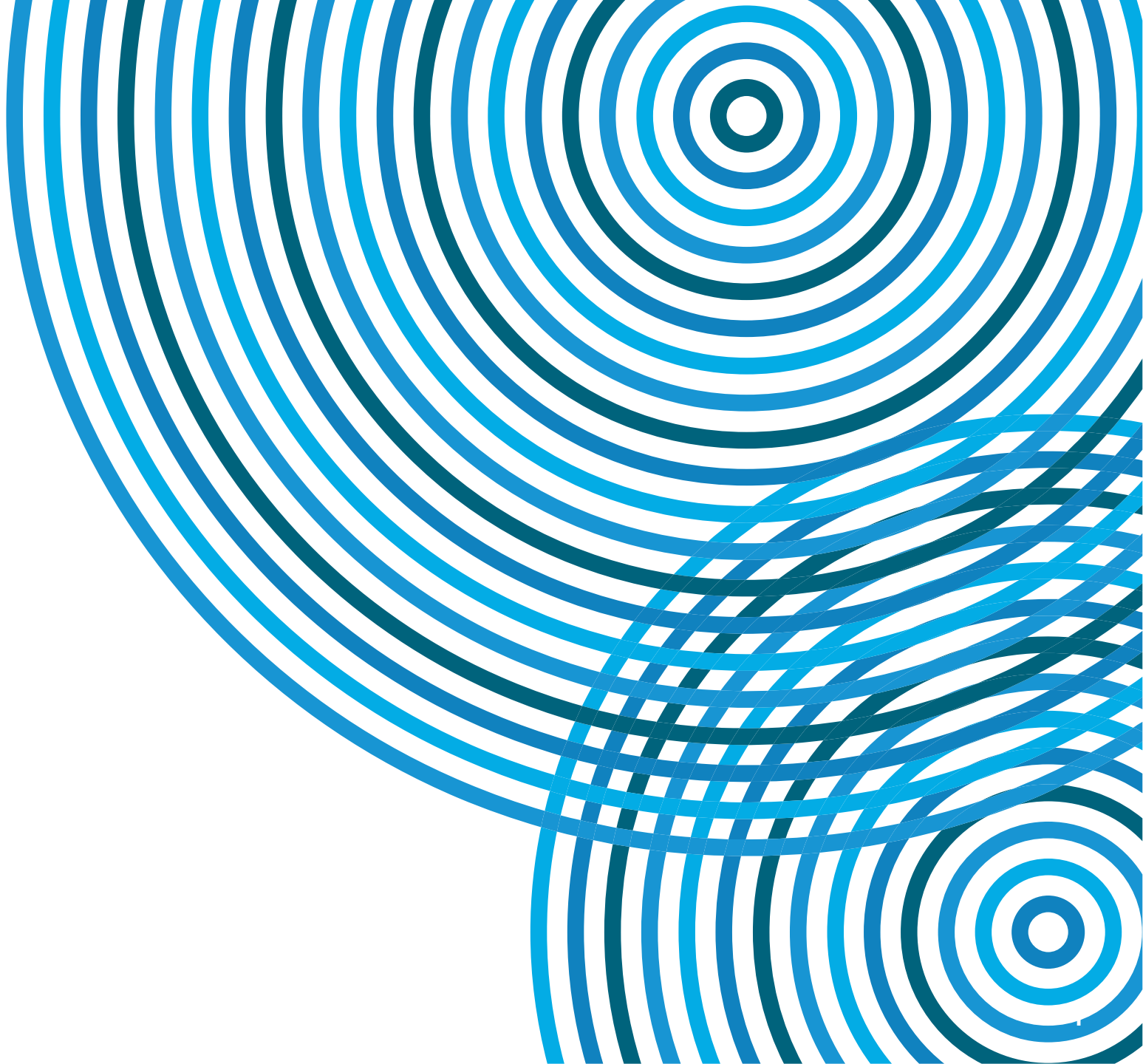


18 March 2024

# IR Newsletter 11/2024



# Press review

**Telepolis.pl, 8 March 2024**

*by Mieszko Zagańczyk*

## **Play with a new 5G offer. Low monthly access fee and smartphone prices starting from PLN 1**

Customers who want to port their numbers in to Play are offered subscriptions with access to 5G services, unlimited voice calls, SMS and MMS messages as well as 15 GB bundle for Internet access via a mobile phone. The monthly access fee for this offer is PLN 35 with a 24 month contract.

The subscription fee in the offer with a smartphone is PLN 60, if a customer agrees to marketing communication, e-invoice and if they make payments on time. However a PLN 30 activation fee has to be added to the overall cost.

Together with the subscription, the operator offers a 5G smartphone at the initial purchase price of PLN 1.

# Press review

**Biznes.pap.pl, 11 March 2024**

*by mcb/ epo/ asa/*

## UKE is technically-ready to invite 700 MHz-spectrum tenders soon

Office of Electronic Communications (UKE) is technically ready for inviting the tenders for 700 Mhz spectrum soon, however the precise date depends on the government's decision.

– *Technically we are ready to invite the 700 MHz tender any time now* – as Jacek Oko, the UKE President, told PAP Biznes press agency during off-stage conversation at the Time Economic Forum conference. He added that the precise date of the tender is up to the government to decide.

– *The selection procedures that are planned (for 2024 – PAP) are for the 700 MHz spectrum, part of the 800 MHz spectrum, and maybe also the 2.6 GHz and 2.8 GHz frequency bands, but for the time being the market indicated that it did not need that spectrum. We want to concentrate on the other part of the coverage-building band for 5G, and this is our main goal for this year* – said UKE President.

# Press review

**Biznes.pap.pl, 11 March 2024**

*by mcb/ ana/*

## Ministry of Digitization wants to accelerate 5G network roll-out, says Gawkowski

The Ministry of Digitization is not satisfied with the pace of 5G network roll-out in Poland and wants to see faster developments in this area. The Ministry treats the cooperation between UKE (Office of Electronic Communications) and URE (Energy Regulatory Office) as a priority, as Krzysztof Gawkowski, the Deputy Prime Minister and the Minister of Digitization, informed the press during the Time Economic Forum.

*– In my opinion, our ideal in Poland was the belief that we were able to create a Polish digital brand in Europe, and that's how it was (...) when we were implementing 4G LTE network. At that time we were the European leader. Today we are a European outsider, when talking about 5G networks. I believe that it was a mistake and we need to accelerate the efforts in this area – said Krzysztof Gawkowski, the Minister of Digitization.*

*– (We ought – PAP) to demonstrate that a telecommunication network is the core of our thinking about a modern state, about the development of the state and its digitization. This is what we are going to put stress on when cooperating with UKE or, with regard to power engineering matters, also with URE – added Gawkowski.*

# Press review

Cyfrowa.rp.pl, 12 March 2024

by Urszula Zielińska

## It's a war in prepaid services! Mobile networks have a new catch for customers

The prepaid segment is a marketing battlefield and a testing ground for new solutions. Telecoms are raising bets in data bundle sizes. 4800 GB, 5000 GB, and even 5200 GB is what you can see on starter kit sleeves. The figures are the data limits that a customer can get upon fulfilling the specific terms of the offer.

Subscriptions are an innovation in the prepaid segment. It's something we have already seen in Netflix and other streaming platform offers. Using a special app, a customer enters the credit card details and selects the service variant. The customer contact applications, such as Mój T-Mobile, iPlus, Play24 and Mój Orange, are adjusting to this new feature. Cyfrowy Polsat Group is more advanced in comparison to its competitors in this area. Using its iPlus application one can already activate a subscription of prepaid bundles for the operator's main brand – Plus. Meanwhile, an unlimited Internet access service has been launched under the a2Mobile sub-brand.

– *Competition in the prepaid segment takes place in the areas of convenience and quality of service, but also distribution and offer visibility. 80% of sales is generated outside the operator stores, e.g. in Żabka and InMedio convenience stores, or in the Polish Post offices. Due to this, apart from offer attractiveness it is also the mechanisms related to the commission for retailers that count –* points out Piotr Fedor who is responsible for prepaid at T-Mobile Polska.

As a result, the bill amounts grow. In Q4'23 the average amount for prepaid services offered by Orange was by 7-8% higher than a year earlier. T-Mobile did not disclose the growth level. Cyfrowy Polsat and Play will show their figures later.

# Press review

Wirtualnemedi.pl, 13 March 2024

by Adrian Gąbka

## Smaller penalties for pre-term contract termination? Protests of Polish pay TV operators

Public consultations are on-going as regards the possibility of increasing service prices due to inflation. Polish Chamber of Electronic Communications (PIKE), which associates cable network operators, as well as other industry organizations published a joint opinion regarding the amendments which, among others, require reduction, by half, of the amounts of penalties for pre-term contract termination. Operators protest against such plans and postulate that the phrase “by half” be deleted from the respective item of the proposal. – *We disagree with the reduction of the amount of compensation to be paid for unjustified termination of fixed-term contracts by subscribers. If introduced, this would be a case of unjustified discrimination against the telecom market, as compared to other industries* – convinces PIKE in its statement.

Another postulate concerns the possibility of increasing the prices while a valid contract is in progress. – *We are striving to ensure, for Polish telecom companies, the right to modify the terms of subscriber contracts (including price increases) on the same principles as those that are valid in other European Union countries. We would like to point out that the actions of UOKiK (Polish Office of Competition and Consumer Protection) prevented the telecom industry from adjusting the service prices to continuous growth of costs* – as the operators claim. They want to add items to the draft law which would state that amendment of a fixed-term contract will be possible e.g. in the case of change of the value of the consumer price index, as well as growth of prices of the goods and services which are associated with the provided service, growth of overheads and customer care costs, necessity of having to incur capital expenditures, and also due to the costs incurred as a result of removal of a service from the offer or change of a service’s parameters due to technological or organizational changes. Cable networks want the fee revaluation mechanism to be regulated in the subscriber contracts.

# Press review

**Biznes.pap.pl, 13 March 2024**

*by epo/ ana/*

## The prospects for Orange Polska for 2024 are positive (an interview)

*– For Orange Polska the present year will be the time of a fast 5G network roll out and the development of all the related opportunities. Thanks to this we will be able to offer top quality services to our customers. As regards the financial prospects, we will of course continue investing in 5G. We will still continue to be under inflation pressure but it should be slightly smaller than last year. Lasting decrease of inflation, down to single-digit levels, would be a good prognostic for us for the future – said Jacek Kunicki, the Management Board Member responsible for finance.*

In mid-2022 Orange Polska introduced clauses to its customer contracts which offer the operator the possibility of increasing the prices based on the consumer price index. *– If very high inflation persists, such clauses are a kind of “an insurance policy” which enables our revenues and prices to keep pace with market reality. In 2023 we decided to use the clause in a minimal extent. As regards the present year, we have time till the end of June to make any potential decisions – said Kunicki.*

*– Last year’s high inflation continues to affect us. Part of our contracts, e.g. lease agreements, are indexed to account for previous year’s inflation. In my opinion, in 2025 the inflation pressures should be much smaller though – adds Kunicki.*

# Press review

telko.in, 14 March 2024

by Marek Jaślan

## P4, the operator of Play network, sums up its results in 2024

The operator's consolidated revenue increased by 9.6% (YoY) in 2023 and reached PLN 9.8 bn. The pro forma revenue growth (i.e. accounting for acquisition of UPC Polska and Redge Technologies during 2022) was around 4%. Revenue from mobile services increased by 5.9% YoY and by 5.8% in 4Q'23 on QoQ basis.

Play's consolidated EBITDAaL decreased by 3.1% in 2023, to PLN 3.66 bn (drop on pro forma basis by 8%). As the operator explains, the effect of operational leverage, associated with growth of service revenue by PLN 256 million, failed to cover in full the 65% growth of energy costs and the growth of the costs generated by the service agreement with Polski Światłowód Otwarty broadband network operator, which Play signed in April 2023.

The number of active mobile customers increased by 336 thousand and reached the level of 13.1 million (+2.6% YoY). The factors behind the increase of the customer base include growth of the contract customer (postpaid) base a by 397 thousand and fall of the number of prepaid customers by 61 thousand as a result of return of the prepaid segment's customer numbers to their normal level, following the big growth of that base in 2022 as a result of inflow to Poland of high numbers of refugees from Ukraine. The average revenue per user (ARPU) for mobile services increased by 1.9% YoY and reached PLN 29.8.



# Press review

Wirtualnemedi.pl, 15 March 2024

by ag

## Polsat Box digital platform has increased the prices

Polsat Box increased the prices of additional options of the service. Access to HBO channels and to HBO Max streaming service costs PLN 29.99 monthly now, compared to the PLN 20 that it has cost up to now. The fee for the Eleven Sports bundle has also increased, from PLN 10 to PLN 15. Cyfrowy Polsat assures that the new pricing does not apply to all customers.

The price increase has been introduced only recently and it does not include the subscribers who were purchasing the HBO and Eleven Sports service options earlier. – *The prices of Eleven Sports and HBO as well as HBO Max bundles changed on March 4 but at the same time the promotional period, during which no fees are charged for access to these services, has been extended and it is 3 months now if a customer buys these additional services together with S and M channel packages, and 6 months in the case of adding the services to M Sport and L packages. The new prices concern the customers who have decided to add these bundles only after the prices increased* – explains Olga Zomer, Cyfrowy Polsat Press Spokesperson.

# Recent events

Press release, 18 March 2024

## 26 NesoBus hydrogen buses from Polsat Plus Group and ZE PAK will run in Chelm

**The city of Chelm has selected Polsat Plus Group and ZE PAK as the supplier of 26 zero-emission, environmentally friendly NesoBus hydrogen buses, following a tender. The delivery of the buses will take place in 3 tranches and finally end on October 30, 2025. This is the third major order of NesoBuses after Rybnik and Gdansk.**

As part of the tender announced by Chelm City Hall, a joint company of Polsat Plus Group and ZE PAK-PCE Polski Autobus Wodorowy - submitted a bid that was considered the most favorable.

The Chelm City Hall received funding obtained from the National Fund for Environmental Protection and Water Management for about PLN 100.4 million. The ordering party intended to allocate for financing the order: just under PLN 112 million. The Polski Autobus Wodorowy company submitted a bid of PLN 97 million.

The buses will be delivered in stages until October 30, 2025.

**NesoBus is an all-new zero-emission urban hydrogen bus manufactured in Poland.** Powered by green hydrogen, it is the most eco-friendly bus for city dwellers and urban transportation. It was created by Polish designers and engineers in cooperation with partners from Europe and around the world. It is 12 m long, has up to 93 seats, including up to 37 seats, its range is about 450 km, it emits no exhaust fumes, cleans the air, and the only thing it emits is water vapor. The design of NesoBus, a Polish hydrogen bus, is created from scratch as a hydrogen bus - it is not a conversion or modification of a combustion or battery bus. [More>>](#)

# Cyfrowy Polsat shares

Date	Maximum price (PLN)	Minimum price (PLN)	Closing price (PLN)	Change (%)	Turnover (mPLN)
2024-03-11	10.94	10.69	10.82	1.22	8.33
2024-03-12	11.04	10.77	10.88	0.55	15.96
2024-03-13	10.96	10.69	10.72	-1.47	10.91
2024-03-14	10.82	10.62	10.68	-0.37	13.73
2024-03-15	10.94	10.69	10.82	1.22	8.33



# Investor's calendar

Date	Event
<i>28 March – 11 April 2024</i>	<i>Closed period prior to the publication of 2023 results</i>
11 April 2024	Annual report and consolidated annual report for 2023
<i>8 – 22 May 2024</i>	<i>Closed period prior to the publication of Q1 2024 results</i>
22 May 2024	Quarterly report for Q1 2024
<i>7 – 21 August 2024</i>	<i>Closed period prior to the publication of H1 2024 results</i>
21 August 2024	Consolidated semi-annual report for the 1st half of 2024
<i>6 – 20 November 2024</i>	<i>Closed period prior to the publication of Q3 2024 results</i>
20 November 2024	Quarterly report for Q3 2024