



# Cyfrowy Polsat IR Newsletter

11 – 17 September 2017



Rzeczpospolita  
13 September 2017

## T-Mobile closer to the cable

by Urszula Zielińska

T-Mobile Polska presented a new LTE Internet access offer addressed to households based on the fix-mobile substitution (FMS) model. The telecom, following in the steps of Cyfrowy Polsat, Orange Polska and Play, openly recommends substituting slower fixed access lines in cable technology (DSL) with a radio link. It is estimated that at the moment around 1.8m subscribers uses mobile Internet as an alternative for cable.

*"In terms of price our offer is rational. We do not want to devalue the market,"* says Andreas Maierhofer, the telecom's CEO. The management board of T-Mobile believes that an easy to install product available nationwide (SIM cards without a PIN code) should attract customers to the company. The more so, as the product has a "convergent" version: it is a part of the so-called family offer.

The telecom estimates that the radio fixed Internet access should sell more than one thousand activations per day, but did not disclose its goal for this or next year.

wirtualnemedial.pl  
14 September 2017

## Orange extends cooperation with Netflix, the service also in Orange TV in Poland

by tw

Orange Group and Netflix have renewed an agreement signed three years ago regarding the distribution of the service to the telecom's customers. Under the agreement, within a few months Netflix will be made available in Poland as a part of the Orange TV offer, and in other countries – in 2018.

Orange has been the distributor of Netflix in France since 2014 and, since recently, also in Spain. Under the new agreement the telecom will be able to offer access to Netflix within its Orange TV offer in Europe, Africa and Middle East.

In July this year T-Mobile Polska introduced a year-long access to Netflix without any additional fees under its contract offer. The streaming service has been available in Poland since the beginning of 2016, and since Autumn 2016 – in the Polish version. At the end of June 2017, Netflix had 103.95m paying customers, including 51.9m in the USA and 52.05m from other countries.

Press release  
14 September 2017

## Two awards for Cyfrowy Polsat in the CEE Capital Markets Awards competition

The official gala summing up the 3rd edition of the CEE Capital Markets Awards competition addressed to publicly-listed companies was held on 13 September 2017. Cyfrowy Polsat received two awards in the categories: “Best overall company of the year – Poland” and “Best IR Department of a listed company – Poland”.

CEE Capital Markets Awards are aimed to distinguish publicly-listed companies who – through their policies and activities - are leading the dynamic and fast-paced changes in the capital markets sector in the CEE Region.

71 short-listed companies from Central and Eastern Europe, i.e. Poland, Romania, Ukraine, Hungary, Czech Republic, Lithuania, Estonia, Austria, Germany and Slovenia participated in this year’s edition competing for top prizes in 19 categories. The winners were selected by 34 members of the Jury, composed of the representatives of investment funds, banks, sector media and stock exchanges from selected countries.

# Cyfrowy Polsat shares



| Date       | Maximum price (PLN) | Minium price (PLN) | Closing price (PLN) | Change (%) | Turnover (mPLN) |
|------------|---------------------|--------------------|---------------------|------------|-----------------|
| 2017-09-11 | 26.58               | 26.19              | 26.35               | 0.00%      | 9.12            |
| 2017-09-12 | 26.68               | 26.35              | 26.43               | 0.30%      | 12.90           |
| 2017-09-13 | 26.65               | 26.30              | 26.30               | -0.49%     | 10.13           |
| 2017-09-14 | 26.46               | 25.92              | 25.92               | -1.44%     | 22.12           |
| 2017-09-15 | 26.24               | 25.53              | 25.53               | -1.50%     | 31.02           |



# Investor's calendar



|                              |   |
|------------------------------|---|
| 11 October 2017              | Erste Group Investor Conference 2017 in Stegersbach       |
| 16 October – 9 November 2017 | Closed period prior to the publication of Q3 2017 results |
| 9 November 2017              | Publication of the quarterly report for Q3 2017           |