



# Cyfrowy Polsat IR Newsletter

15 - 21 July 2019



N E T I A

Telecompaper  
16 July 2019

## Cyfrowy Polsat opens up OTT TV service to all ISPs

Cyfrowy Polsat has expanded its OTT offer to all ISPs. Previously the service was available on the networks of Plus and Netia (both in Cyfrowy Polsat Group) and Orange Polska.

The service is delivered over the Evobox Stream set-top box developed by Cyfrowy Polsat Group. Broadband starting from 8 Mbps is sufficient. The device is offered for PLN 1 when signing a postpaid subscription contract, or for PLN 299 for prepaid users. The set-top box can be connected with a cable or using Wi-Fi.

Cyfrowy Polsat offers three standard packages. The monthly subscriptions range from PLN 20 (the lowest package including 25 TV channels) to PLN 60 (the highest package contains 92 channels). Three premium bundles costing PLN 15 to PLN 30 monthly are also available, as well as three thematic packages. Free DVB-T channels can be watched when connecting a DVB-T antenna to the set-top box.

Customers buying the set-top box are offered free access to all channels from Cyfrowy Polsat for 3 months.

Telco.in  
17 July 2019

## UPC finally has a mobile offer

*By Tomasz Świderek, Marek Jaślan, Łukasz Dec*

UPC Polska has launched a new MVNO offer and announced the start of the era of convergent services. Apart from offering pay TV, Internet access and fixed-line voice services, the operator will be also providing mobile services to residential and business clients.

Compared to its biggest competitors on the cable TV market, i.e. Multimedia Polska and Vectra, UPC addresses its new offer to more affluent and demanding customers. UPC's mobile subscriptions are within the PLN 30-60 pricing range while similar subscriptions offered by competitors oscillate in the PLN 15-25 area.

At the same time the convergent offers of DTH platforms are less aggressive than those of CATV operators. In the opinion of Telco portal, UPC could be benchmarking itself against the satellite TV (DTH) offers, rather than against the cable TV offers.

Cable TV's share in the Polish mobile market still remains marginal. According to the data published by the Polish Chamber of Electronic Communications, in May 2019 the ten biggest CATV networks served fewer than 100 thousand mobile voice users and a similar number of mobile Internet users. The total number of SIMs on the Polish market exceeds 52 million.

P4, the operator of Play network, is UPC's partner in the provision of MVNO services.

Rzeczpospolita  
17 July 2019

## Government's analysis of 5G has been submitted to the European Commission

*By Urszula Zielińska*

The Ministry of Digitization has submitted to the European Commission its analysis of security of telecommunication networks in the perspective of future implementation of 5G technology. All EU member states are required to provide such analyses.

According to the ministry's representative, amendments to the law have been proposed following the analysis. The amendments will cover the telecoms still ahead of next year's tender for 5G spectrum. Synchronization of regulations at EU level has been also suggested.

In the long run the government will be supporting certification of the equipment at EU level, while in the short term the operators are expected to adhere to the obligation of assessment of the risk of network security breach and present the methods of mitigation of such risks. The operators will be also obligated to develop relevant internal processes which will define the parties who will be permitted to perform specific operations on a given operator's infrastructure and the types of such permitted operations.

The amended regulations will cover such areas as diversification of infrastructure providers and the category of the so-called "trusted vendors," a solution which has already been implemented in such countries as the UK and Germany.

Press release  
15 July 2019

**The real revolution in Cyfrowy Polsat! OTT Television with a new EVOBOX STREAM set-top-box – with Internet access from any service provider and flexible selection of packages – without long-term commitments!**

A new service is launched today in Cyfrowy Polsat – OTT Television which enables access to television channels via the Internet delivered by any service provider (via Wi-Fi or fixed-line connection). If customers have any Internet access at home, from any service provider, they can now enjoy television from Cyfrowy Polsat – anything they want, with any packages they want and without a fixed monthly access fee, while a set-top-box can be connected via fixed-line or Wi-Fi.

Flexible programming offer will make it possible to freely combine packages (directly through the set-top-box in the new Store application) and pay only for those which have been selected – 9 packages to choose from, without long-term commitments, a possibility of their activation for 30 days.

All this directly available on a new, dedicated set-top-box – EVOBOX STREAM, which is available in the postpaid option with a contract, as well as in the prepaid option – without a contract.

Along with the set-top-box, for a start the customer will receive a full programming offer of Cyfrowy Polsat – over 100 TV channels (including HBO, Eleven Sports or Polsat Sport Premium) for 3 months for free! On top of that – free-to-air DVB-T channels after connecting the set-top-box to a DVB-T antenna.

No limitations, availability in the entire Poland, flexibility, convenience, high usage comfort, rich content and attractive pricing – this is how a new Internet TV from Cyfrowy Polsat may be summarized.

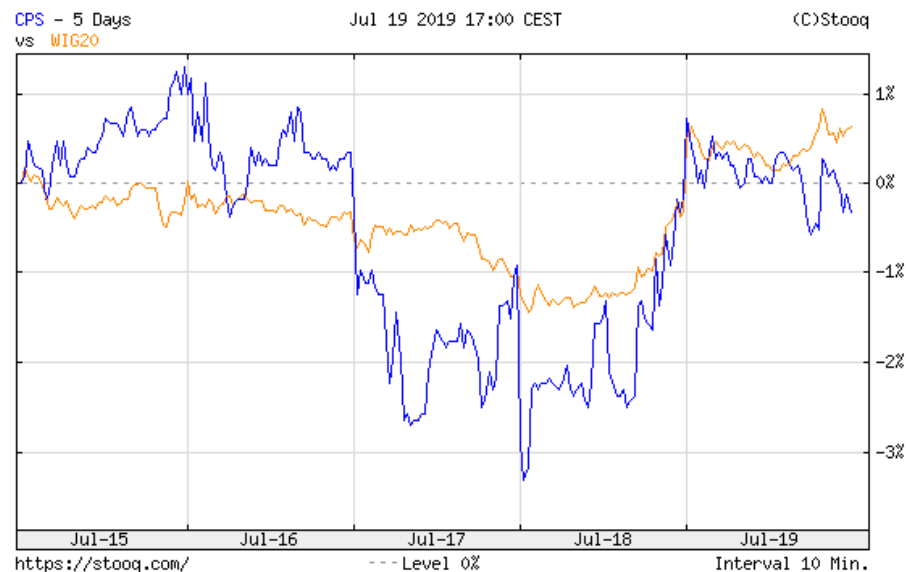
*“We give our customers a new, revolutionary, very flexible access to TV content. If they have any Internet access at home, from any service provider, they can now have our television – anything they want, with any packages they want and without a fixed monthly access fee, while a set-top-box can be connected via fixed-line or Wi-Fi. This is a consistent implementation of our idea: “Television – for everyone. Everywhere. Internet – for everyone. Everywhere. Telephone – for everyone. Everywhere.”* says **Maciej Stec, Vice-President of the Management Board responsible for strategy at Cyfrowy Polsat and Polkomtel.**

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# Cyfrowy Polsat shares



Data	Maximum price (PLN)	Minium price (PLN)	Closing price (PLN)	Change (%)	Turnover (mPLN)
2019-07-15	30.70	30.20	30.70	2.06	9.61
2019-07-16	30.68	30.16	30.40	-0.98	8.52
2019-07-17	30.40	29.46	30.02	-1.25	26.77
2019-07-18	30.32	29.10	30.24	0.73	12.27
2019-07-19	30.56	30.00	30.20	-0.13	12.27



# Investor's calendar



15 – 29 August 2019	Closed period prior to the publication of H1 2019 results
29 August 2019	Consolidated semi-annual report for the 1st half of 2019
1 October 2019	Dividend payout - 2nd tranche
24 October – 7 November 2019	Closed period prior to the publication of Q3 2019 results
7 November 2019	Quarterly report for Q3 2019