



# Cyfrowy Polsat IR Newsletter

23 – 29 October 2017



telko.in  
24 October 2017

## Central Statistical Office: 52.2m customers paid for mobile services at the end of September

by Marek Jaślan

At the end of September 2017, there were 52.2m subscribers and users (prepaid customers) of mobile telephony in Poland, down by 7.2% vs. the end of September 2016 and 4.8% vs. the end of December 2016 – announced the Central Statistical Office (GUS).

The number of subscribers increased over the year by 7.6% (to 33.8m), whereas the number of prepaid users decreased by 25.9% (to 18.4m). At the end of September, there were 135.8 subscribers and users per 100 inhabitants, as compared with 146.3 subscribers and users per 100 inhabitants a year ago and 142.5 – at the end of December 2016.

Parkiet  
27 October 2017

## Orange and Netia are not fighting for customers with prices

by Urszula Zielińska

According to Jean-François Fallacher, CEO of Orange Polska, the Group's EBITDA profit would have been higher than a year ago, had it not been for the "roam like at home" regulation. Due to cheap roaming the telecom lost PLN 73m in Q3 2017, that is more than estimated earlier by the management (ca. PLN 50m). Following in the steps of other market players, Orange has applied to the Office for Electronic Communication (UKE) for consent to collect roaming surcharges.

The telecom managed to compensate losses on roaming to some extent thanks to the reduction of the scale of discounts and promotions, levelling up prices for broadband access and the sale of more expensive smartphones combined with a lack of subsidies.

Netia adopted a similar strategy. The company does not discount offers on the B2C market, however competition on the B2B market is more difficult. Therefore, Netia is working on creating non-typical services which would not be comparable to its competitors' offers in terms of prices.

Both Orange and Netia are upgrading their Internet access networks. Within a year, Orange has doubled the number of FTTH subscribers to 176 thousand and the telecom's network covers 2.2m houses at the moment. Netia's CEO, Katarzyna Iwuć, admitted that the company's investment plan will be executed over a time period

# Press review



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exceeding three years. Netia's fast Internet access network currently covers 215 thousand houses, and this figure should grow to 300 thousand at the end of the year, out of the total of 1.5m houses included in the plan.

After 9 months of this year, Netia generated 1.08bn of revenues (-6.1% YoY) and PLN 41.5m of net profit (+37%). Orange Polska generated 8.47bn of revenues (-1%) and PLN 138m of net profit (-9.2%).

Press release  
25 October 2017

## LTE Internet of Plus and Cyfrowy Polsat accelerates to nearly 500 Mb/s

Cyfrowy Polsat Group has successfully implemented innovative technological solutions thanks to which our mobile Internet is even faster and more stable, and the network has a bigger capacity! Białystok is the first Polish city the citizens of which can take advantage of the latest state-of-the-art technologies. It is the place where the first aggregation of bands in three frequencies: 1800 MHz, 2100 MHz and 2600 MHz, of the total bandwidth of 50 MHz, was performed. Furthermore, 256 QAM modulation was launched, which allows for faster data transfer by as much as 33%, and on top of that MIMO 4x4 was implemented in the 2600 MHz band, thanks to which the speed of Internet access in this band has doubled. From now on, the maximum speed of data download in LTE Plus Advanced network is 498 Mb/s.

[Read more>>](#)

# Cyfrowy Polsat shares



Date	Maximum price (PLN)	Minium price (PLN)	Closing price (PLN)	Change (%)	Turnover (mPLN)
2017-10-23	24.82	24.35	24.39	-0.12%	11.31
2017-10-24	24.65	24.30	24.31	-0.33%	9.95
2017-10-25	24.69	24.40	24.50	0.78%	9.48
2017-10-26	25.42	24.51	25.42	3.76%	12.62
2017-10-27	25.99	25.32	25.96	2.12%	11.80



# 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