

FINANCIAL RESULTS H1 2020

WIRTUALNA POLSKA HOLDING SA



SUMMARY H1 2020



mPLN	H1 2020	H1 2019	YoY	YoY %
Total Group				
Total revenues	260.8	335.5	-74.7	-22%
Non-barter revenues	254.2	325.2	-71.0	-22%
Adjusted EBITDA IFRS16	79.9	94.9	-15.0	-16%
EBITDA IFRS16	72.1	93.5	-21.5	-23%
Net income	15.1	22.8	-7.7	-34%
Segment ONLINE				
Total revenues	249.4	325.9	-76.4	-23%
Non-barter revenues	242.8	315.6	-72.8	-23%
Adjusted EBITDA IFRS16	80.7	98.0	-17.3	-18%
Segment TV				
Total revenues	11.4	9.6	+1.8	+18%
Adjusted EBITDA	-0.8	-3.1	+2.3	+74%

Events:

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

SUMMARY Q2 2020



mPLN	2Q 2020	2Q 2019	YoY	YoY %
Total Group				
Total revenues	111.0	178.5	-67.5	-38%
Non-barter revenues	108.1	172.7	-64.6	-37%
Adjusted EBITDA IFRS16	38.8	50.9	-12.1	-24%
EBITDA IFRS16	32.8	51.3	-18.5	-36%
Net income	7.8	8.5	-0.6	-7%
Segment ONLINE				
Total revenues	106.2	173.5	-67.3	-39%
Non-barter revenues	103.3	167.7	-64.4	-38%
Adjusted EBITDA IFRS16	39.7	52.2	-12.5	-24%
Segment TV				
Total revenues	4.8	5.0	-0.2	-4%
Adjusted EBITDA	-0.9	-1.3	+0.4	+27%

Events:

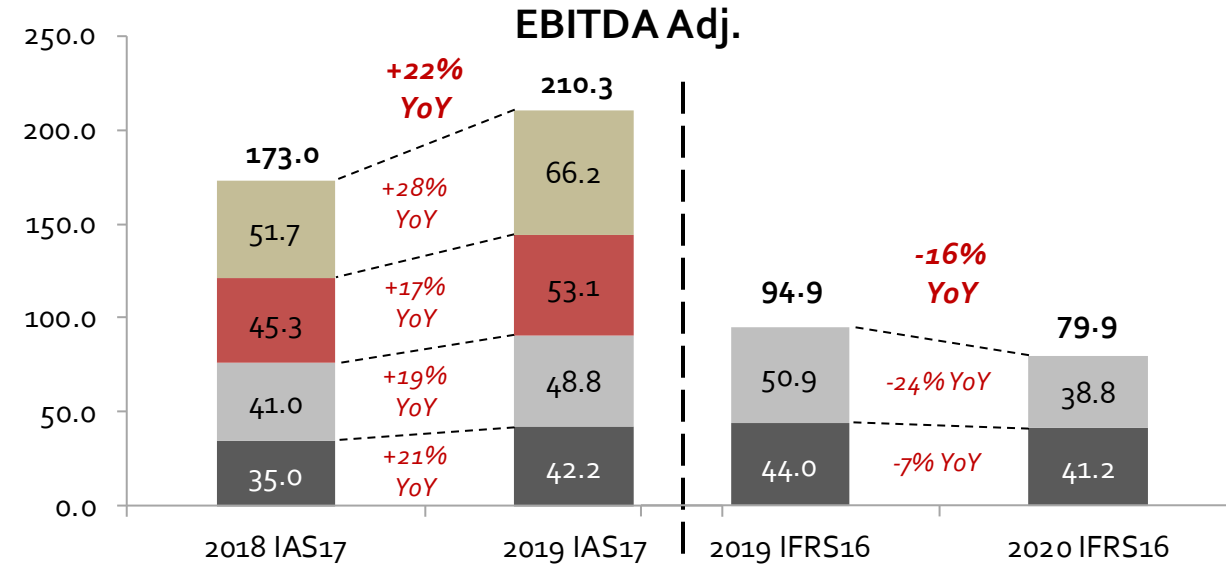
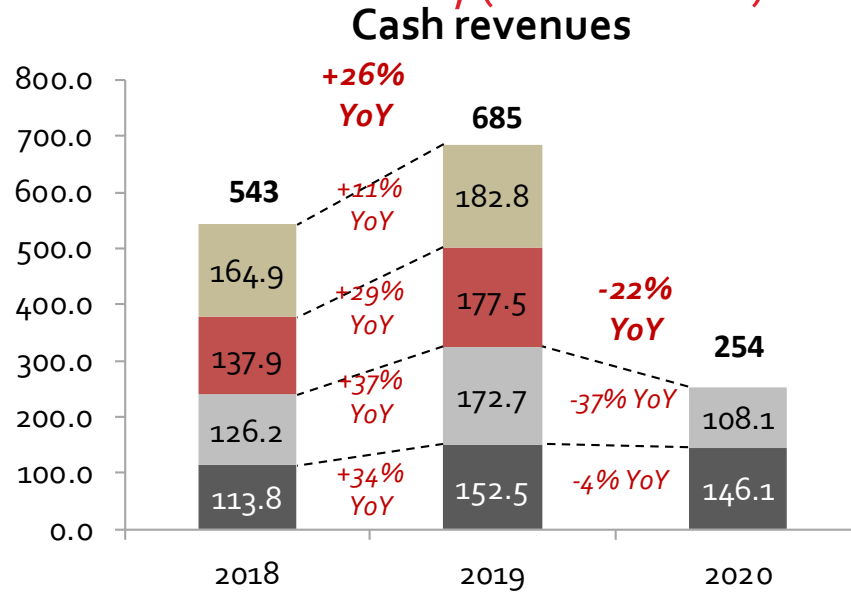
- COVID-19 impact
- Refinancing of existing bank loan and extending of capex line



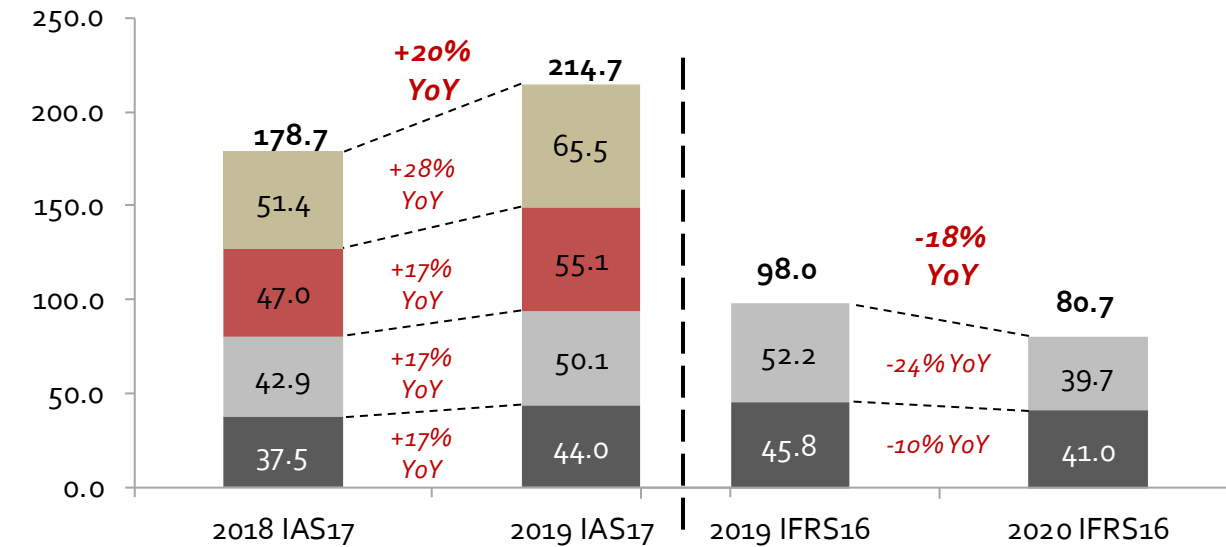
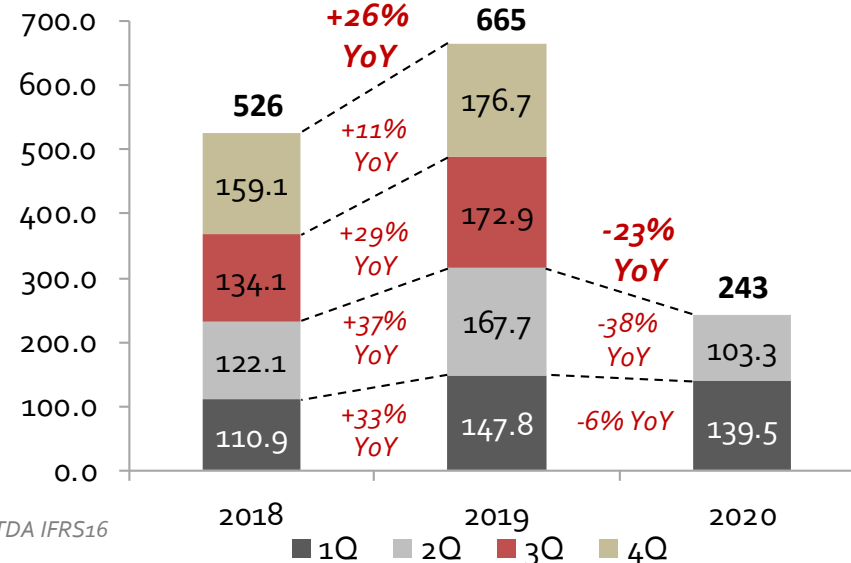
TV & Online: -16% y-o-y EBITDA decrease in H1 2020

Quarterly Revenues & EBITDA, (PLN million)

TV & Online



Online

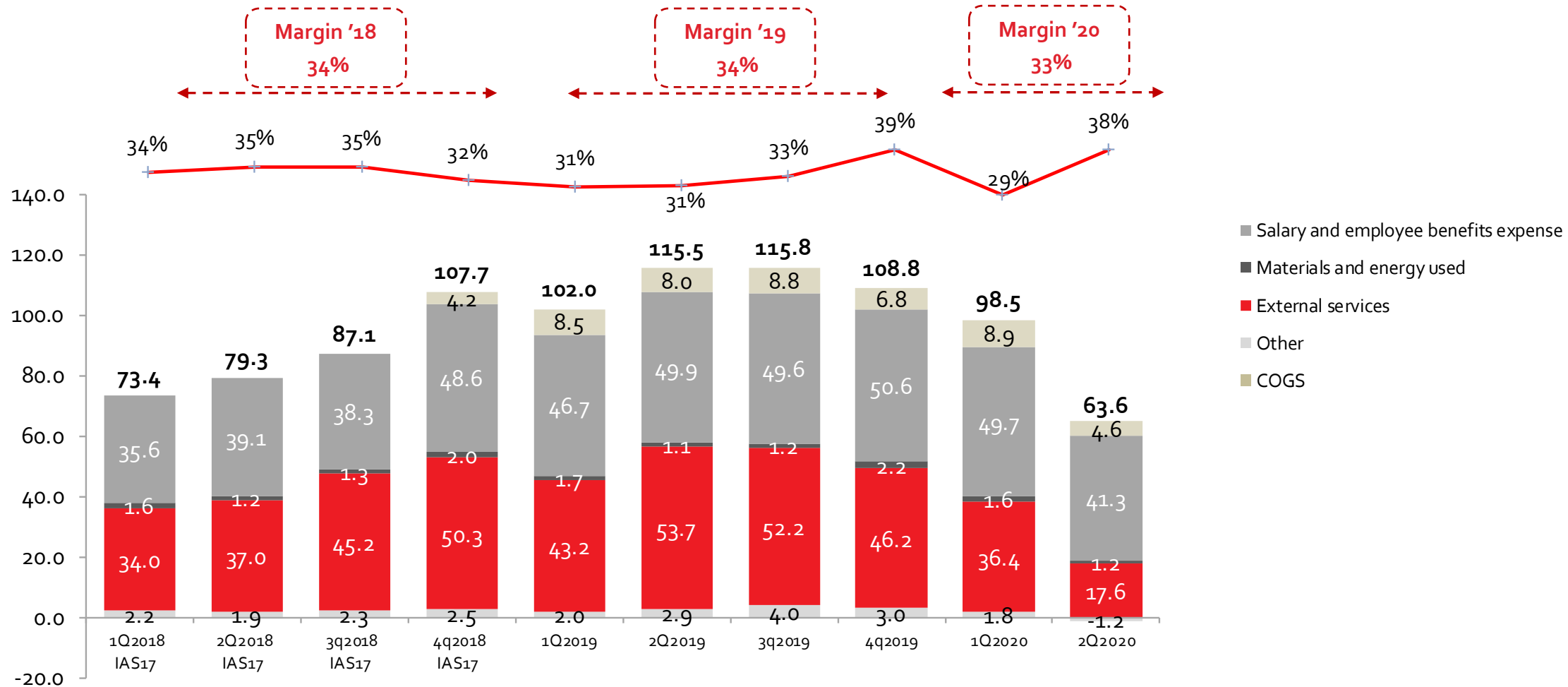


*Non-barter revenue; Adj. EBITDA IFRS16

■ 1Q ■ 2Q ■ 3Q ■ 4Q

Segment Online – operating costs

Quarterly operating costs of the ONLINE Segment (PLN million)

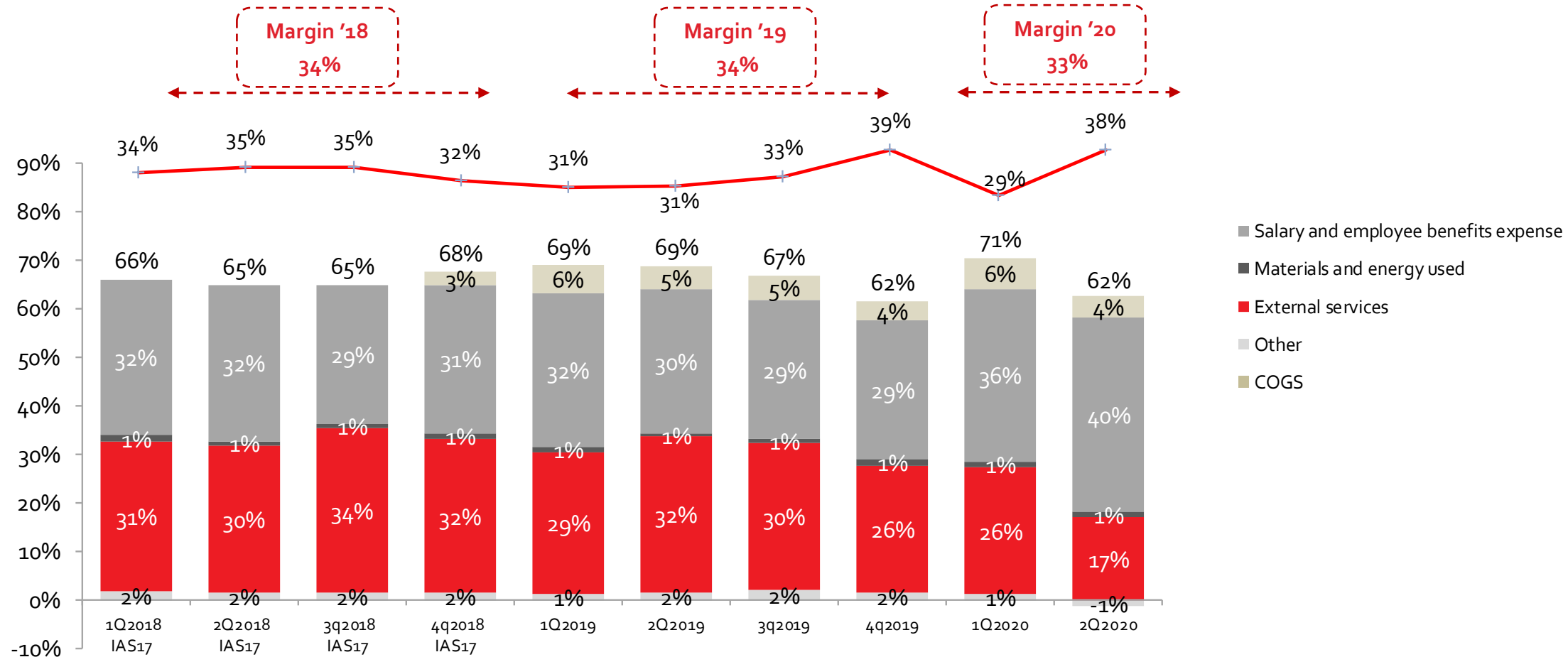


*Operating costs included in Adjusted EBITDA IAS17 (excluding barbers, amortisation one-offs); Other including state aid „Tarcza antykrzysowa” 2018 IAS17; 2019-2020 IFRS 16



Segment Online – operating costs

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

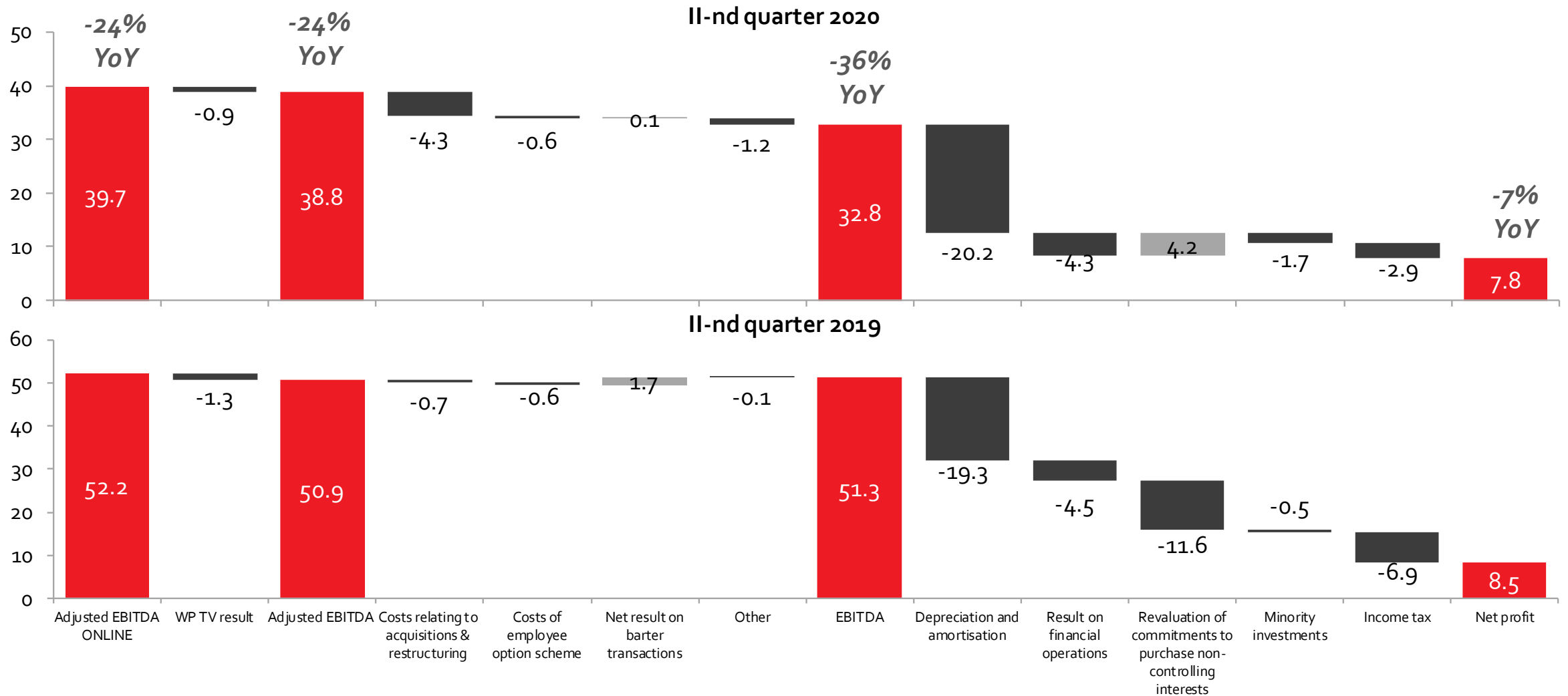


*Operating costs included in Adjusted EBITDA IAS17 (excluding barbers, amortisation one-offs)
2018 IAS17; 2019-2020 IFRS 16



Total Group: key profitability levels

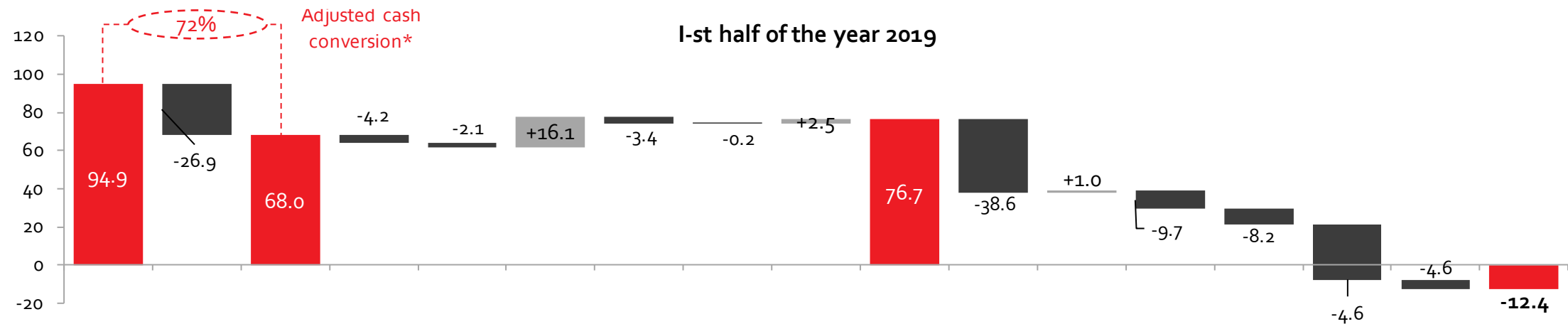
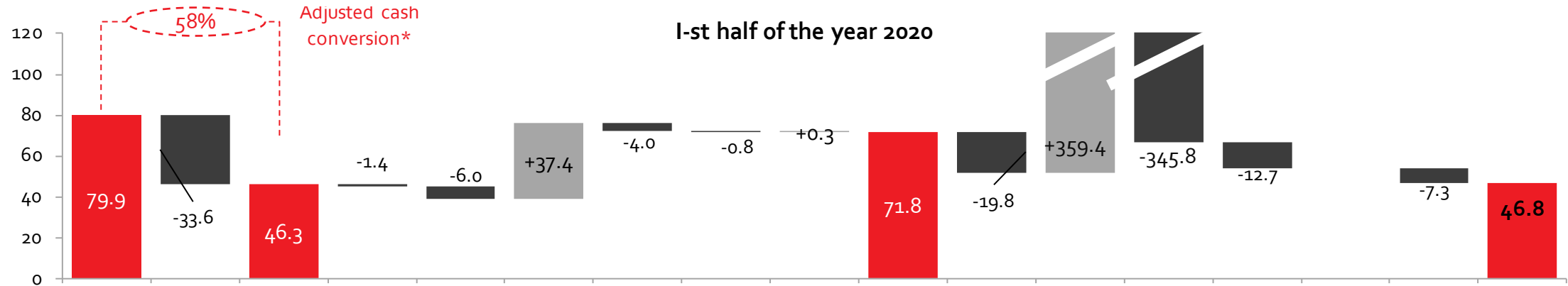
Adjusted EBITDA to Net Profit Bridge, (PLN million)



*Adj. EBITDA IFRS16

Adjusted cash conversion ratio – 58%

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
Non-current assets	752.2	858.0	910.4	914.8	917.2
including Deferred tax assets	24.9	15.2	0.6	0.7	1.6
Working Capital*	7.1	5.2	26.3	10.8	-2.3
Receivables	115.0	138.7	160.7	143.5	114.5
Other current assets					
Liabilities and operational reserves	-107.9	-133.6	-134.5	-132.7	-116.7
Net debt	-170.4	-302.5	-275.8	-249.4	-236.1
Cash and cash equivalents	46.4	66.7	73.9	100.0	121.4
Bank loans, borrowings and leases	-213.9	-365.7	-346.8	-346.7	-355.1
Leases (ecl. Building leases)	-3.0	-3.5	-2.9	-2.7	-2.5
Other provisions and liabilities	-168.6	-93.0	-148.0	-154.7	-148.1
Contingent and other M&A liabilities (including put options liability)	-146.1	-64.7	-56.3	-54.6	-37.6
IRS – cash flow hedges	0.0	0.0	0.0	0.0	0.0
Building leases***	0.0	0.0	-58.6	-66.5	-74.4
Broadcasting license Mux	-11.6	-10.5	-9.4	-8.2	-8.2
Deferred tax liabilities	-10.9	-17.7	-23.7	-25.4	-27.9
Dividend	0.0	0.0	0.0	0.0	0.0
Equity	419.9	467.8	513.1	521.7	530.7
Leverage ratio x	31 December 2017	31 December 2018	31 December 2019	31 March 2020	30 June 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
Adj. Financial leverage ratio (Net debt + contingent l.+ building leases/ Adj. Ebitda LTM)	-	-	1.8	1.7	1.7
Net deferred tax asset / liability**	14.0	-2.6	-23.1	-24.7	-26.3
DTA	80.8	68.0	60.4	51.7	45.5
DTL	-66.8	-70.6	-83.5	-76.4	-71.8

* 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 IRS, 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 H1 2020

Revenue

261mPLN

-22% YoY / -75m

EBITDA Adj.

80mPLN

-16% YoY / -15m

Net Income

15mPLN

-34% YoY / -8m



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.