



Cyfrowy Polsat IR Newsletter

11 – 17 January 2021



Wirtualnemedi.pl
12 January 2021

Plus introduces postpaid plans with 5G services. Prices starting from 60 PLN monthly

by jd

Polkomtel, the operator of Plus network (a Cyfrowy Polsat Group company), has launched a new 5G tariff for its residential and business clients.

The 5G offer for the residential segment includes three voice-and-data price plans with 25 GB, 100 GB and 150 GB data bundles which are offered for PLN 60, PLN 90 and PLN 120 respectively. Each variant guarantees unlimited voice calls, SMSs and MMSs. Those who will decide to port in their mobile numbers from another network will not be paying the monthly access fee for up to four months.

Moreover, residential clients may enjoy two data bundles for 5G mobile Internet access, having the sizes of 500 GB and 1000 GB, which will cost respectively PLN 100 and PLN 200. No fee will be charged during 3 months when a customer changes from another Internet access provider.

Plus 5G offer for companies includes three voice-and-data plans with data bundles of 35 GB, 120 GB and 180 GB and monthly access fees (excl. VAT) of PLN 60, PLN 90 and PLN 120 respectively. All these price plans include unlimited voice calls, SMSs and MMSs.

In addition two dedicated 5G mobile Internet access offers have been created for business clients, featuring 600 GB and 1200 GB data bundles which are offered for PLN 100 and PLN 200 (excl. VAT) respectively. No fee will be charged during 3 months when a customer changes from another Internet access provider.

All of Plus's 5G offers are provided on a 15-day try&buy basis.

The new 5G tariffs from Plus assure access to the network with maximum technical speed of 600 Mbps during the entire term of the contract.

At present Plus's 5G network covers an area inhabited by 7 million people in all 16 provinces of Poland.

In 2021 Plus will continue rolling out its 5G network with a plan to put 1,700 node Bs on air, offering network coverage over an area inhabited by 11 million of Poland's citizens.

Cyfrowa.rp.pl
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Clouds are coming. Poland is becoming a European hub

by Katarzyna Kucharczyk

Based on PMR's preliminary estimates the value of cloud services in Poland exceeded PLN 1.75 billion in 2020, with the growth dynamics exceeding 30% another year in a row. According to IDC's forecasts, in turn, the Polish market of cloud services has been growing five times faster than the whole IT sector.

Growth of interest in cloud services occurred during the pandemics, as demand for remote work, webinars and video calls, has increased.

The pandemics has not led to change of plans of global market players regarding the planned cloud technology-related investments in Poland.

Microsoft is building a regional data center in Poland. It is intended to be the first Azure regional data center in Central and Eastern Europe. A local office in Warsaw is also being opened by BOX, a US company specializing in cloud content management.

Brexit, and the associated changes in legal environment, also offer an opportunity for the development of the cloud services market in Poland. Companies which have so far operated on the British market are looking for new locations, with Poland being one of the desirable places due to the regulations, EU-membership and availability of technological facilities.

Cloud solutions are offered in Poland by, among others, global ISP providers and integrators as well as by biggest local telecommunication companies and providers of data center services, including ATM, Beyond.pl, Netia (a Cyfrowy Polsat Group company), Orange, T-Mobile.

Cyfrowy Polsat shares



Date	Maximum price (PLN)	Minimum price (PLN)	Closing price (PLN)	Change (%)	Turnover (mPLN)
2021-01-11	30.76	29.98	30.52	0.26	11.06
2021-01-12	30.40	29.42	29.66	- 2.82	14.52
2021-01-13	29.86	28.74	28.88	- 2.63	18.44
2021-01-14	29.68	28.80	29.66	2.70	20.74
2021-01-15	30.30	29.34	30.22	1.89	24.01



Investor's calendar



11 January 2021	Dividend payout - 2nd tranche
20 – 21 January 2021	TOP PICKS 2021 by TRIGON (online)
25 – 26 January 2021	TOP PICKS 2021 by PKO BP (online)
28 January 2021	ERSTE GROUP Conviction Equity Investors Conference (online)
11 – 25 March 2021	Closed period prior to the publication of 2020 results
25 March 2021	Annual report and consolidated annual report for 2020
28 April – 12 May 2021	Closed period prior to the publication of Q1 2021 results
12 May 2021	Quarterly report for Q1 2021
18 – 19 May 2021	PKO BP's CEE Telecommunications, Media and IT conference (online)
4 – 18 August 2021	Closed period prior to the publication of H1 2021 results
18 August 2021	Consolidated semi-annual report for the 1st half of 2021
26 October – 9 November 2021	Closed period prior to the publication of Q3 2021 results
9 November 2021	Quarterly report for Q3 2021