



Second Quarter 2007

Results Presentation
August 7, 2007

Disclaimer

This presentation contains 'forward-looking statements' including, but not limited to, statements regarding anticipated future events and financial performance with respect to our operations. Forward looking statements can be identified by the fact that they do not relate strictly to historical or current facts. They often include words like 'believe', 'expect', 'anticipate', 'estimated', 'project', 'plan', 'pro forma', and 'intend' or future or conditional verbs such as 'will', 'would', or 'may'. Factors that could cause actual results to differ materially from expected results include, but are not limited to, those set forth in our Issue Prospectus filed with the Polish Securities and Exchange Commission, the competitive environment in which we operate, changes in general economic conditions and changes in the Polish, American and/or global financial and/or capital markets. Forwardlooking statements represent management's views as of the date they are made, and we assume no obligation to update any forward-looking statements for actual events occurring after that date. You are cautioned not to place undue reliance on our forward looking statements.



First Half 2007 Highlights

We rolled out **DTV** in May 2007 and we had gained some **2,000 subscribers** by the end of the quarter

Our **H1 EBITDA*** was PLN 101.1m increased by over 13% year-on-year

We increased the number of **RGUs** to 873,500 growth 17% of year-on-year

We increased **RGU/unique customer** ratio to 1.45

We reduced **churn** on all our services in Q2 2007

We continue to reduce operating expenses per RGU



^{*} Adjusted: operating profit plus depreciation and amortisation less one-off non-cash items

Second Quarter 2007 Highlights

■ We added 11,800 net RGUs

- 1,600 video RGUs
- 9,000 broadband RGUs
- 1,200 telephony RGUs

We had 600,700 unique customers

- 420,400 single play subscribers
- 141,300 double play subscribers
- 39,000 triple play subscribers

RGU/subscriber rate was

- 1.43 in Q1 2007
- 1.45 in Q2 2007

Blended ARPU per subscriber

- PLN 54.54 in Q1 2007
- PLN 55.10 in Q2 2007

Blended ARPU per RGU

- PLN 37.49 in Q1 2007
- PLN 37.36 in Q2 2007



Second Quarter 2007 Highlights Contd.

RGU growth...

| Quarter-on-quarter ('000) | Q1 2007 | Q2 2007 | % change |
|---------------------------|---------|---------|----------|
| video | 531 | 533 | 0% |
| voice | 165 | 166 | 1% |
| data | 166 | 175 | 5% |
| Total | 862 | 874 | 1% |

| Year-on-year ('000) | H1 2006 | H1 2007 | % change |
|---------------------|---------|---------|----------|
| video | 479 | 533 | 11% |
| voice | 152 | 166 | 9% |
| data | 117 | 175 | 50% |
| Total | 747 | 874 | 17% |

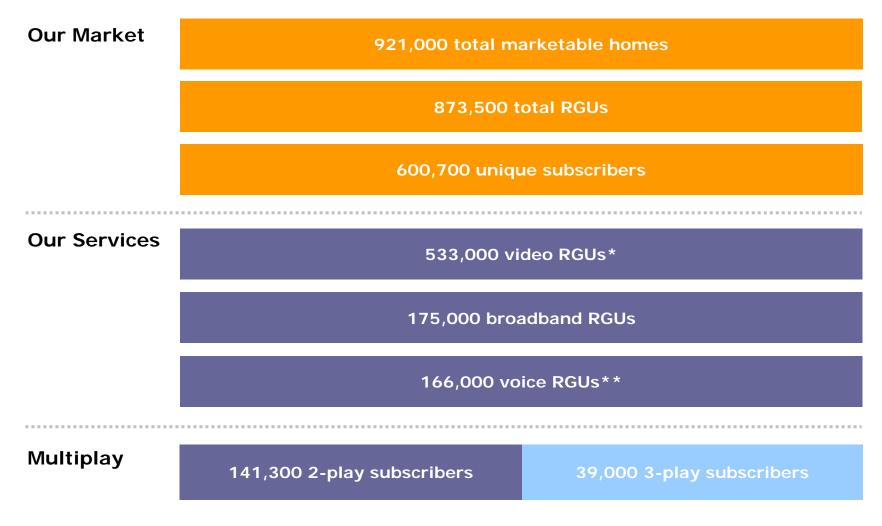






Business Review

Our subscriber base—30 June 2007

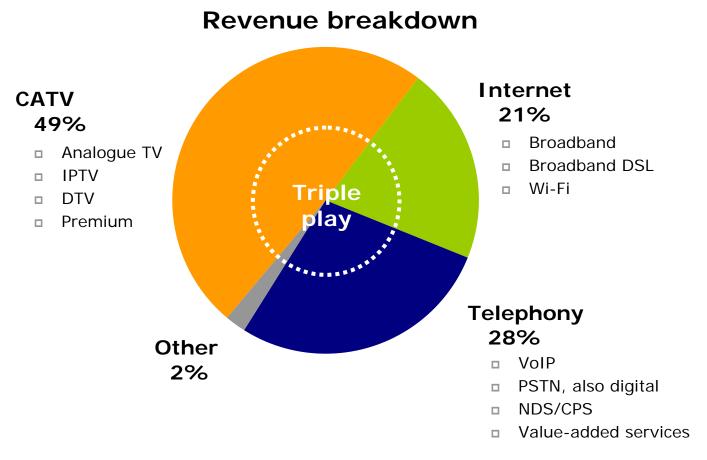


- (*) Include 24,400 premium channel RGUs, 2,800 IPTV RGUs and 2,000 DTV RGUs
- (**) Include 8,000 indirect voice RGUs and approximately 700 payphones



Our products today

We have fully diversified revenue streams...

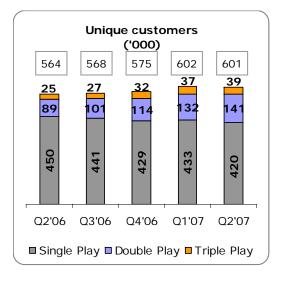


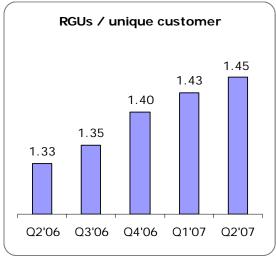
... and have achieved our target revenue structure

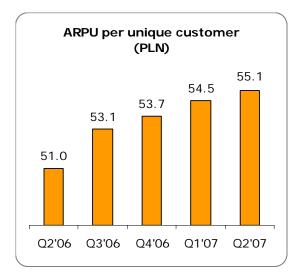


Subscribers and ARPU

Due to successful bundling of service, we continue to grow our ARPU per unique customer...





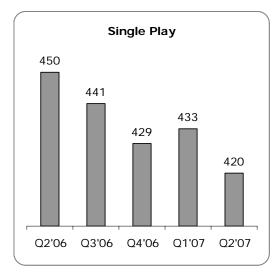


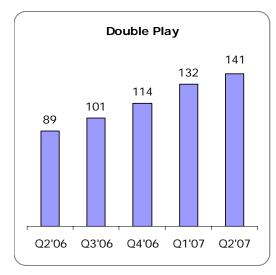
RGU per unique customer increased materially from 1.33 in Q2 2006 to 1.45 in Q2 2007

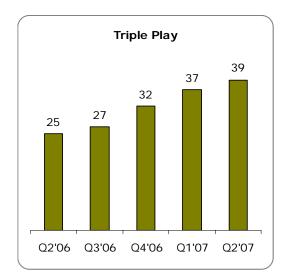


Customer Base Structure

In line with our strategy, we have been moving away from single play and towards double and triple play...







Note: In Q2'06 and Q1'07 the number of single play RGUs increased due to acquisitions

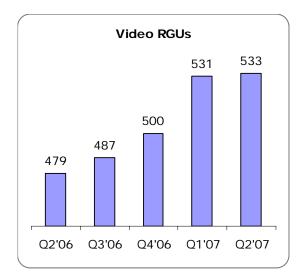
... and we fully expect this trend to continue going forward

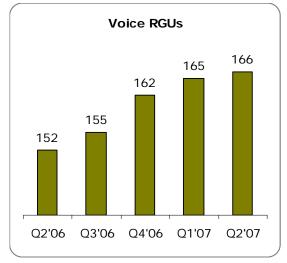
All data in thousands

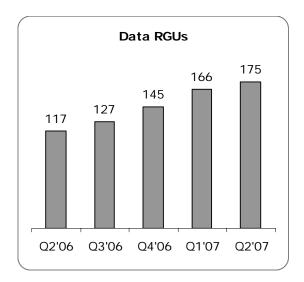


Growth of Customer Base

Stable and solid growth of Revenue Generating Units quarter on quarter in all service groups...





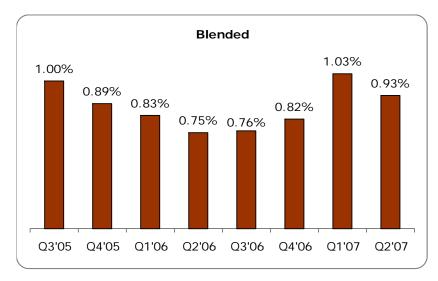


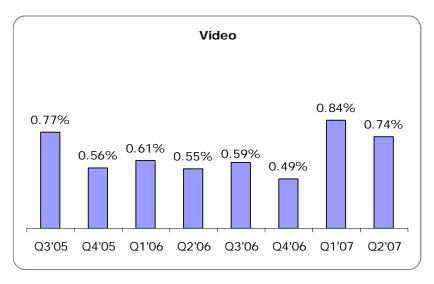
All data in thousands

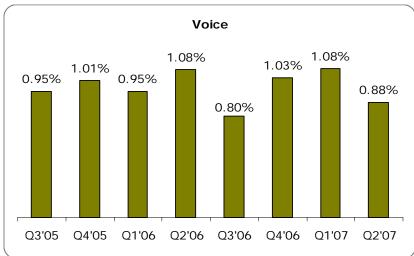


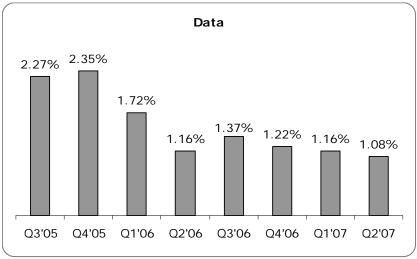
Churn

- under control due to service bundling









Monthly average in a given quarter







Financial Review

Revenue Structure Quarterly

CATV revenues increased due to RGU additions and price increases introduced in the first half of 2007. Our DTV revenues were not yet significant this quarter...

| Revenues (PLN '000) | Q2 2006* | Q1 2007 | Q2 2007 | Q2'07/Q1'07 % change |
|---------------------|----------|---------|---------|-------------------------|
| basic CATV | 39 934 | 46 708 | 48 524 | 4% |
| premium CATV | 1 396 | 1 476 | 1 500 | 2% |
| IPTV | 6 | 182 | 223 | 23% |
| internet | 19 539 | 20 472 | 21 424 | 5% |
| telephony | 31 615 | 28 656 | 28 638 | 0% |
| other revenues | 1 946 | 2 468 | 2 161 | -12% |
| Total Revenues | 94 435 | 99 963 | 102 469 | 3% |

The impact of dynamic growth of Internet RGUs on revenues is partly offset by price discounts.

While traditional telephony revenues are shrinking the new VoIP telephony is rapidly gaining popularity.



^{*} Audited 2006 results

Revenue Structure YTD

| Revenues (PLN '000) | H1 2006 | H1 2007 | % change |
|---------------------|---------|---------|----------|
| basic CATV | 83 093 | 95 232 | 15% |
| premium CATV | 2 737 | 2 976 | 9% |
| IPTV | 6 | 405 | - |
| internet | 35 230 | 41 896 | 19% |
| telephony | 61 817 | 57 294 | -7% |
| other revenues | 3 829 | 4 629 | 21% |
| Total Revenues | 186 712 | 202 432 | 8% |



Operating Expenses Quarterly

Despite operating a larger customer base...

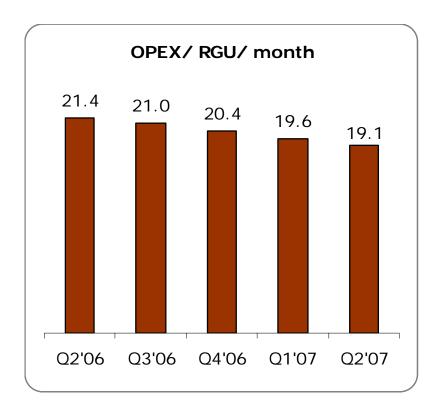
| Expenses (PLN '000) | Q2 2006 | Q1 2007 | Q2 2007 | Q2'07/Q1'07 % change |
|----------------------------|---------|---------|---------|-------------------------|
| programming and copyrights | 8 924 | 11 504 | 11 164 | -3% |
| bandwidth | 2 346 | 2 172 | 2 142 | -1% |
| interconnect | 5 350 | 4 149 | 4 294 | 3% |
| network costs | 8 576 | 8 049 | 7 139 | -11% |
| sales and marketing | 1 890 | 4 082 | 5 763 | 41% |
| payroll and benefits | 9 978 | 11 560 | 11 235 | -3% |
| taxes and charges | 2 518 | 2 711 | 2 632 | -3% |
| professional services | 1 975 | 1 045 | 801 | -23% |
| energy and materials | 2 487 | 2 853 | 2 569 | -10% |
| other expenses | 3 895 | 2 515 | 2 321 | -8% |
| Total Expenses | 47 940 | 50 640 | 50 058 | -1% |
| OPEX/ RGU /month | 21.4 | 19.6 | 19.1 | -2% |

... we have managed to keep operating expenses under control.



Operating Expenses Quarterly

Our OPEX/ RGU/ month ratio continues to decrease...



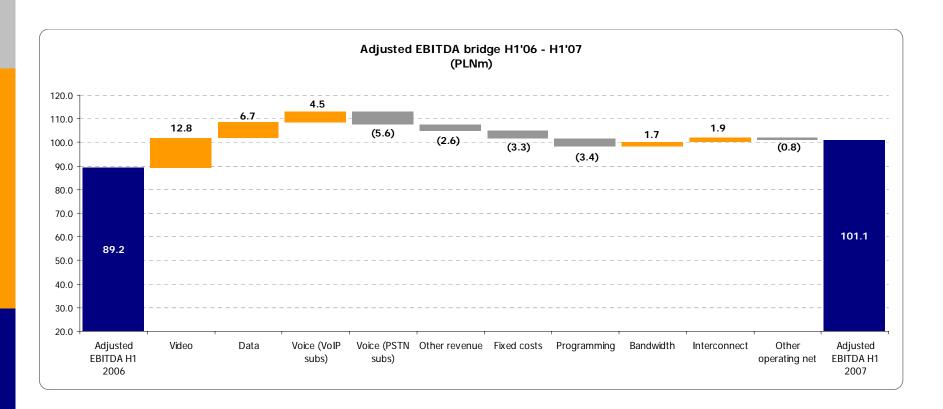


Operating Expenses YTD

| Expenses (PLN'000) | H1 2006 | H1 2007 | % change |
|----------------------------|---------|---------|----------|
| programming and copyrights | 19 302 | 22 667 | 17% |
| bandwidth | 6 057 | 4 314 | -29% |
| interconnect | 10 364 | 8 444 | -19% |
| network costs | 14 490 | 15 188 | 5% |
| sales and marketing | 7 735 | 9 845 | 27% |
| payroll and benefits | 20 786 | 22 795 | 10% |
| taxes and charges | 4 544 | 5 343 | 18% |
| professional services | 3 223 | 1 846 | -43% |
| energy and materials | 4 298 | 5 421 | 26% |
| other expenses | 6 907 | 4 836 | -30% |
| Total Expenses | 97 707 | 100 698 | 3% |
| OPEX/ RGU /month | 21.8 | 19.2 | -12% |



EBITDA Bridge*



Source: Unaudited Q2 2007 IFRS financial statements

* Adjusted: operating profit plus depreciation and amortisation less one-off non-cash items



Income Statement Quarterly

| Income Statement (PLN '000) | Q2 2006 | Q1 2007 | Q2 2007 | Q2'07/Q1'07 % change |
|-----------------------------|---------|---------|---------|-------------------------|
| Revenues | 94 435 | 99 963 | 102 469 | 3% |
| Expenses (excl. D&A) | 47 940 | 50 640 | 50 058 | -1% |
| Adjusted EBITDA | 46 079 | 49 461 | 51 656 | 4% |
| margin | 48.8% | 49.5% | 50.4% | - |
| Operating profit | 19 941 | 23 832 | 23 725 | 0% |
| Net interest | (3 604) | (6 192) | (1 923) | -69% |
| Pretax profit | 16 337 | 17 640 | 21 802 | 24% |
| Tax | 1 917 | 1 174 | 9 508 | 710% |
| Net income | 14 420 | 16 465 | 12 294 | -25% |



Income Statement YTD

| Income Statement (PLN'000) | H1 2006 | H1 2007 | % change |
|----------------------------|---------|---------|----------|
| Revenues | 186 712 | 202 432 | 8% |
| Expenses (excl. D&A) | 97 707 | 100 698 | 3% |
| Adjusted EBITDA | 89 224 | 101 125 | 13% |
| margin | 47.8% | 50.0% | - |
| Operating profit | 39 984 | 47 557 | 19% |
| Net interest | (9 958) | (8 115) | -19% |
| Pretax profit | 30 026 | 39 442 | 31% |
| Tax | 4 416 | 10 682 | 142% |
| Net income | 25 610 | 28 760 | 12% |



Balance Sheet

| Balance Sheet (PLN '000) | 31-12-06 | 30-06-07 | % change |
|----------------------------|-----------|-----------|----------|
| Assets | | | |
| non-current | 678 788 | 750 934 | 11% |
| current | 60 127 | 66 638 | 11% |
| cash & equivalents | 346 808 | 216 866 | -37% |
| Total assets | 1 085 723 | 1 034 438 | -5% |
| Equity | 492 250 | 551 378 | 12% |
| Liabilities | | | |
| non-current | 513 677 | 412 479 | -20% |
| current | 79 795 | 70 581 | -12% |
| Total equity & liabilities | 1 085 723 | 1 034 438 | -5% |



Free Cash Flow

We continue to generate positive free cash flow...

| Free Cash Flow (PLN '000) | Q2 2007 |
|----------------------------|----------|
| Adjusted EBITDA | 51 656 |
| Changes in working capital | 3 143 |
| Investment expenditure | (35 557) |
| Tax paid | (9 508) |
| Free Cash Flow | 9 733 |



Capital Expenditures

We spent approx. PLN 128.1m on capital expenditure in the first half of 2007...

| CAPEX (PLN'000) | Q1 2007 | Q2 2007 | H1 2007 |
|-----------------|---------|---------|---------|
| growth | 34 000 | 33 500 | 67 500 |
| other | 4 000 | 1 400 | 5 400 |
| acquisitions | 54 500 | 700 | 55 200 |
| Total CAPEX | 92 500 | 35 600 | 128 100 |

... our growth CAPEX accounted for 93% of total organic CAPEX (w/o acquisitions)







Recent Events & Outlook

Acceleration of Sales Rates

In H1 2007 we encountered **major problems with external sales forces** rapidly losing highly-qualified sales representatives due to their emigration to other EU member states to pursue gainful employment



We decided to **build our own sales forces** in April We recruited and educated efficient sales teams who delivered very good net additions in July



As at the end of July we recorded **net additions of 10,000 RGUs** and we fully expect to see similar run rates in the coming months and the following quarter



Acquisition of Fifteen Cable Networks

Adding ca. 43,800 homes passed 23,400 CATV RGUs 5,600 Internet RGUs 5,300 double play subscribers

Networks located in **15 cities** in the proximity of Multimedia networks

Network upgrades will take up some **PLN 10m CAPEX**

Acquired networks will be fully integrated into our network within 12 months

Net purchase price PLN 33.5m





Recent Events

Implementing active acquisitions strategy overbuilding existing operators, ca. 2,000 homes passed already built in **Tarnów**

Launch of **digital television over cable (DTV)** in May 2007 Service currently available in **three cities**, Gdynia (62,000 HP), Gorzów Wielkopolski (42,000 HP), and Lublin (32,000 HP)

Roll out of **WiMax** in June 2007 to provide wireless voice and broadband internet services

Plans to upgrade wireless systems in 16 locations currently serving some 9,000 subscribers

Wholesale Line Rental (WLR) granted by the Regulator in July 2007 WLR will be offered to TPSA's subscriber, also combined with NDS*

Local Loop Unbundling granted by the Regulator in August 2007 Multimedia may now use TP S.A.'s access infrastructure to provide its own Triple Play package to TP S.A.'s current subscriber base

multi//edia

Future Developments

Continue **active acquisitions strategy** in attractive locations to encourage sell-off

Preparing to enter **Warsaw fringe areas**Ca. **1,000 HPs** to be added in Pruszków

Introducing new services based on **digital standards**, such as video on demand, interactive TV, etc.

Continue investing into **Dense Wavelength Division Multiplexing (DWDM)** to further reduce bandwidth costs

Close to finalising negotiations with a mobile operator to offer mobile services as a Mobile Virtual Network Operator (MVNO)



Contact us

Investor Relations Office tel. +48 22 553 86 00 fax. +48 22 553 86 03ir@multimedia.pl

□ Stefan Kossecki
Head of Investor Relations
tel. +48 22 553 86 10
fax. +48 22 553 86 03
s.kossecki@multimedia.pl

Or visit our Investor Relations website www.multimedia.pl/investor

Publication of 2007 half year results: 19 Sept 2007

Publication of Q3 2007 results: 14 Nov 2007





Appendix

EBITDA Reconciliation

| (PLN '000) | Q2 2006 | Q1 2007 | Q2 2007 |
|---|---------|---------|---------|
| | | | |
| EBITDA | 43 397 | 49 474 | 51 667 |
| Disposal of fixed assets | | (14) | 4 |
| Impairment, valuation and liquidation of fixed assets | 2 683 | 1 | (16) |
| Adjusted EBITDA | 46 079 | 49 461 | 51 656 |

Source: Unaudited Q2 2007 IFRS financial statements



ARPU per **RGU**

