

## Agenda

- Market strategy and business pillars in Cyfrowy Polsat Group
- Cyfrowy Polsat and InterPhone Service as compatible partners
- Factory on the timeline
- SEZ Mielec
- Services and capacities
- Focus on the quality
- Some facts and figures about company's growth
- Customer portfolio

“If you're trying to create a company, it's like baking a cake. You have to have all the ingredients in the right proportion”

- Elon Musk



# Unique Market strategy based on complementary business pillars



# We head towards creating a fully self-contained TV and telco operator



“To me, a great company starts with a great product  
and ends with a great product “

- Tobias Lutke

## CP/IPS join forces for wide scope of services

- IPS is fully manufacturing focused entity with purchasing and logistic background.
- CP Consumer Electronic Department is engineering orientated organization to design and support manufactured devices by IPS
- Both organizations are cooperating from 2010 to effectively introduce and maintain products to the market
- Synergy between organizations leading to minimize overhead on production



## Company overview

Largest polish DHT Platform

Highly diversified customer  
base

Independent EMS provider  
with full range of services

Strong financial position

Business model based  
on long term relationships

Automotive-based QMS



“The man who builds a factory builds a temple”  
-Calvin Coolidge

# Landmarks - manufacturing site

- 2017 - Opening of Logistic Center IPS
- 2015 - Acquisition of InterPhone
- 2012 - Cooperation with external clients
- 2010 - Extending capacities by second manufacturing site InterPhone Service located in Euro-Park Mielec Special Economic Zone
- 2007 - Set up of manufacturing site in Warsaw



# Benefits of locating in SEZ Mielec

- Number of companies operating under business license - 167 incl. 70 in Mielec



InterPhone  
Service Sp. z o.o.



- Investment expenditures 6 840 MPLN incl. 3 910 MPLN in Mielec
- Jobs - 26 552 incl. 13 997 in Mielec
- Tax exemptions (CIT, local tax)
- Grants (budget in UE 2007-2013; TOTAL - 975 000 MEUR, Poland 69 000 MEUR (7%), 2014-2020 - TOTAL 960 000 MEUR, Polska 82 500 MEUR (8%).
- Location in south-eastern Poland, in an area with highly developed logistics



“Quality is conformance to requirements”  
- Philip Crosby

## Quality as a key business enabler

- ISO 9001:2015, ISO 14001:2015 and ISO 45001:2018 certificates
- IATF 16949: 2016
- Quality control of production materials
- Quality control at every stage of the production process
- Control and maintenance of ESD conditions
- Control of production documentation
- A fully implemented traceability system
- Output quality control of the final product
- AOI and X-ray inspection



## Production line capacity

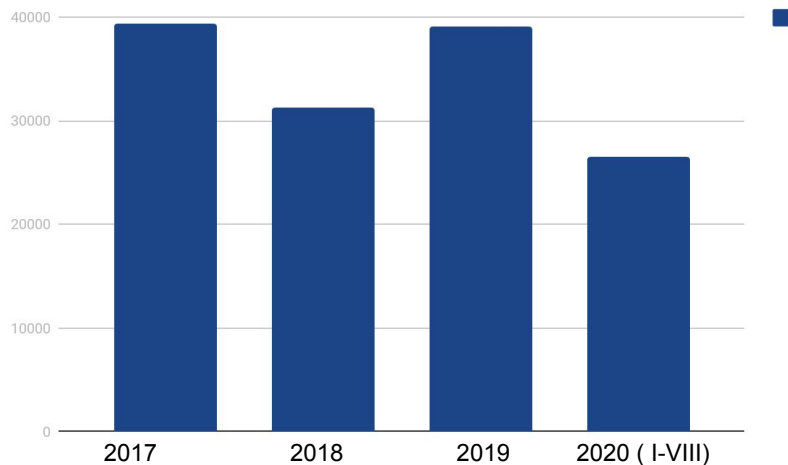
- 4 SMT lines set up to provide max. flexibility
- 2 THT lines to provide maximum output effectiveness
- Testing lines ready for audio/video/3G/Wi-Fi/LTE
- Assembly & packing lines to provide a full range of EMS
- Semi finish goods production capacity up to any stage
- Semi-Knock-down (SKD) process readiness
- Full logistic and spedition support on site
- AOL of assembled circuits
- X-Ray inspection of assembled circuits
- 3D inspection of soldering paste application
- Flash memory programming
- In-circuit tests
- Selective conformal coating



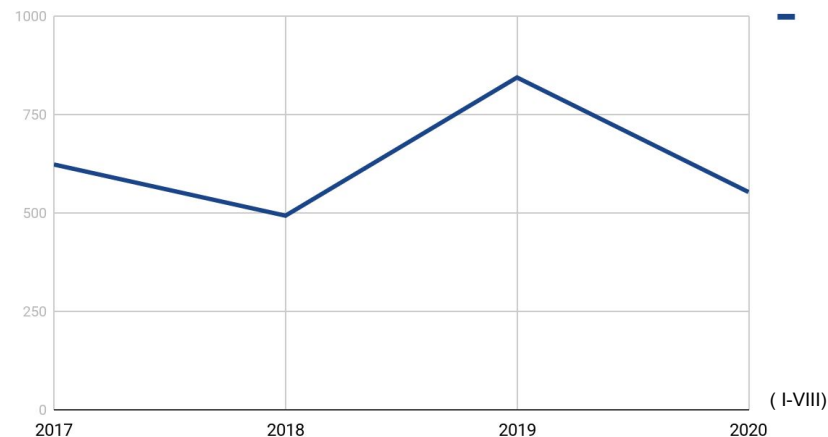
“Sustainable development is the pathway to the future  
we want for all”  
-Ban Ki-moon

# Consistent growth and profitability

Annual Turnover (USD in thousands)



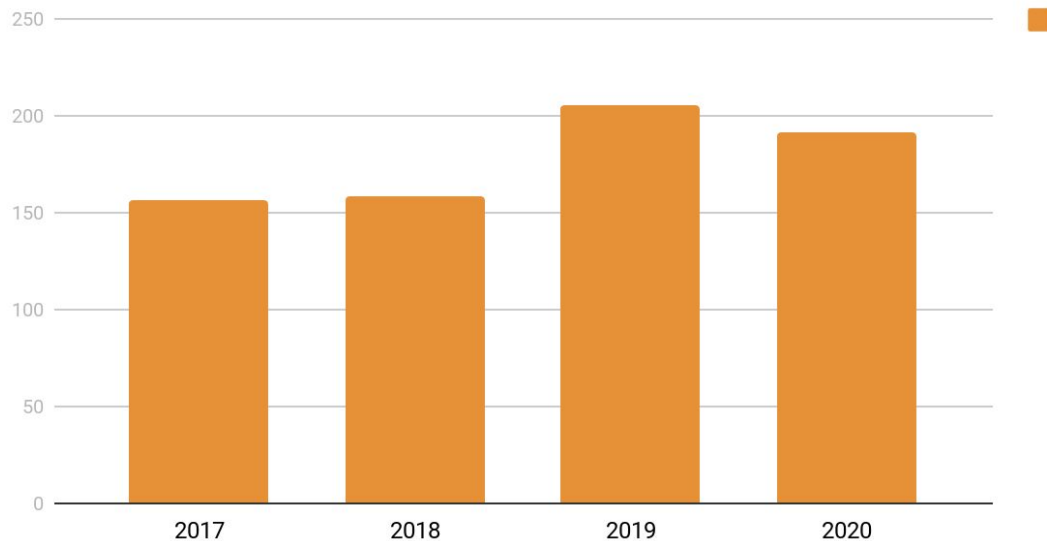
Devices produced (in thousands)





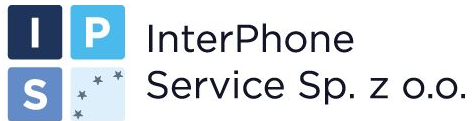
# Technology starts with people

The average annual employment (full time jobs + employing by the employment agency)

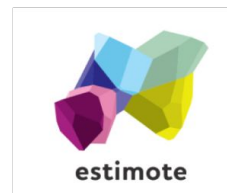


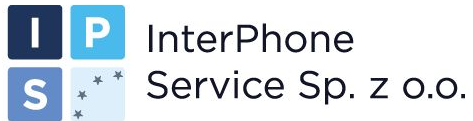
“The customer is the most important  
part of the production line”

- W. Edward Deming



**Strong  
customer base**





# Thank You