



# Cyfrowy Polsat IR Newsletter

20 – 26 January 2020



N E T I A

## Puls Biznesu

19 January 2020

### Netia acquires Onet's data center

by Marcel Zatoński

Netia purchased a big data center located in Cracow from Ringier Axel Springer Polska (RASP) publishing house. The data center was being used by Onet web portal.

As Netia's press spokesperson said, the transaction was the natural consequence of the NetiaNext strategy, which was being very successfully implemented during the past three years, i.e. the strategy which involves provision of advanced ICT solutions. Netia has so far not had any major facilities in southern Poland, meanwhile in central Poland it already has three data center which are commercially successful. In Netia's opinion, the data center in Cracow provides a good base for further expansion of the number of NetiaNext services in the south of the country.

Onet is in the process of moving its systems to a cloud solution. Until migration of products and services is complete, the company will be using the resources of the data center which has been recently acquired by Netia while acting as a partner.

The data center in Cracow was originally launched in 2009. Its development cost nearly PLN 70 million. It has over 1000 sq. meters of floor space, making it one of the biggest facilities of this type in Poland. The total floor space of all Polish data center facilities is around 100 thousand sq. meters, with 50% of them located in Warsaw and its vicinity.

According to Audytel consulting firm, the value of the data center market in Poland was PLN 1.84 billion last year, with the forecasts pointing to its growth to PLN 2.1 billion by 2023.

## Parkiet

21 January 2020

### Analysts see pricing changes in Cyfrowy Polsat

by Urszula Zielińska

Polish mobile operators, i.e. Orange, Play and T-Mobile, increased the prices of their offers for corporate and residential segments in 2019.

In mid-January the analysts noted first changes in the price lists of Plus network operator (a Cyfrowy Polsat Group company).

According to Wood & Co brokerage house, Cyfrowy Polsat Group, similarly as other telecoms, started contemplating the “more for more” strategy. As the analyst noted, at the end of 2019 a change was introduced to Plus mobile network’s multi SIM offer by removing the two-SIM package which has thus far been the cheapest one.

Right now, when choosing the cheapest version one has to pay PLN 37.5 per SIM card (with 12 GB offered for Internet access per each SIM). Previously the price was PLN 22.5 per SIM, offering 2GB for Internet access. In comparison, the cheapest set consisting of three SIM cards, as offered by Plus, costs PLN 33.3 per SIM. Previously the cost was PLN 20 per SIM.

According to an analyst from Ipopema brokerage house, the change consisting of withdrawal by Plus, from its offer, of the variant in which more than one SIM card could be purchased when signing a contract with the lowest subscription is really minor and does not match the moves made by the competitors (Orange and Play). However, the analyst did not rule out the possibility that Cyfrowy Polsat had adopted the “small steps” tactics, with further changes being introduced in the future.

Money.pl  
24 January 2020

## Orange does not rule out acquisition of a partner for its fiber-optic network in Poland

Source: ISBNews

While presenting the Engage 2025 European strategy, Ramon Fernandez, the Deputy CEO of Orange, said that Orange Group would be analyzing the possibilities of unleashing value from the infrastructure it owns in all countries of Europe where it is present, and the company does not exclude the possibility of acquiring a partner for the fiber-optic network in Poland.

Orange Group’s strategy assumes that its subsidiaries in respective countries will be establishing local companies for managing the towers (the so-called TowerCo’s). By the end of 2020 Orange’s TowerCo’s will start operations in France and Spain.

In Poland Orange Polska has around 5.2 thousand towers which are managed by a joint-venture with T-Mobile Polska called Networks!. Thus TowerCo is not a key issue for Orange Polska but the operator may be looking for opportunities for “unleashing value” from its infrastructure in Poland in other areas, e.g. in the area of FTTH fiber-optic network.

*"We want to continue rolling out the fiber-optic network, including in Poland, in the scope which even exceeds our goals, and we will contemplate the possibility of leveraging the network's roll-out by acquiring external partners for the project, be it operator companies or financial investors,"* added Orange Group's COO Europe, Jean-Marc Vignolles.

Money.pl  
24 January 2020

**Orange expects that the coverage footprint of its fiber-optic network will extend to 5 million households in 2020**

Source: ISBNews

While presenting the Engage 2025 European strategy, Ramon Fernandez, the Deputy CEO of Orange, informed that the coverage of Orange Polska fiber-optic network will expand to a total of 5 million households by the end of 2020.

*"Fiber[-optic communications] is one of the key elements of Orange Polska strategy, supporting the growth of the company and strengthening its offer and future 5G services,"* said Ramon Fernandez.

The group's strategy evolves in the direction of an operator of a multi-service platform for households, with an additional support by a smarthome offer.

At the end of 2019 more than 4 million households had access to Orange's fiber-optic network in Poland. The number of customers actually using fiber-optic access exceeded 0.5 million in November 2019.

Apart from investing in its own network, Orange Polska also uses fiber-optic networks of other operators and is involved in the Digital Poland Operational Programme. Since the start of DPOP programme, fiber-optic network reached some 37 thousand homes and firms, mainly in the so-called "blank spot" areas of the country.

Biznes.pap.pl  
22 January 2020

## UOKiK charged a PLN 50.6 million penalty to Polkomtel

by seb/ gor/

The Office of Competition and Consumer Protection (“UOKiK”) concluded that Polkomtel violated consumers’ collective interests and charged PLN 50.6 million to the company as a penalty for collecting extra charges for the so-called video streaming (watching multimedia content or listening to the radio on-line) from those consumers who were using bundled Internet access in their offers (the additional fee was PLN 0.40 per-minute of a broadcast via the Internet).

In UOKiK’s opinion, while using their data bundle the subscribers should have had access to all portals.

Moreover, according to UOKiK these additional charges were not explained in the invoice, which was misleading for consumers.

*“The practice existed from 2013 till 2017 and it has been discontinued since then,”* as the press release said.

UOKiK informed that the decision was not final and binding and that the operator could appeal against it to a court.

# Cyfrowy Polsat shares



Data	Maximum price (PLN)	Minium price (PLN)	Closing price (PLN)	Change (%)	Turnover (mPLN)
2020-01-20	29.00	28.32	28.84	0.84	5.70
2020-01-21	28.78	27.90	28.74	- 0.35	5.74
2020-01-22	28.98	27.40	27.80	- 3.27	9.67
2020-01-23	27.90	27.06	27.40	- 1.44	5.34
2020-01-24	27.70	27.24	27.40	0.00	10.60



# Investor's calendar



27 February – 12 March 2020	Closed period prior to the publication of 2019 results
12 March 2020	Annual report and consolidated annual report for 2019
16 – 17 March 2020	PKO BP: CEE Capital Markets Conference - London 2020
25 – 26 March 2020	WOOD's 2020 EME NYC Conference
30 April – 14 May 2020	Closed period prior to the publication of Q1 2020 results
14 May 2020	Quarterly report for Q1 2020
6 – 20 August 2020	Closed period prior to the publication of H1 2020 results
20 August 2020	Consolidated semi-annual report for the 1st half of 2020
27 October – 10 November 2020	Closed period prior to the publication of Q3 2020 results
10 November 2020	Quarterly report for Q3 2020