

FINANCIAL RESULTS

FY 2020

WIRTUALNA POLSKA HOLDING SA



SUMMARY FY 2020



mPLN	FY 2020	FY 2019	YoY	YoY %
Total Group				
Total revenues	632.3	708.7	-76.4	-11%
Non-barter revenues	616.0	685.5	-69.5	-10%
Non-barter revenues w/o SA24*	593.8	685.5	-91.7	-13%
Adjusted EBITDA IFRS16	216.9	218.9	-2.0	-1%
% Adj. EBITDA margin	35%	32%	+3.3pp	
% Adj. EBITDA margin w/o SA24*	37%	32%	+4.6pp	
EBITDA IFRS16	202.6	209.2	-6.7	-3%
Net income	81.7	71.1	+10.6	+15%
Segment ONLINE				
Total revenues	605.7	688.4	-82.6	-12%
Non-barter revenues	589.5	665.2	-75.7	-11%
Adjusted EBITDA IFRS16	215.0	223.3	-8.2	-4%
Segment TV				
Total revenues	26.6	20.3	+6.2	+31%
Adjusted EBITDA	1.9	-4.3	+6.2	+143%

* excluding change in SA24 revenue recognition in Q4'20 (margin dilution effect)

Events:

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

SUMMARY Q4 2020



mPLN	4Q 2020	4Q 2019	YoY	YoY %
Total Group				
Total revenues	218.5	189.7	+28.8	+15%
Non-barter revenues	212.9	182.8	+30.1	+16%
Non-barter revenues w/o SA24*	190.6	182.8	+7.8	+4%
Adjusted EBITDA IFRS16	79.8	68.7	+11.0	+16%
% Adj. EBITDA margin	37%	38%	-0.1pp	
% Adj. EBITDA margin w/o SA24*	42%	38%	+4.2pp	
EBITDA IFRS16	74.1	64.1	+10.1	+16%
Net income	40.1	26.9	+13.2	+49%
Segment ONLINE				
Total revenues	209.6	183.6	+26.0	+14%
Non-barter revenues	204.0	176.7	+27.3	+15%
Adjusted EBITDA IFRS16	77.1	68.1	+9.1	+13%
Segment TV				
Total revenues	8.9	6.1	+2.8	+45%
Adjusted EBITDA	2.6	0.7	+2.0	+295%

* excluding change in SA24 revenue recognition in Q4'20 (margin dilution effect)

Events:

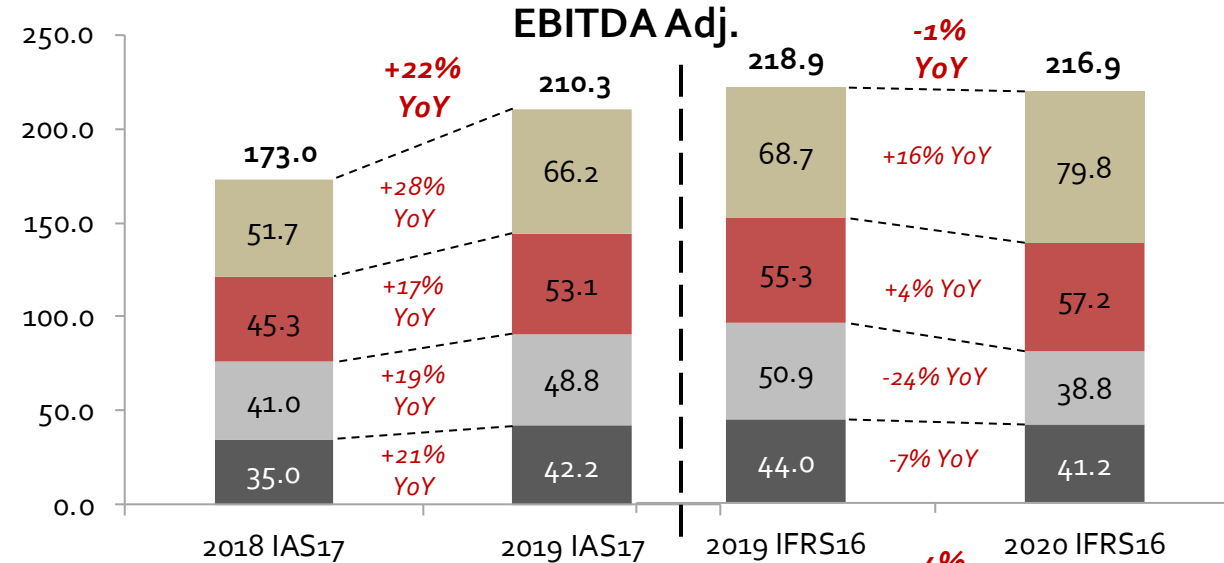
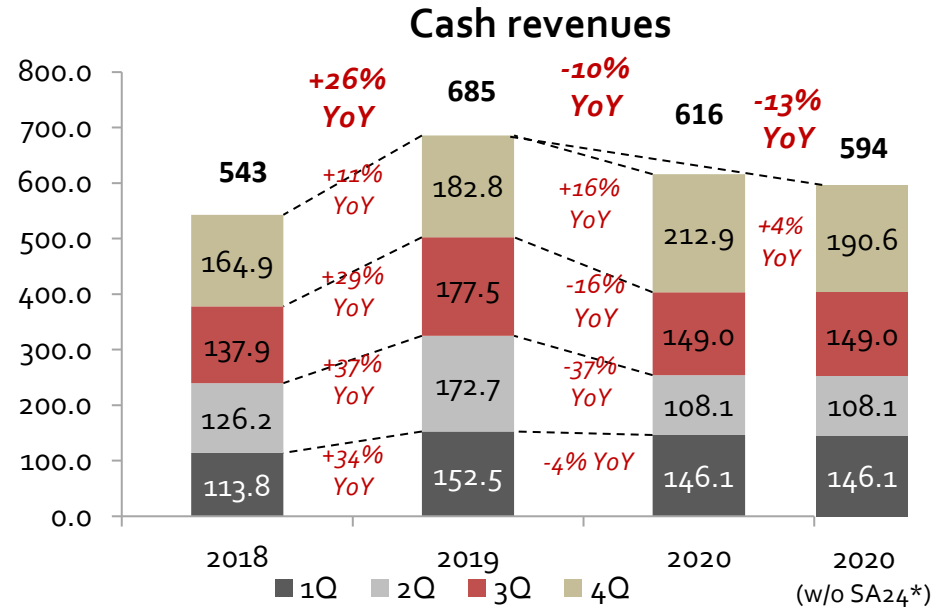
- COVID-19 impact
- Refinancing of existing bank loan and extending of capex line



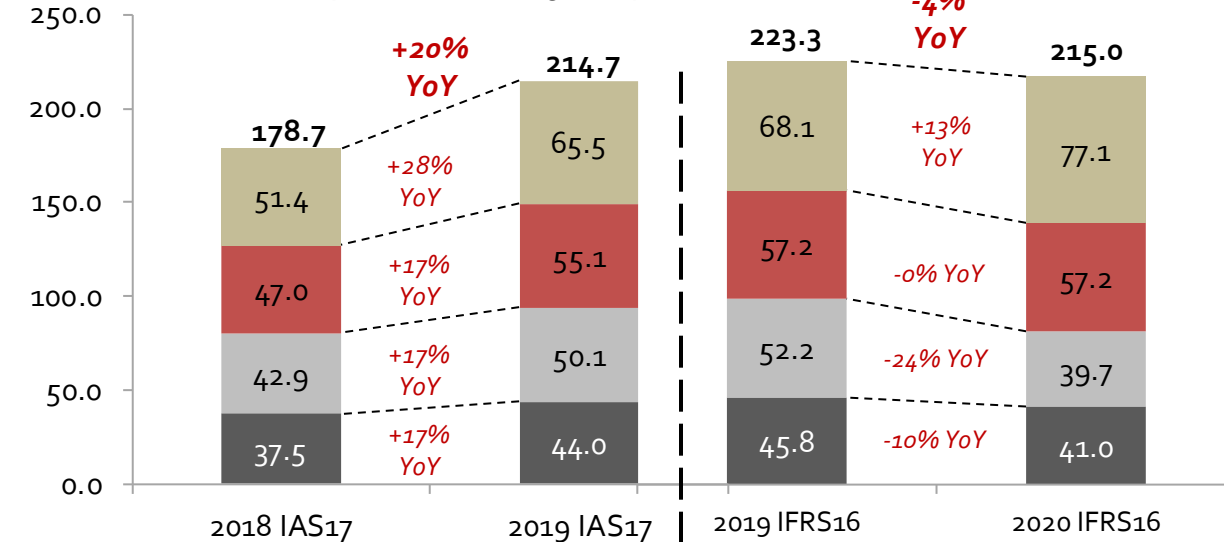
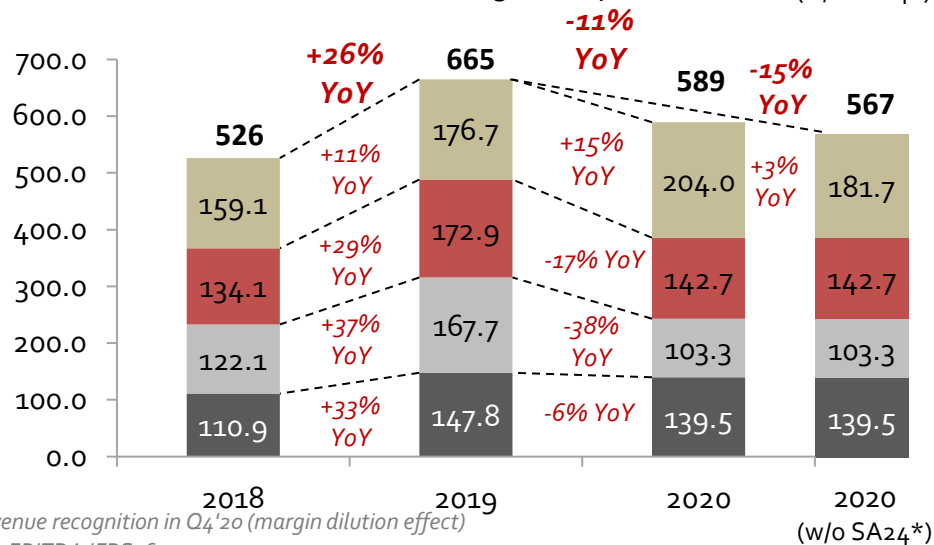
TV & Online: -1% y-o-y EBITDA decrease in FY 2020

Quarterly Revenues & EBITDA, (PLN million)

TV & Online



Online

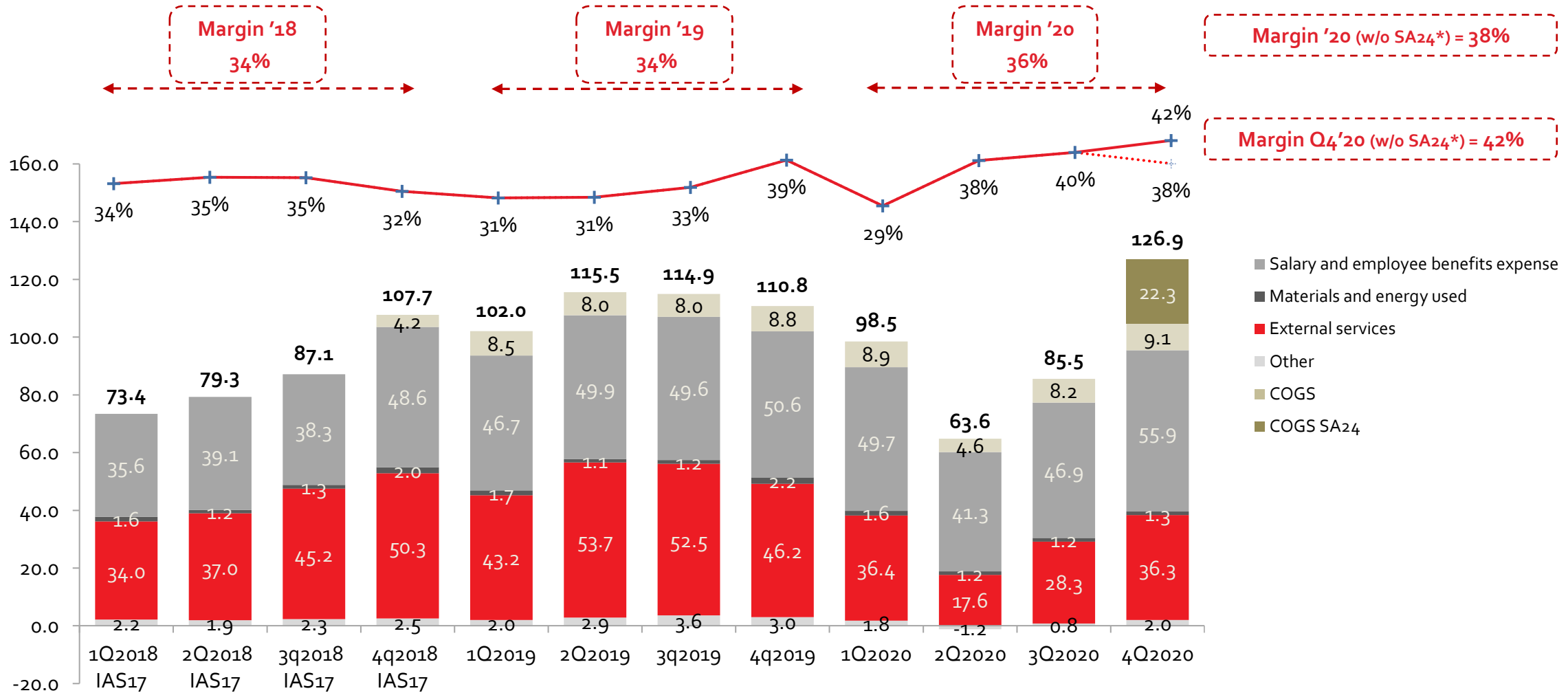


*Excl. change in SA24 revenue recognition in Q4'20 (margin dilution effect)
Non-barter revenue; Adj. EBITDA IFRS16



Segment Online – operating costs

Quarterly operating costs of the ONLINE Segment (PLN million)



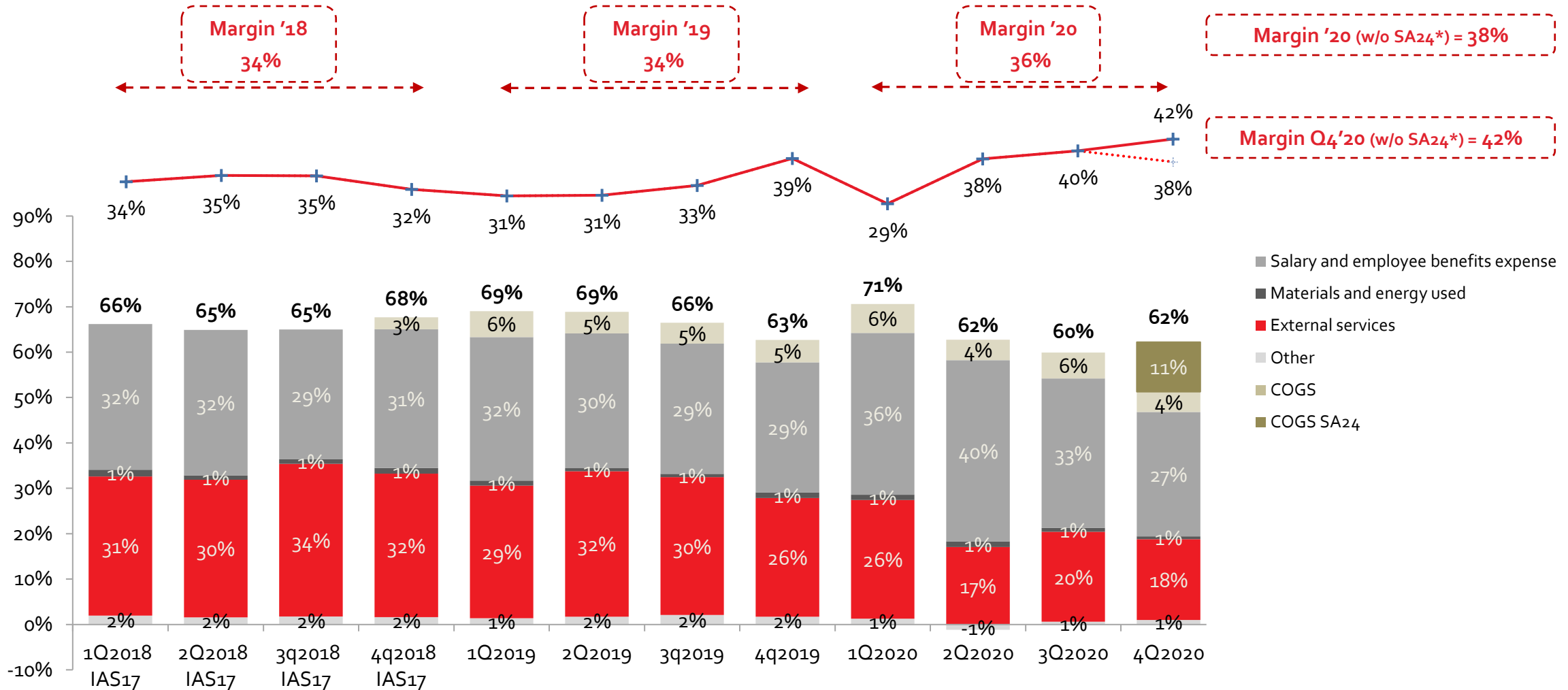
*Excl. change in SA24 revenue recognition in Q4'20 (margin dilution effect)

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



Segment Online – operating costs

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

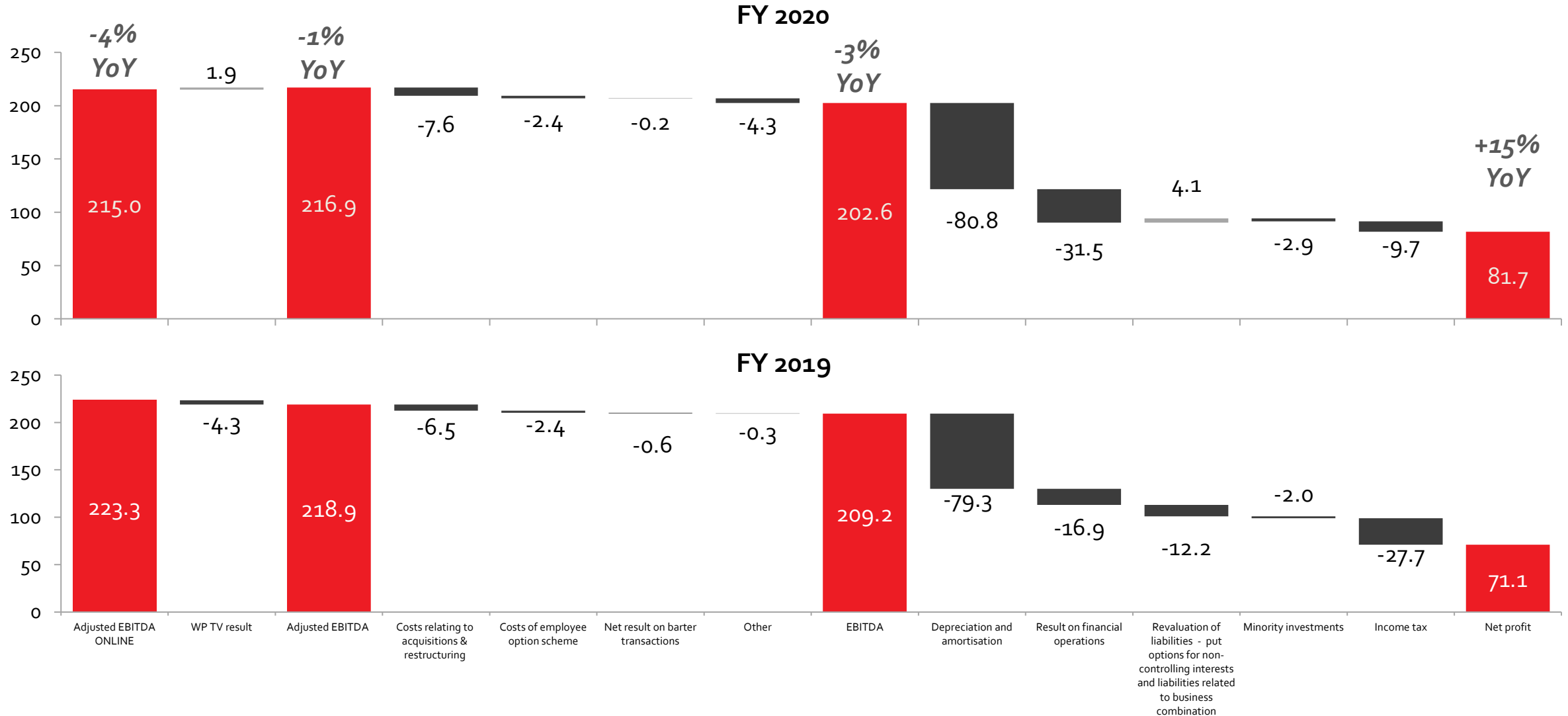


*Excl. change in SA24 revenue recognition in Q4'20 (margin dilution effect)

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

Total Group: key profitability levels

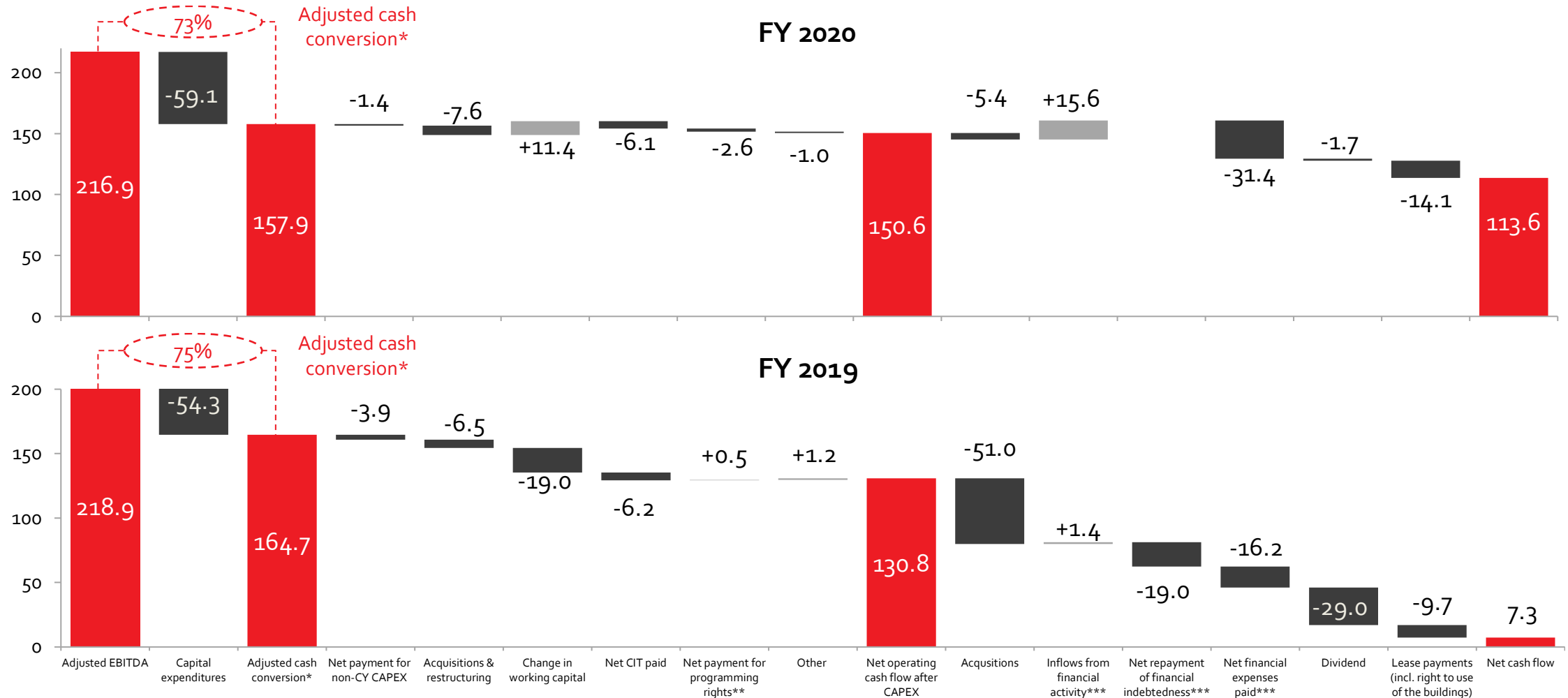
Adjusted EBITDA to Net Profit Bridge, (PLN million)



Adj. EBITDA IFRS16

Adjusted cash conversion ratio – 73%

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



* 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

*** The Group reclassified the purchase price of 10% shares from minority shareholders in Nocowanie (in line with IFRS requirements) from investing to financing activities, hence 13m PLN of acquisition value

*** In 4th quarter The Group changed its approach to refinancing transaction, which took place in 2nd quarter and presented the net impact of it on cash flow

Decreasing leverage ratio

Balance sheet and financial leverage ratios



Balance sheet mPLN	31 December 2019	31 March 2020	30 June 2020	30 September 2020	31 December 2020
Non-current assets	910.4	914.8	917.2	909.6	887.9
including Deferred tax assets	0.6	0.7	1.6	1.7	2.6
Working Capital*	26.3	10.8	-2.3	9.1	25.7
Receivables	160.7	143.5	114.5	129.1	167.7
Liabilities and operational reserves	-134.5	-132.7	-116.7	-120.0	-142.1
Net debt	-275.8	-249.4	-236.1	-206.1	-169.1
Cash and cash equivalents	73.9	100.0	121.4	151.3	188.3
Bank loans	-346.8	-346.7	-355.1	-355.2	-355.4
Leases (incl. Building leases)	-2.9	-2.7	-2.5	-2.3	-2.0
Other provisions and liabilities	-148.0	-154.7	-148.1	-153.9	-146.8
Contingent and other M&A liabilities (including put options liability)	-56.3	-54.6	-37.6	-41.8	-35.9
Building leases***	-58.6	-66.5	-74.4	-71.6	-71.4
Broadcasting license	-9.4	-8.2	-8.2	-8.2	-8.0
Deferred tax liabilities	-23.7	-25.4	-27.9	-32.4	-31.5
Equity	513.1	521.7	530.7	558.6	597.7
Leverage ratio x	31 December 2019	31 March 2020	30 June 2020	30 September 2020	31 December 2020
Adjusted EBITDA LTM IFRS16	218.9	216.1	204.0	205.9	216.9
Adj. Financial leverage ratio (Net debt + contingent l. + building leases/ Adj. Ebitda LTM)	1.8	1.7	1.7	1.6	1.3
Net deferred tax asset / liability**	-23.1	-24.7	-26.3	-30.7	-28.9
DTA	60.4	51.7	45.5	39.4	39.3
DTL	-83.5	-76.4	-71.8	-70.1	-68.2

* 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

SUMMARY FY 2020

Revenue

632mPLN

-11% YoY / -76m

-14% YoY / -100m*

EBITDA Adj.

217mPLN

-1% YoY / -2m

Net Income

82mPLN

+15% YoY / +11m



Total revenue; EBITDA Adj. IFRS 16

**Excl. change in SA24 revenue recognition in Q4'20 (margin dilution effect)*

DISCLAIMER

This Presentation has been prepared by Wirtualna Polska Holding S.A. with its registered office in Warsaw (the “Company”) in connection with the publication of financial results.

Matters discussed in this Presentation may constitute forward-looking statements. Forward-looking statements are those other than statements of historical facts. Statements which include the words “expects”, “intends”, “plans”, “believes”, “projects”, “anticipates”, “will”, “targets”, “aims”, “may”, “would”, “could”, “continue” and similar statements of a future or forward-looking nature indicate such forward-looking statements. Forward-looking statements include statements regarding financial performance, business strategy, plans and objectives of the Company for future operations (including development plans relating to the Company). All forward-looking statements included in this Presentation address matters that involve known and unknown risks, uncertainties and other factors which could cause the Company's actual results, performance or achievements to differ materially from those indicated in these forward-looking statements and from past results, performance or achievements of the Company. Such forward-looking statements are based upon various assumptions of future events, including numerous assumptions regarding the Company's present and future business strategies and future operating environment. Although the Company believes that these estimates and assumptions are reasonable, they may prove to be incorrect. The Company and its respective agents, employees or advisors do not intend to, and expressly disclaim any duty, undertaking or obligation to make or disseminate any supplement, amendment, update or revision to any of the information, opinions or forward-looking statements contained in this Presentation to reflect any change in events, conditions or circumstances.

This Presentation contains certain statistical and market information. Such market information has been sourced from and/or calculated based on data provided by third-party sources identified in this Presentation or by the Company, if not attributed exclusively to third-party sources. Because such market information has been prepared in part based upon estimates, assessments, adjustments and judgments which are based on the Company's or third-party sources' experience and familiarity with the sector in which the Company operates and has not been verified by an independent third party, such market information is to a certain degree subjective. While it is believed that such estimates, assessments, adjustments and judgments are reasonable and that the market information prepared appropriately reflects the sector and the market in which the Company operates, there is no assurance that such estimates, assessments, adjustments and judgments are the most appropriate for making determinations relating to market information or that market information prepared by other sources will not differ materially from the market information included herein.

The information, opinions and forward-looking statements contained in this Presentation speak only as at the date of this Presentation, and are subject to change without notice. Company is under no obligation to update or keep current the information contained in this Presentation and makes no representation, express or implied, as to the accuracy or completeness of the information contained in this Presentation. To the extent permitted under the applicable provisions of law, neither the Company, nor any of its respective affiliates, advisors or representatives shall have any liability whatsoever (in negligence or otherwise) for any loss however arising from any use of this Presentation or its contents or otherwise arising in connection with this Presentation.

To the extent permitted under the applicable provisions of law, no representation, warranty or undertaking, expressed or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or the opinions contained herein.

This Presentation does not constitute or form part of, and should not be construed as, an offer, solicitation or invitation to subscribe for, underwrite or otherwise acquire, any securities of the Company or any member of its group (the “Group”), nor should it or any part of it form the basis of, or be relied on in connection with, any contract to purchase or subscribe for any securities of the Company or any member of its Group, nor shall it or any part of it form the basis of or be relied on in connection with any contract or commitment whatsoever. This Presentation does not constitute a recommendation regarding any securities of the Company or its Group.