

FINANCIAL RESULTS Q₃ 2020

WIRTUALNA POLSKA HOLDING SA



SUMMARY Q3ytd 2020



mPLN	Q3ytd 2020	Q3 ytd 2019	YoY	YoY %
Total Group				
Total revenues	413.8	519.0	-105.2	-20%
Non-barter revenues	403.2	502.7	-99.5	-20%
Adjusted EBITDA IFRS16	137.2	150.2	-13.0	-9%
EBITDA IFRS16	128.4	145.1	-16.7	-12%
Net income	41.6	44.3	-2.6	-6%
Segment ONLINE				
Total revenues	396.1	504.8	-108.7	-22%
Non-barter revenues	385.5	488.5	-103.0	-21%
Adjusted EBITDA IFRS16	137.9	155.2	-17.3	-11%
Segment TV				
Total revenues	17.7	14.2	+3.5	+24%
Adjusted EBITDA	-0.8	-5.0	+4.2	+85%

Events:

- COVID-19 impact
- Refinancing of existing bank loan and extending of capex line

SUMMARY Q3 2020



mPLN	3Q 2020	3Q 2019	YoY	YoY %
Total Group				
Total revenues	153.0	183.5	-30.5	-17%
Non-barter revenues	149.0	177.5	-28.5	-16%
Adjusted EBITDA IFRS16	57.2	55.3	+1.9	+4%
EBITDA IFRS16	56.3	51.6	+4.7	+9%
Net income	26.6	21.4	+5.1	+24%
Segment ONLINE				
Total revenues	146.7	178.9	-32.2	-18%
Non-barter revenues	142.7	172.9	-30.2	-17%
Adjusted EBITDA IFRS16	57.2	57.2	-0.0	-0%
Segment TV				
Total revenues	6.3	4.6	+1.7	+37%
Adjusted EBITDA	0.0	-1.9	+2.0	+101%

Events:

- COVID-19 impact
- Refinancing of existing bank loan and extending of capex line

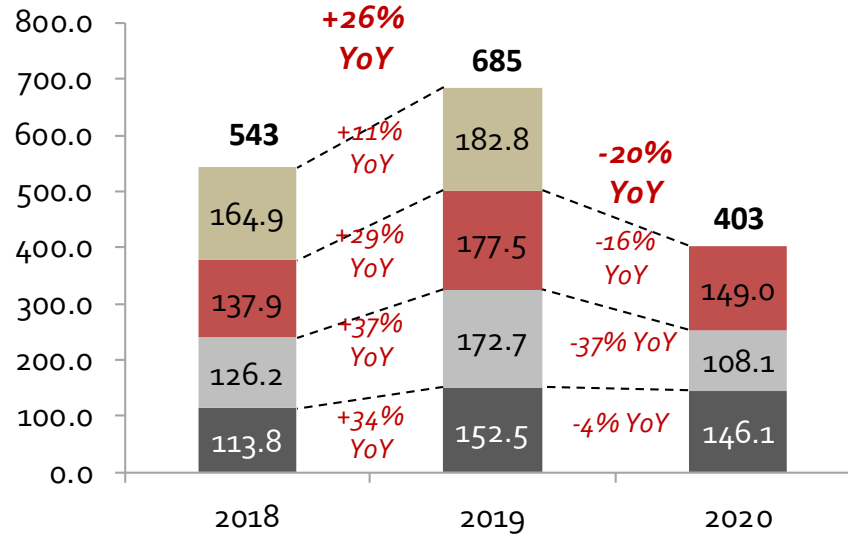


TV & Online: -9% y-o-y EBITDA decrease in Q3ytd 2020

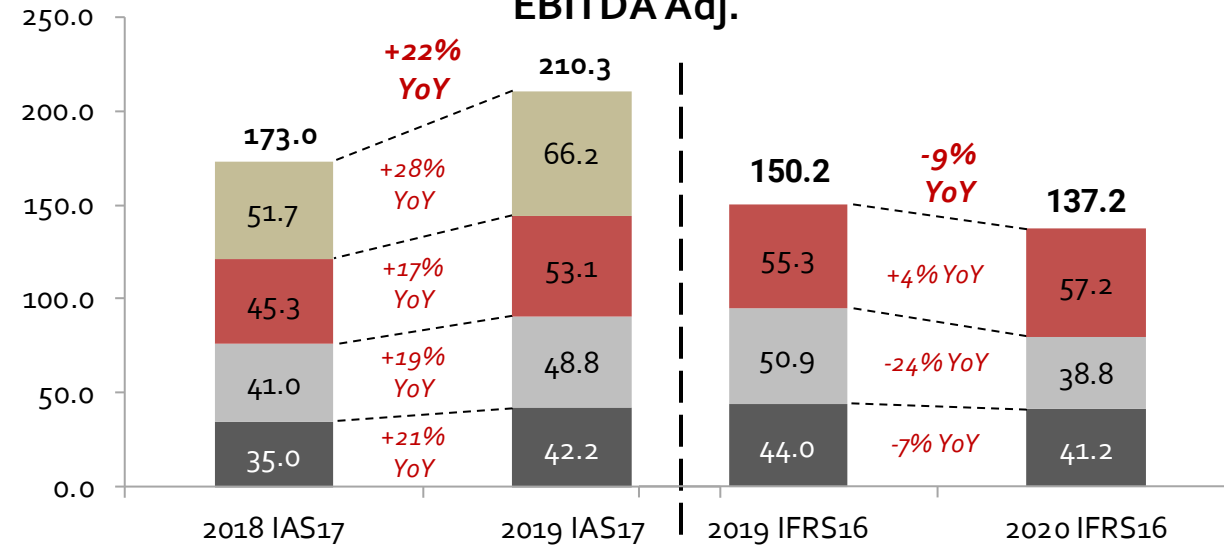
Quarterly Revenues & EBITDA, (PLN million)

Cash revenues

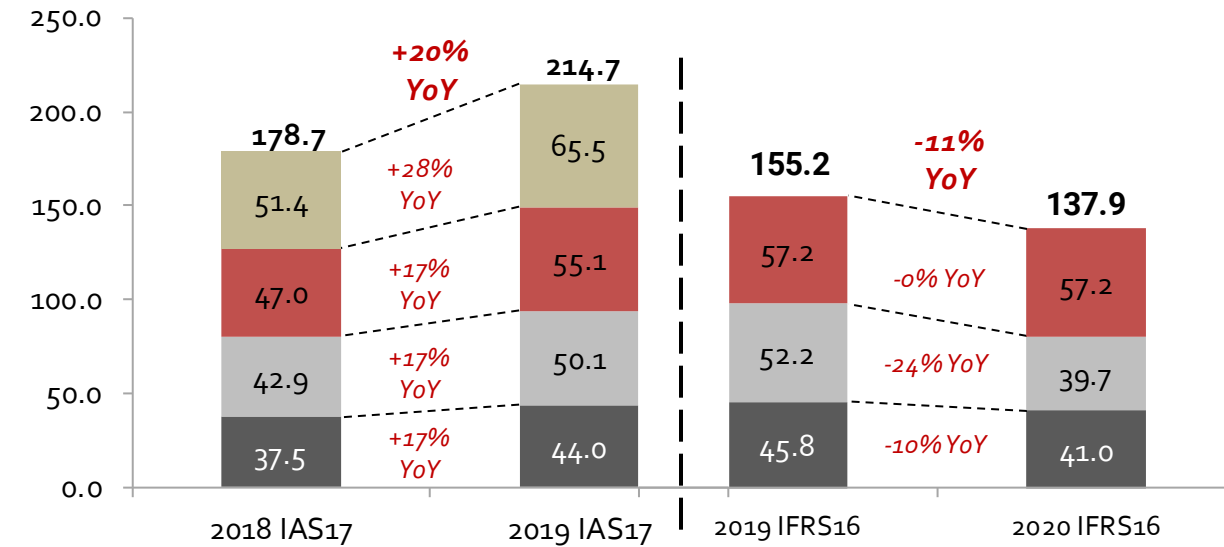
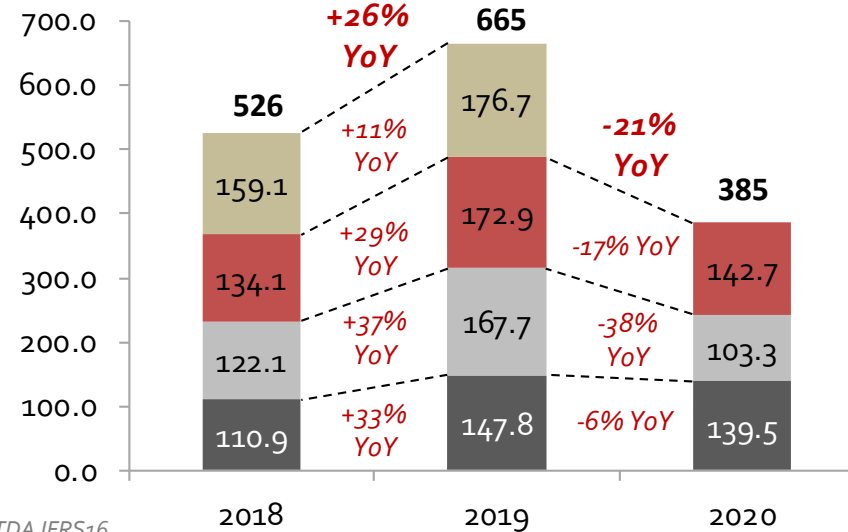
TV &
Online



EBITDA Adj.



Online

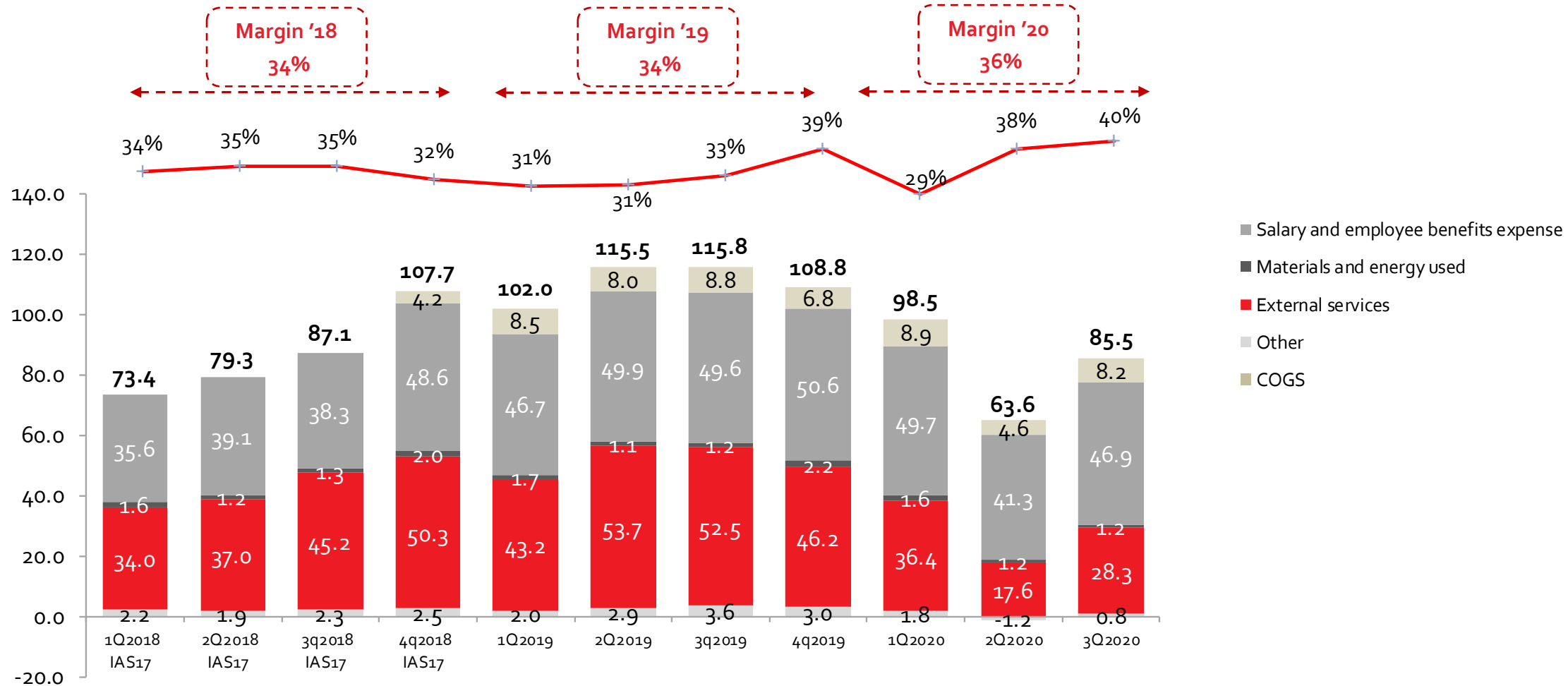


*Non-barter revenue; Adj. EBITDA IFRS16

■ 1Q ■ 2Q ■ 3Q ■ 4Q

Segment Online – operating costs

Quarterly operating costs of the ONLINE Segment (PLN million)

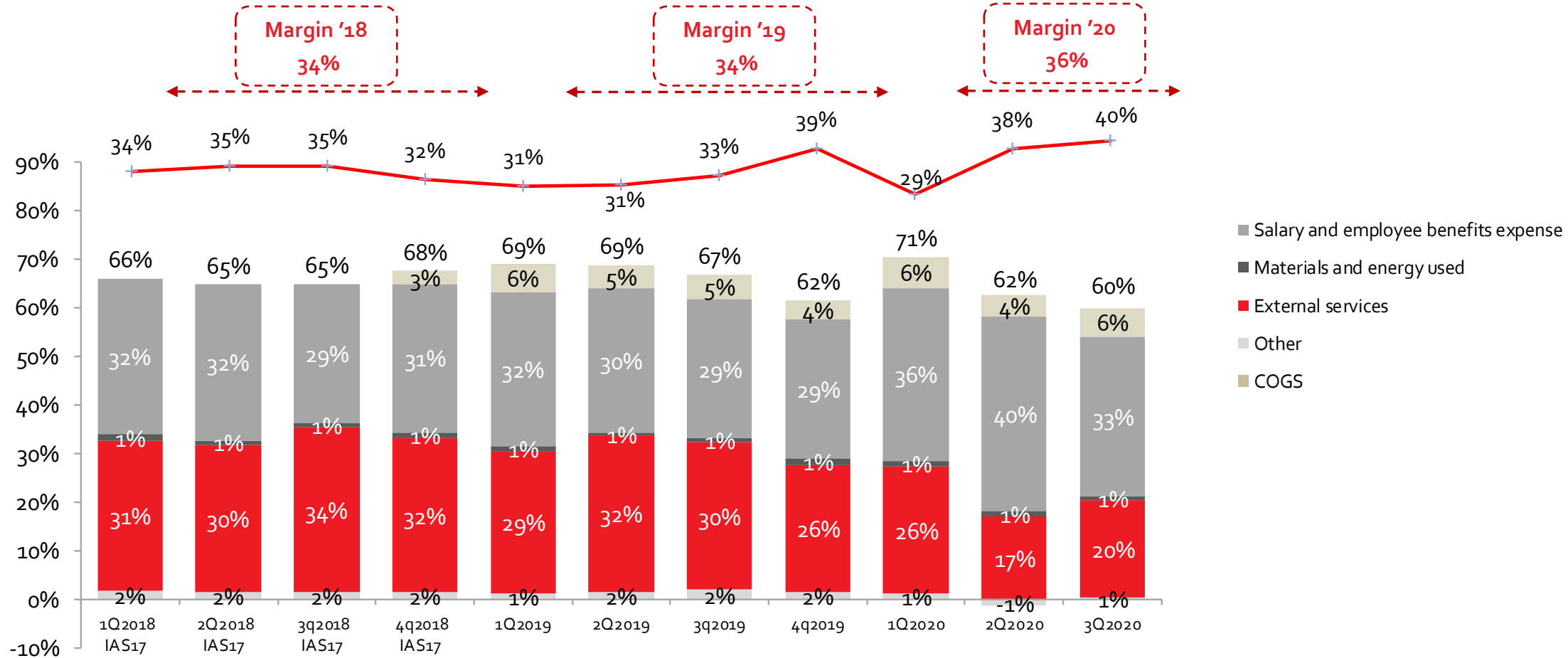


*Operating costs included in Adjusted EBITDA IAS17 (excluding barbers, amortisation one-offs); Other including state aid „Tarcza antykryzysowa” 2018 IAS17; 2019-2020 IFRS 16



Segment Online – operating costs

Quarterly operating costs of the ONLINE Segment as % of Online Revenues

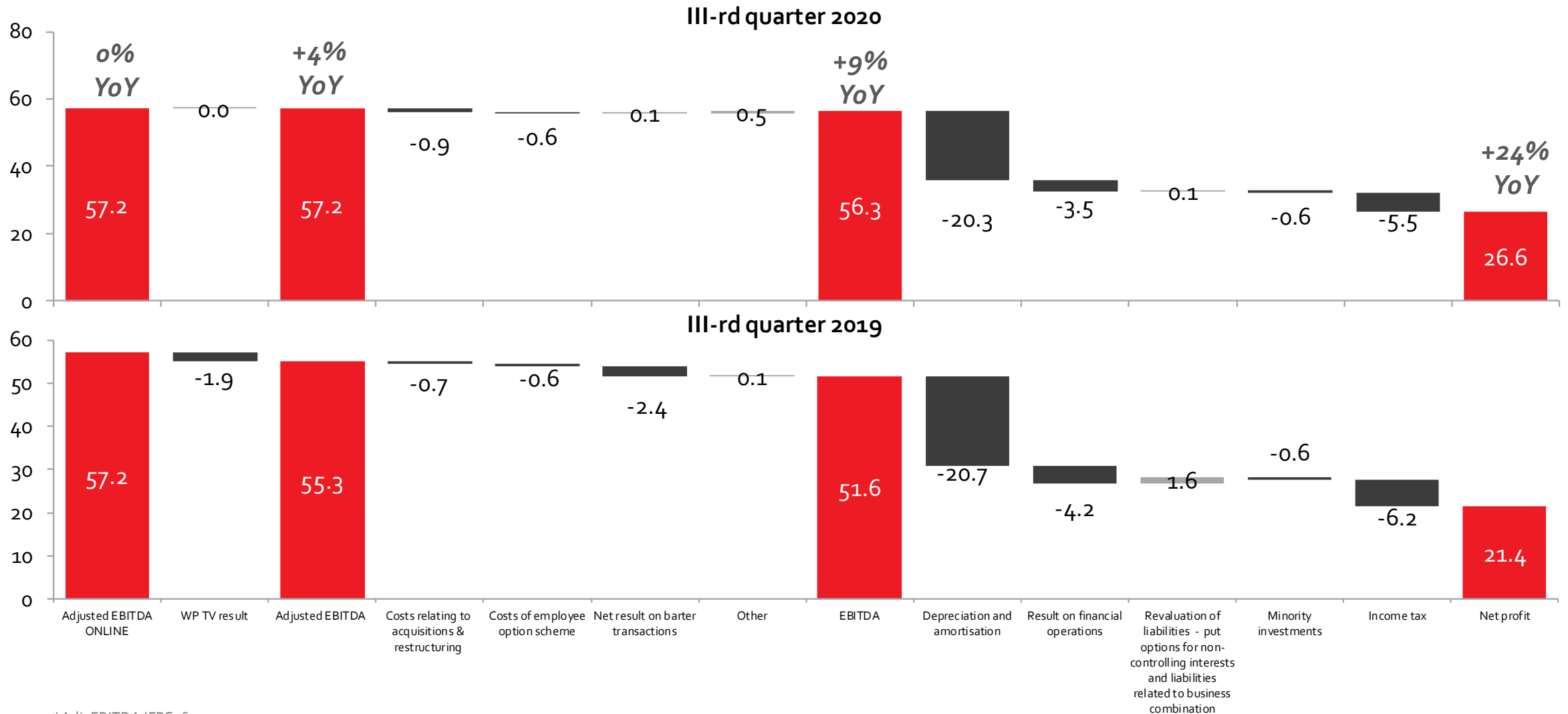


*Operating costs included in Adjusted EBITDA IAS17 (excluding barbers, amortisation one-offs)
2018 IAS17; 2019-2020 IFRS 16



Total Group: key profitability levels

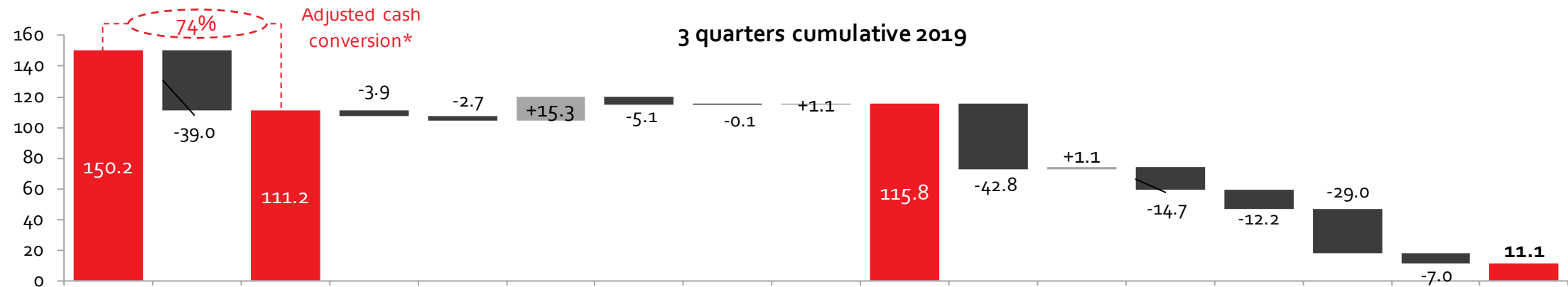
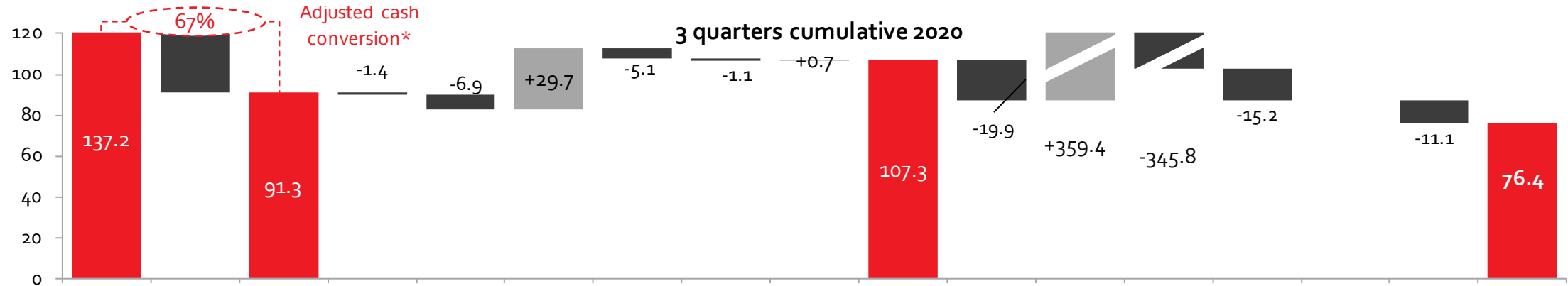
Adjusted EBITDA to Net Profit Bridge, (PLN million)



*Adj. EBITDA IFRS16

Adjusted cash conversion ratio – 67%

Adjusted EBITDA and cash flows, (PLN million), YTD



Adjusted EBITDA Capital expenditures Adjusted cash conversion* Net payment for non-CY CAPEX Acquisitions & restructuring Change in working capital Net CIT paid Net payment for programming rights** Other Net operating cash flow after CAPEX Acquisitions & investments Inflows from financial activity Net repayment of financial indebtedness Net financial expenses paid Dividend Lease payments (incl. right to use of the buildings) Net cash flow

* Adjusted cash conversion: Adjusted EBITDA IFRS16 minus capital expenditures; (payment for CAPEX regarding non-current period presented in a separate line)
 ** Payment for programming rights decreased by amortisation of programming rights (included in EBITDA calc.); Dividend: including subsidiaries' minority shareholders dividend

Decreasing leverage ratio

Balance sheet and financial leverage ratios



Balance sheet mPLN	31 December 2017	31 December 2018	31 December 2019	31 March 2020	30 June 2020	30 September 2020
Non-current assets	752.2	858.0	910.4	914.8	917.2	909.6
including Deferred tax assets	24.9	15.2	0.6	0.7	1.6	1.7
Working Capital*	7.1	5.2	26.3	10.8	-2.3	9.1
Receivables	115.0	138.7	160.7	143.5	114.5	129.1
Liabilities and operational reserves	-107.9	-133.6	-134.5	-132.7	-116.7	-120.0
Net debt	-170.4	-302.5	-275.8	-249.4	-236.1	-206.1
Cash and cash equivalents	46.4	66.7	73.9	100.0	121.4	151.3
Bank loans	-213.9	-365.7	-346.8	-346.7	-355.1	-355.2
Leases (incl. Building leases)	-3.0	-3.5	-2.9	-2.7	-2.5	-2.3
Other provisions and liabilities	-168.6	-93.0	-148.0	-154.7	-148.1	-153.9
Contingent and other M&A liabilities (including put options liability)	-146.1	-64.7	-56.3	-54.6	-37.6	-41.8
Building leases***	0.0	0.0	-58.6	-66.5	-74.4	-71.6
Broadcasting license	-11.6	-10.5	-9.4	-8.2	-8.2	-8.2
Deferred tax liabilities	-10.9	-17.7	-23.7	-25.4	-27.9	-32.4
Equity	419.9	467.8	513.1	521.7	530.7	558.6
Leverage ratio x	31 December 2017	31 December 2018	31 December 2019	31 March 2020	30 June 2020	30 September 2020
Adjusted EBITDA LTM IAS17	138.4	173.0	210.3	-	-	-
Adj. Financial leverage ratio (Net debt + contingent l./ Adj. Ebitda LTM)	2.3	2.1	1.6	-	-	-
Adjusted EBITDA LTM IFRS16	-	-	218.9	216.1	204.0	205.9
Adj. Financial leverage ratio (Net debt + contingent l.+ building leases/ Adj. Ebitda LTM)	-	-	1.8	1.7	1.7	1.6
Net deferred tax asset / liability**	14.0	-2.6	-23.1	-24.7	-26.3	-30.7
DTA	80.8	68.0	60.4	51.7	45.5	39.4
DTL	-66.8	-70.6	-83.5	-76.4	-71.8	-70.1

* IFRS 15 implementation – due to First-time adoption of IFRS 15 receivables and liabilities figures for 2017 were changed; Net working capital remained unchanged

* Liabilities and operational reserves adjusted: short-term part of net debt, short-term part of Mux license, short-term part of put option liability, dividend liability, short-term part of TV Content is presented in non-current assets line

* Short term programming assets presented in non-current assets

** Deferred Tax Asset and Deferred Tax Liability = before offsetting

*** Long-term leases recognition due to IFRS16 implementation; At the end of 2019 asset and liability were revaluated due to new long-term tenancy agreement (new premises)

SUMMARY Q3ytd 2020

Revenue

414mPLN

-20% YoY / -105m

EBITDA Adj.

137mPLN

-9% YoY / -13m

Net Income

42mPLN

-6% YoY / -3m



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