Funpack will be “phased out.” For now they will remain in the offer, but the main sales focus will be on the Love offer, including also the company's own program packages.</p>

Recent events



Press release
February 10, 2017

Polsat Doku starts on February 10

New television channel for fans of documentaries. The offer includes over 700 hours of the latest productions from across the world in HD quality.

"Polsat Doku is a television channel for people fond of exploring the world – its beauty, secrets, problems and mysteries. For people who are interested in current events and for fans of history. Lovers of animals, travels, technologies and everything which is extraordinary, intriguing, worth knowing, experiencing and discovering. "We have prepared a selection of the best, premiere documentaries from the farthest reaches of our globe. In Polsat Doku everyone will find something interesting. Something which will broaden our horizons, deepen the knowledge about our world, impress or stun us. We will show ambitious documentaries which were awarded at festivals, and fascinating, high budget films addressed to the general audience," said Radosław Sławiński, Head of Polsat Doku.

Polsat Doku will be available on satellite platforms and in cable TV networks.

Cyfrowy Polsat shares



Date	Maximum price (PLN)	Minium price (PLN)	Closing price (PLN)	Change (%)	Trade value (kPLN)
2017-02-06	24.14	23.32	24.08	3.30%	17 063
2017-02-07	24.32	23.89	24.25	0.71%	9 933
2017-02-08	24.09	23.56	23.75	-2.06%	25 525
2017-02-09	24.16	23.73	23.93	0.76%	24 157
2017-02-10	24.00	23.62	23.88	-0.21%	10 934



Investor's calendar



March 2 - 16, 2017	Closed period prior to the publication of 2016 results
March 16, 2017	Annual report and consolidated annual report for 2016