



# Cyfrowy Polsat IR Newsletter

19 – 25 April 2021



Wirtualnemedi.pl  
17 April 2021

**The market of sports channels in Poland is growing. Most watched channels are TVP Sport, Eurosport 1 and Polsat Sport (data for Q1)**

by mk

According to the data of Nielsen Audience Measurement, the segment of sports TV channels in Poland grew by ca. 25% in Q1 2021. Most popular sports channels include: TVP Sport (1.05% of market share), Eurosport 1 (0.89%) and Polsat Sport (0.36%).

*“The secret of our success lies in the diversity of our programming offer and rich content of attractive broadcasts. Six television channels of the Polsat Sport family cover several sports disciplines and several dozen competitions, tournaments and cyclical events. The broadest and constantly expanding portfolio among all sports channels available in our country is something to be proud of, and is the reason why for over twenty years we have occupied the podium of most popular channels of this type in Poland”, said Marian Kmita, Sports Director at TV Polsat.*

Rp.pl  
19 April 2021

**UKE President still waiting for the government’s decision about 5G auction**

by Urszula Zielińska

According to „Rzeczpospolita” daily, the telecommunication sector does not expect announcement of the 5G action in the nearest future, which is related to the on-going work on the Act on national cyber security system.

In response to the enquiry sent by the newspaper, a spokesman of the Office of Electronic Communications (UKE) upheld earlier comments made by the UKE President in which he stated that UKE was still waiting for the most formalized form of the above mentioned Act.

Telko.in  
22 April 2021

**Orange satisfied with the monetization of fiber-optic technology**

by Marek Jaślan

In Q1 2021, Orange Polska had the revenues at the level over PLN 2.9 billion (+4.1% YoY), EBITDAaL in the amount of PLN 709 million (+5.3% YoY) and net profit in the amount of PLN 39 million (versus the loss in the amount of PLN 38 million recorded in Q1 2020). Capital expenditures (less the proceeds from the sale of assets) amounted to PLN 445 million (+29.7% YoY).

The growth of revenues was driven, among others, by the growth of revenue from convergent services (mobile services and broadband Internet access services) by 4.3% per annum – currently, 66% of residential customers of broadband Internet access uses convergent offers (63% in Q1 2020). Other growth factors include: higher revenues from IT and integration services (+7% YoY), sale of equipment (+12% YoY) and other revenues, which resulted from the acquisition of customers in the segment of the sale of electricity.

Fiber-optic network of Orange covers 5.2 million households and is currently used by 779 thousand customers who constitute 29% of the total customer base of fixed-line Internet access service.

**PAP Biznes**  
**21 April 2021**

## **Orange Polska may present plans regarding masts in Q3 2021**

*by epo/asa*

Based on the comments made by the CEO of Orange Polska, Julien Ducarroz, during the teleconference for analyst, it seems likely that in Q3 2021, the operator will present plans regarding base station masts. At the moment, all scenarios are 'on the table' and no decision has been made yet.

Orange Polska shares tower infrastructures with T-Mobile. Operator has ca. 5 700 own base stations, and thanks to network sharing arrangement with T-Mobile, its customers may use 11 600 base stations.

At the end of February 2021, Cyfrowy Polsat Group signed a conditional sales agreement with Cellnex covering ca. 99.99% of the technical network infrastructure for the amount of PLN 7.1 billion. The subject of the agreement includes passive and active layers of the mobile infrastructure of Polsat Group, consisting of ca. 7 thousand sites, ca 37 thousand on-air systems (including systems handling 5G technology) and the transmission network.

At the beginning of April 2021, Cellnex acquired – for EUR 800 million - 60% stake in the towers company which manages the passive telecommunication infrastructure of Play network consisting of ca. 7 000 base stations.

Recently Orange Polska has informed about establishing a joint venture company with the Dutch Pension Fund APG in order to build a fiber-optic network. Orange intends to sell to APG a 50% stake in Światłowód Inwestycje company for the amount of PLN 1.374 billion. Closing of the transaction is expected by the end of August 2021.

Press release  
22 April 2021

## 12 million inhabitants of Poland within the coverage of Plus's 5G network

The best and the fastest 5G network in Poland, operated by Plus, already covers a territory inhabited by 12 million people. Plus's 5G network, which operates using the 2600 MHz TDD frequency band, is now present in over 160 towns and places in all 16 provinces. Dynamic network roll out will continue across Poland.

In response to the growing interest from customers, both in the possibilities offered by this state-of-the-art technology as well as in 5G smartphones, Plus has accelerated the roll-out of its network. This first in Poland, commercially-available 5G network was launched less than a year ago. In November 2020, half a year after the launch, as many as 7 million people in Poland lived within the reach of the most advanced mobile Internet access service provided by Plus. Today Plus's 5G network covers an area which is inhabited by more than 12 million people, while the intensive development of this best-in-class and most rapidly growing 5G network in Poland continues.

*"We see the growing interest in our 5G service, with more and more people using it. Thus we have decided to accelerate network roll-out and we reached our roll-out target for this year, with a surplus, already in April. At present more than 12 million inhabitants of Poland live within the network's coverage footprint, with the number expected to grow further as, putting it bluntly, we keep on building and developing our 5G network,"* said **Jacek Felczykowski, a Management Board Member of Cyfrowy Polsat and Polkomtel, the operator of Plus network.**

Plus has not only accelerated the implementation of its existing 5G network roll-out plan but it is also involved in intensive work on further development of the network. 5G coverage will be successively enhanced in the places where the 5G network already operates and it will also reach new locations.

As 5G network coverage expands, Plus also extends the portfolio of the equipment offered. At present the offer includes more than 20 5G smartphones and routers. Soon further attractively-priced new 5G smartphones from leading global manufacturers will be added to the offer.

More Poles within the coverage of the fastest 5G network in Poland

The operator's plan for this year assumed extending the network's coverage to an area inhabited by more than 11 million people. Efficient 5G network roll out has enabled the company to accomplish a vast part of its goals already in the early months of 2021. Thus the total number of 5G base stations operated by Plus exceeded 1500, with the network already reaching as many as 12 million people living in over 160 towns and places all over Poland.

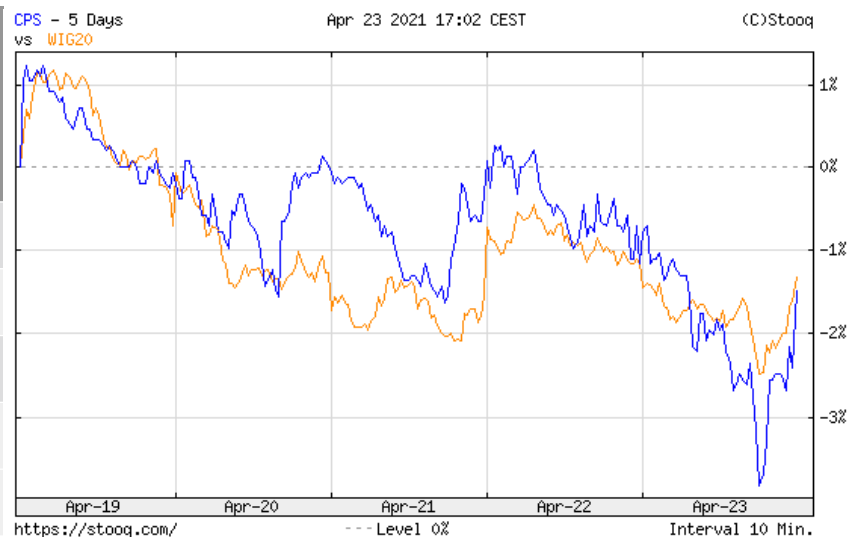
New node B's have been put on air also in these cities in which 5G services were already present earlier.

For current coverage of Plus 5G network visit: <https://www.plus.pl/mapa-zasiegu>.

# Cyfrowy Polsat shares



Date	Maximum price (PLN)	Minimum price (PLN)	Closing price (PLN)	Change (%)	Turnover (mPLN)
2021-04-19	30.90	30.32	30.48	- 0.07	7.35
2021-04-20	30.60	29.98	30.50	0.07	11.49
2021-04-21	30.54	30.00	30.40	- 0.33	6.77
2021-04-22	30.58	30.14	30.14	- 0.86	8.03
2021-04-23	30.42	29.32	30.04	- 0.33	16.11



# Investor's calendar



28 April – 12 May 2021	Closed period prior to the publication of Q1 2021 results
12 May 2021	Quarterly report for Q1 2021
14-17 May 2021	Roadshow with Barclays (online)
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