



# Cyfrowy Polsat IR Newsletter

7 – 13 December 2020



**Telko.in**  
**7 December 2020**

## **Plus: 5.2 million people within 5G network coverage**

*by Marek Jaślan*

Plus (a Cyfrowy Polsat Group company) has informed that as of the end of November 2020 the coverage of its 5G network extended over an area inhabited by more than 5.2 million people. According to the operator's announcements, in 2021 more than 150 cities and towns and over 11 million people will be living within the coverage area of Plus's 5G network operating in the 2600 MHz TDD frequency band.

Plus's 5G network was launched in May 2020, initially in the major cities of Poland, i.e. in Warsaw, Lodz, Gdansk, Katowice, Szczecin, Poznan and Wroclaw.

Plus informed that it was working intensely on expanding the 5G network coverage. The number of 5G transceivers planned to be on air next year is over 1,700.

Plus is also working on the development of its 5G network while employing other radio frequencies and technologies. Currently the operator's offer of equipment includes a dozen or so 5G-supporting devices from various price ranges.

**PAP Biznes**  
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## **Orange Polska acquires a 100-percent stake in Craftware**

*by kuc/ana*

Orange Polska has signed an agreement for acquisition of Craftware for PLN 110 million. The transaction does not require any regulatory approvals.

According to the operator, the acquisition is aimed at strengthening the group's operations in the business customer segment, by giving it access to the rapidly developing market of CRM solutions.

Craftware is a company which deals with the analysis, design and implementation of customer relationship management (CRM) systems. It has experience in implementation and integration of systems relying on Salesforce technology which is used by over 150 thousand companies globally. Craftware customer base includes major companies from such sectors as pharmaceuticals, FMCG, retail and finance.

**PAP Biznes**  
**7 December 2020**

**New strategy of Orange Polska is more evolutionary than revolutionary. Ultimately the company wants to resume dividend payouts (an interview)**

*by Ewa Pogodzińska, epo/osz*

In an interview for PAP Biznes, the CEO of Orange Polska, Julien Ducarroz, said that the operator's new strategy is intended to be more of an evolution than a revolution. The financial goals will be set for the years 2021-2023 but other assumptions will be more far-reaching. He added that the company wanted to resume dividend payouts but the decision regarding the renewed payouts required knowledge of the scale of 5G-related costs as well as finding of a partner for financing FiberCo.

The new strategy of Orange Polska, to be presented in Q2 2021, will show the long-term vision and the directions of development. Financial targets will be outlined for a period of 3 years due to the fast changes in the telecommunication sector, making it difficult to develop any longer term forecasts.

According to Mr. Ducarroz the operator's new strategy will be more of an evolution than of a revolution. It will include the roll-out of 5G network. Orange Polska also wants to be a more innovative company which will embrace, in a greater degree, such areas as artificial intelligence or virtual reality, and it also wants to participate in the process of data collecting and analysis.

Moreover, the operator will present its goals related to pro-ecological activities, which will include a change of the energy mix.

In addition Orange Polska wants to resume dividend payouts but the possible date depends on numerous factors.

*"We need to make sure that our revenue and the company are going in the right direction - the strategy is to ensure that we do that. On the other hand, we need to know if there is interest in co-investing in fiber development and know the costs associated with 5G. This will allow us to decide when we can return to dividend payment,"* **said Julien Ducarroz.**

*"In the case of 5G, we need to be clear about the Cybersecurity Act, because it is difficult to play a game whose rules are unknown. I do hope that by the end of the year we will know its final shape, and at the beginning of next year we will see the assumptions concerning the development of 5G network. So that the auction can take place in the second quarter. Poland cannot postpone investment in 5G. This is important for the development of the country's economy,"* **added Ducarroz.**

**Puls Biznesu**  
**9 December 2020**

## **Poles are open to new technologies**

*by Anna Bęćcik*

According to the “Digital Transformation in Europe” report, developed by Cebr at the request of eToro, Poles are among those nations of Europe which are most open to (new) technologies.

85% of them are ready for increased level of digitization in such sectors and energy and media, with 83% being ready for changes in the financial sector. As many as 87% of Poles appreciate the benefits offered by new technologies while acknowledging that these technologies make their lives easier (the average in Europe is 72%). Overall, however, Poland ranks fifth out of the nine countries that were analyzed. The factors which decided about the lower position in the ranking included “low level of digital penetration,” i.e. low level of access to technologies.

According to the eToro report, Denmark is the leader in the area of digitization, with Spain being no. 2, followed by the United Kingdom and the Netherlands. The countries which ranked lower than Poland were Germany, France, Romania and Italy.

**Current report 33/2020**  
**11 December 2020**

## Dates of publication of periodic reports in 2021

Pursuant to the provisions of § 80 sec. 1 of the Ordinance of the Minister of Finance of March 29, 2018 on current and periodic reports published by the issuers of securities and the conditions of recognizing as equal the information required by the laws of non-member states (the “Ordinance”), the Management Board of Cyfrowy Polsat S.A. (the “Company”), hereby announces the publication dates of periodic reports in the year 2021.

### 1. Annual reports:

- annual report for 2020 – March 25, 2021
- consolidated annual report for 2020 – March 25, 2021

### 2. Consolidated quarterly reports:

- quarterly report for Q1 2021 – May 12, 2021
- quarterly report for Q3 2021 – November 9, 2021

### 3. Consolidated semi-annual report for H1 2021 – August 18, 2021

In addition, pursuant to the provisions of § 62 sec. 1 and 3 of the Ordinance, the Company will not publish standalone quarterly or semi-annual reports. The Company informs that it is its intention to present in 2021 consolidated quarterly reports including condensed standalone financial statements as referred to in § 62 sec. 1 of the Ordinance as well as to present the consolidated semi-annual report for the first half of 2021 including the condensed standalone financial statements for the six months ended June 30, 2021 as referred to § 62 sec. 3 of the Ordinance.

The Company also announces that it will not publish a consolidated quarterly report for Q4 2020, nor a consolidated quarterly report for Q2 2021 pursuant to the provisions of § 79 sec. 2 of the Ordinance.

# Cyfrowy Polsat shares



Date	Maximum price (PLN)	Minimum price (PLN)	Closing price (PLN)	Change (%)	Turnover (mPLN)
2020-12-07	27.86	27.30	27.84	0.65	12.07
2020-12-08	28.48	27.60	28.32	1.72	23.50
2020-12-09	28.40	27.72	27.94	- 1.34	29.10
2020-12-10	28.24	27.02	27.34	- 2.15	7.79
2020-12-11	28.06	27.12	27.92	2.12	12.50



# Investor's calendar



1 – 4 December 2020	WOOD's Winter Wonderland EME Conference   December 2020   Prague (online)
11 January 2021	Dividend payout - 2nd tranche
28 January 2021	ERSTE GROUP Conviction Equity Investors Conference (online)