



Cyfrowy Polsat IR Newsletter

20 – 26 August 2018



Telko.in
August 21 , 2018

Generations (Pokolenia) to push sales in Play up

By Marek Jaślan

Play has introduced bonuses for customers who will be joining its offering as purchasing groups, consisting of 5 to 10 members. At present some 70% of the operator's sales is generated by family and duo offers.

Depending on the option (S, M, or L), the cost of the new group purchasing offering called "Pokolenia" (Generations) is PLN 20, PLN 30 or PLN 35. The offering includes unlimited voice calls, SMSs/MMSs and Internet access in a smartphone with access to multimedia.

Just to provide a comparison, L-size package costs PLN 60 for an individual customer, PLN 45 in the duo option, and PLN 40 in the "Family" option.

Gazeta Wyborcza
August 23, 2018

Champions League to be shown by Polsat but also by TVP

by Dariusz Wołoski

Polsat bought the rights to broadcasting the UEFA Champions League and Europa League matches during the three nearest seasons. The matches will be shown in the two new channels – Polsat Sport Premium 1 and Polsat Sport Premium 2 – which have been launched specifically for the needs of these two UEFA tournaments. The fees for access to these channels for the subscribers to DTH or satellite TV services will range from PLN 20 to PLN 40 monthly.

The contract with UEFA provides that one match during every round will be broadcasted via a free-to-air channel and Polsat sold the rights to this one match per round to TVP Polish state television.

Subscribers to NC+, which is the platform which has so far been broadcasting the Champions League matches, will be able to watch these matches at no additional charge till year end, while starting from the "round of 16" they will have to pay PLN 30 extra per month.

Customers who have Cyfrowy Polsat subscriptions will be able to buy access to the channels showing Champions League for nearly PLN 20 (in the case of the most expensive subscription package, costing PLN 120 per month, the new channels will be available for free). In addition the matches will be broadcasted by IPLA web TV, which is also a member of the capital group.

The price of access will be PLN 360 for the season, or PLN 40 for 7 days. Access to Champions League will be also offered to Netia's customers, for PLN 40 monthly and to Plus customers using PLN 70 voice subscriptions or PLN 90 Internet access subscriptions.

Champions League packages will be also sold by UPC cable TV for PLN 29.90 monthly in the case of 12-month contract, however the cheapest subscription offered by this operator costs nearly PLN 60.

Polsat Sport Premium channels will also be available via Orange TV platform.

Rpkom.pl
August 23, 2018

Cyfrowy Polsat Group's results in Q2 2018: Netia's acquisition is helping

by Urszula Zielińska

In Q2 2018 Cyfrowy Polsat Group posted PLN 2.6 billion of revenue, PLN 0.946 billion of EBITDA and PLN 231 million of net profit. It has been the second time when the group's results were prepared in accordance with the IFRS 15 accounting standard which has been in force since the beginning of this year, and the first time when the results included part of the quarterly figures of Netia Group (for one and a half months during which the results were consolidated).

Katarzyna Ostap-Tomann, Cyfrowy Polsat's Management Board Member who is responsible for finance, informed at the press conference that Cyfrowy Polsat intends to acquire Netia's shares owned by Karswell.

At present, by adding Netia's services to its offer, Cyfrowy Polsat is working on creating the best product possible.

"So far the Group has been offering fixed-line Internet access from Netia to its customers. In a while we intend to offer smartDom service to Netia's customers. In autumn the number of points of sale in which the joint offer will be available will grow to 300", said Tobias Solorz, Cyfrowy Polsat's CEO.

Money.pl
August 23, 2018

Orange now has 300 thousand customer of its FTTH Internet access. Data speed has been increased to 1Gbps

Orange Polska has informed that it has 300 thousand customers using FTTH access to the Internet with 3 million households within the coverage footprint of its fiber-optic network. The operator has added a new data transfer rate of up to 1 Gbps and Smart Wi-Fi to its offer. The new generation Wi-Fi solution tracks the users in their homes and automatically selects the best method of connecting to the network.

Press release
23 August 2018

Cyfrowy Polsat Group sums up its results for Q2 2018 | Half a million new contract services and a 20% growth of the number of multiplay customers. Strategic acquisitions and launch of sale of offers featuring access to UEFA Champions League

Cyfrowy Polsat Group closed Q2 with very good and stable results which are in line with its long-term strategy in both customer segments. The achieved, strong results exceed the average figures expected by stock exchange analysts. Acquisition of control over Netia in May paved way for the start of operational cooperation of the two companies, whereas strategic cooperation and purchase of a controlling stake in the Eleven Sports Network's Polish operation support consistent development of the Group's offer of premium sports programs. At the same time, sale of the offers which include the Polsat Sport Premium package, featuring UEFA Champions League and Europa League matches, has taken off and is offered as part of all Polsat Group services.

Major financial figures for Q2 2018:

- revenue: PLN 2.603 bn (growth by 7.5% yoy)
- EBITDA: PLN 946 mn (growth by 3.5% yoy)
- EBITDA margin: 36.4%
- Net profit: PLN 231.4 mn
- Free cash flow for the 12-month period: PLN 1.411 bn
- Total net debt/EBITDA LTM ratio: 2.91x

“Our Group continues consistent pursuit of a development strategy in the area of multiplay offers, which is best demonstrated by nearly 1.7 million multiplay customers who already use about 5 million services. At the same time our business has been effectively supported by strategic acquisitions”, says Tobias Solorz, the CEO of Cyfrowy Polsat S.A. and Polkomtel Sp. z o.o. “Acquisition of control over Netia has enabled the companies from our Group to quickly embark on operational cooperation in key areas. Most of all Netia’s high speed fixed-line Internet access has been added to our smartDOM loyalty scheme which continues to enjoy unwavering interest while Netia’s products will be soon added to the offers of further points of sale operated by our Group. Netia’s TV offer has in turn been extended to include new Polsat TV channels and the package featuring UEFA Champions League and UEFA Europa League matches, with both companies gaining additional communication attributes. Another matter which is also important is the acquisition of a majority stake in Eleven Sports Network, a company who has broad access to broadcasting rights for numerous attractive sports events and operates four very dynamically developing TV channels on the Polish market. A development which is also very important is the introduction, to Cyfrowy Polsat, Plus and iPLA, of the offers which include UEFA Champions League and UEFA Europa League matches, along with the start of broadcasts from these tournaments last Tuesday.”

[Read more >>](#)

Cyfrowy Polsat shares



Date	Maximum price (PLN)	Minium price (PLN)	Closing price (PLN)	Change (%)	Turnover (mPLN)
2018-08-20	22.28	21.92	22.26	1.18	8.60
2018-08-21	22.44	22.00	22.32	0.27	3.25
2018-08-22	22.28	22.00	22.18	-0.63	5.85
2018-08-23	22.72	21.74	22.58	1.80	11.53
2018-08-24	22.70	22.18	22.44	-0.62	14.35



Investor's calendar



10 – 11 September 2018	15th Emerging Europe Investment Conference - Pekao Investment Banking, Warsaw
25 October – 8 November 2018	Closed period prior to the publication of Q3 2018 results
8 November 2018	Quarterly report for Q3 2018
12 – 13 November 2018	Goldman Sachs Tenth Annual CEEMEA One-on-One Conference, London
27 – 28 November 2018	UBS, Global Emerging Markets One-on-One Conference, New York
4 – 5 December 2018	WOOD's Winter Wonderland – EME Conference in Prague