



# Cyfrowy Polsat IR Newsletter

15 – 21 February 2021



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## Netia intends to play more aggressively in the cloud

by Marek Jaślan

Netia (Cyfrowy Polsat Group) is the first operator in Poland whose cloud services have undergone verification and received the VMware certificate.

*“VMware Certificate is yet another step on the path to building a portfolio cloud services. It confirms that Netia’s cloud services meet all the functional and security requirements of even the most demanding clients. Thanks to this we have gained access to the latest VMWare solutions, offering in many aspects services that match the companies’ needs in an even greater degree than the solutions offered by global players,”* said **Rafał Bakalarz, the ICT Sales Director of Netia (NetiaNext).**

Moreover Netia has joined Polska Chmura (Polish Cloud) association of Polish providers of cloud services. The purpose of the association is to educate the public about the benefits that cloud computing offers for digital transformation and also to respond to the growing needs of companies and institutions for secure data processing services.

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## Customers of Cyfrowy Polsat Group transferred over 1.5 billion GB in 2020

by SK

Customers of Plus and Cyfrowy Polsat (Cyfrowy Polsat Group) transferred over one and a half billion gigabytes in 2020 (+36% yoy).

It has been the second time in a row when the volume of transmitted data exceeded one billion gigabytes.

While comparing 2020 and 2019, one could observe similar trends related to seasonality of the Internet traffic, with the volume of the data transmitted in 2020 being definitely higher.

Significant intensification of Internet usage was observed between March and June 2020, as majority of activities suddenly migrated to the Internet. Also the summer holiday season saw growth of usage by ca. 30% yoy. In Q4 2020 data transfer was most intense, with the biggest traffic growth occurring in November (+46% yoy).

Since May 2020 the Group has been offering 5G services while using 2.6 GHz TDD frequency band, offering coverage extending over a territory inhabited by more than 11 million people.

**Dziennik Gazeta Prawna**  
17 February 2021

## **We will not be shutting down people's routers**

*by Elżbieta Rutkowska*

In an interview for "Dziennik Gazeta Prawna" daily Marek Zagórski, the Secretary of State with the responsibility for cybersecurity in the government, said that the concept of creating an operator for the strategic communication network, which appeared in the draft amendment of the National Cybersecurity System (KSC) law, did not pose a threat to the retail market. The goal of the new operator would be to rearrange the special-purpose communication networks which are used by the governmental services.

He also stressed that the tasks of a strategic communication network operator differed from those of a wholesale operator, whose goal would be to roll out a 5G network using the 700 MHz band (the draft amendment of the KSC law provides for the possibility of UKE President assuring the spectrum to a wholesale operator).

As regards the planned auction of the Band C (3.4 – 3.8 GHz) spectrum, which is to be used for rolling out a 5G network, Marek Zagórski stated that *"opening price will not be surprising for the operators"*. He noted that the pandemics demonstrated how important good communications is. That is why the government intends to increase the coverage requirements versus the ones that were presented in the cancelled auction. At the same time a system of benefits for fulfilling the capex goals has been planned.

Earlier UKE President declared that the consultations regarding the new 5G auction would start as soon as the KSC law is adopted by the government. Marek Zagórski expressed a wish that it could take place still in February or early in March at the latest.

**Parkiet.com**  
17 February 2021

## **Orange Polska: revenues and profit to grow in 2021**

*by Urszula Zielińska*

In Q4 2020 Orange Polska generated nearly PLN 3.1 billion in revenue (+2.8% yoy) and PLN 654 million of EBITDAal (-4.1% yoy). The company's operating profit was PLN 57 million (versus a loss of PLN 176 million in Q4 2019), while net profit stood at PLN 21 mn (compared to a PLN 187 million net loss in Q4 2019).

During the entire 2020 the operator posted PLN 11.51 billion in revenue (+ 0.9% yoy), PLN 2.79 billion of EBITDAal (+ 2.9% yoy), PLN 404 million of operating profit (- 2.7% yoy) and PLN 46 million of net profit (-44% yoy).

For 2021 Orange Polska forecasts low, single-digit growth of EBITDAal and revenue.

# Cyfrowy Polsat shares



Date	Maximum price (PLN)	Minimum price (PLN)	Closing price (PLN)	Change (%)	Turnover (mPLN)
2021-02-15	29.30	28.88	29.18	0.27	6.08
2021-02-16	29.18	28.62	28.76	- 1.44	11.48
2021-02-17	28.92	28.12	28.18	- 2.02	19.29
2021-02-18	28.76	28.04	28.40	0.78	41.79
2021-02-19	28.80	28.30	28.38	- 0.07	14.26



# Investor's calendar



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