



Cyfrowy Polsat IR Newsletter

March 20 – 26, 2017



Media about us	Date	Media about the TMT market in Poland
	20.03	<p>PAP: Netia expects to add several thousand customers to new NGA network by year's end <i>by Grzegorz Suteniec</i></p> <p>As a part of the network upgrade to the fiber optic standard, Netia extended its coverage to 120K households. The company expects to have several thousand customers of the new NGA network, informed Netia's CEO Tomasz Szopa.</p> <p>The network upgrade from copper to fiber optic will be connected with CAPEX expenditures in the amount of PLN 417.6m. The company informed earlier that under the network upgrade, Netia would like to cover 2.55m households with fiber optic network with data transmission speed up to 1 Gb/s. Within 7-8 years the penetration of services on this network should increase to 26% from the current level of approx. 16%.</p> <p>The CEO maintained his earlier statements that Netia was open to talks with other operators regarding possible cooperation in the area of fiber optic network rollout. He also informed that the company is not planning closer cooperation with any mobile operator.</p>
	21.03	<p>Parkiet: Mobile number portability leap <i>by ziu</i></p> <p>According to data obtained by Parkiet daily, in January and February 2017, users of telecommunication operators ported by 50% more mobile phone numbers than a year before – 414K numbers in total.</p> <p>Such a sharp growth of number portability probably results from the so-called Anti-Terrorist Act, which imposed an obligation of</p>

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	21.03	<p>registration of prepaid SIM cards. On the one hand, January was the last month for the registration of purchased SIM cards and telecoms had intensified marketing activities. As a result, in January 2017, 230K numbers were ported between networks, whereas a year ago this was ca. 140K numbers. On the other hand, porting of a SIM card that has already been registered will be easier now, thus it is possible that offers addressed to people porting their numbers will be an important element of the market fight for customers.</p> <p>According to Parkiet daily, within the first two months of this year, Play had the best positive balance of number portability. The company acquired 33.4K users net. This balance, although the highest among all the operators – is much worse than a year ago, when Play acquired 50K customers net.</p> <p>The second best result, +5K customers, was recorded by the mobile virtual network operator Virgin Mobile Polska. Netia also had a positive balance at the level of +1.7K numbers. Orange had a slightly negative balance (the loss of nearly 700 SIM cards), and Plus and T-Mobile lost 24K and 19K numbers net, respectively.</p>
	22.03	<p>Puls Biznesu: Earthquake in T-Mobile <i>by Marcel Zatoński</i></p> <p>Adam Sawicki, who has been CEO of T-Mobile Polska since June 2015, will leave his position from April this year. Elżbieta Wójcik, Private Market Director, responsible among others for the company's marketing, will also leave T-Mobile.</p> <p>Andreas Maierhofer, currently managing Telekom Macedonia from Deutsche Telecom Group, will become the new CEO. In the past, he</p>

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	22.03	<p>was the CEO of Bulgarian Mobitel EAD, and before that, he worked at the Slovenian operator Si.mobile.</p> <p>Frederic Perron will become a head of the Private Market. He previously worked at the British T-Mobile and Vodafone and recently was Vice President of Canadian Rogers Communications.</p> <p>A new position of Management Board Member responsible for Cybersecurity will be created in the company. The position will be assumed by Włodzimierz Nowak, Brigadier General of the Polish Army who in the past, among others, managed the communication and IT systems of NATO, and until November 2016 was a representative for cybersecurity at the Ministry of Digitization.</p>
	24.03	<p>Telko.in: Orange will connect 4.5 thousand schools to fiber optic network</p> <p><i>by Marek Jaślan</i></p> <p>Under the agreement signed with the Ministry of Digitization, Orange will connect over 4.5K schools across Poland to the fiber optic network, ensuring a possibility of Internet access with the speed of at least 100 Mb/s.</p> <p>The investment will take three years. By the autumn of 2018, 3.2K schools should be connected to the network, with the remaining schools being connected in 2019.</p> <p>A similar agreement was signed by the Ministry of Digitization earlier with Inea and Netia. In total, thanks to these three agreements, 10K schools in 5.7K locations will be connected to the high-speed Internet.</p>

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	24.03	<p>PAP: Orange Polska can use the 450 MHz band until April 16 - UKE <i>by gsu/ osz/</i></p> <p>Orange's license for the 450 MHz band was valid until December 31, 2016. The Office of Electronic Communications (UKE) informed PAP that Orange may use this spectrum until the expiration of the reservation decisions permitting short-term use of these frequencies, i.e. until April 16, 2017.</p> <p>On March 22, 2017, UKE revoked its decision of January 13, 2017 to extend the license of Orange Polska for frequencies in the 450 MHz band for a consecutive period. UKE maintained that frequencies from which Orange had resigned would be distributed through a tender procedure.</p>

Recent events



Press release
March 20, 2017

Golf Channel Polska exclusively from Cyfrowy Polsat

A new television channel fully devoted to one sport discipline – Golf Channel Polska in HD quality – has been added to the offer of Cyfrowy Polsat, on an exclusivity basis among satellite platforms.

For more than a month, until April 23, 2017, the channel will be available to all the subscribers of Cyfrowy Polsat for free, from Mini HD package up. Eventually, it will be available in the Sport HD package. Customers with the active ON THE GO option may watch Golf Channel Polska on mobile devices – smartphones, tablets and PCs – in the service Cyfrowy Polsat GO, on up to 3 devices simultaneously.

Cyfrowy Polsat shares



Date	Maximum price (PLN)	Minium price (PLN)	Closing price (PLN)	Change (%)	Trade value (kPLN)
2017-03-20	24.53	24.10	24.23	-1.02%	5 189
2017-03-21	24.53	23.46	23.50	-3.01%	9 021
2017-03-22	23.72	23.41	23.41	-0.38%	8 610
2017-03-23	23.81	23.45	23.60	0.81%	17 862
2017-03-24	24.13	23.67	24.13	2.25%	5 744



Investor's calendar



April 27 – May 11, 2017	Closed period prior to the publication of Q1 2017 results
May 11, 2017	Publication of the quarterly report for Q1 2017