

Poland

as a Hub for Eastern Europe Connectivity

by Kamil Szczepanski, Sep 2024



Poland's geography and economy

- **Borders**
Poland is bordering with 7 countries (DE, CZ, SK, UA, BY, LT, RU) + 2 oversea countries* (DK, SE)
- **Population**
38M
- **Economy**
795B EUR
6th in EU, 8th in Europe, 23rd in the world
- **Main cities**
Warsaw (1,9M residents, capitol), Cracow (0,8M, former capitol), Wroclaw (0,7M), Lodz (0,7M), Poznan, Gdansk, Szczecin, Bydgoszcz, Lublin, Bialystok, Katowice (0,25-0,5M)
- **Goods transit country on the route**
China – Russia – Baltic States/Belarusia/Ukraine – Poland – Germany – Western Europe
- **Membership**
EU, WTO & OECD

2 * Countries that are connected by fiber cable means



Key IT & Telco companies in Poland



IT

- **Asseco Poland (1,73b EUR)**
no.1 software and service company in PL, offering products in ~50 countries
- **Comarch (0,6b EUR)**
software for B2B e.g. ERP and CRM, offering products in ~100 countries
- **CD Projekt (16,5b EUR)**
video game producer and digital games distributor (Witcher series, Cyberpunk 2077, GOG.COM)

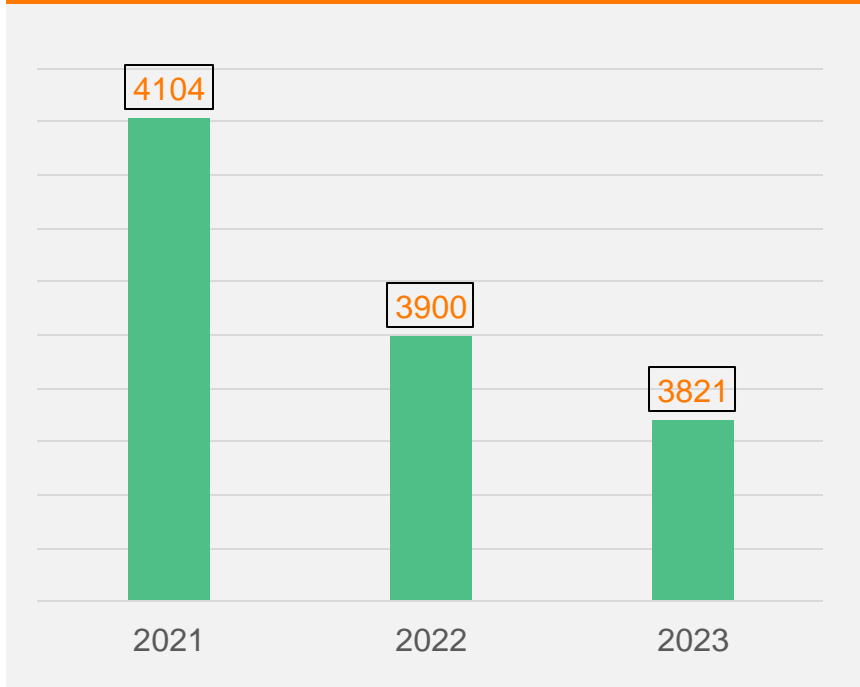


Telco

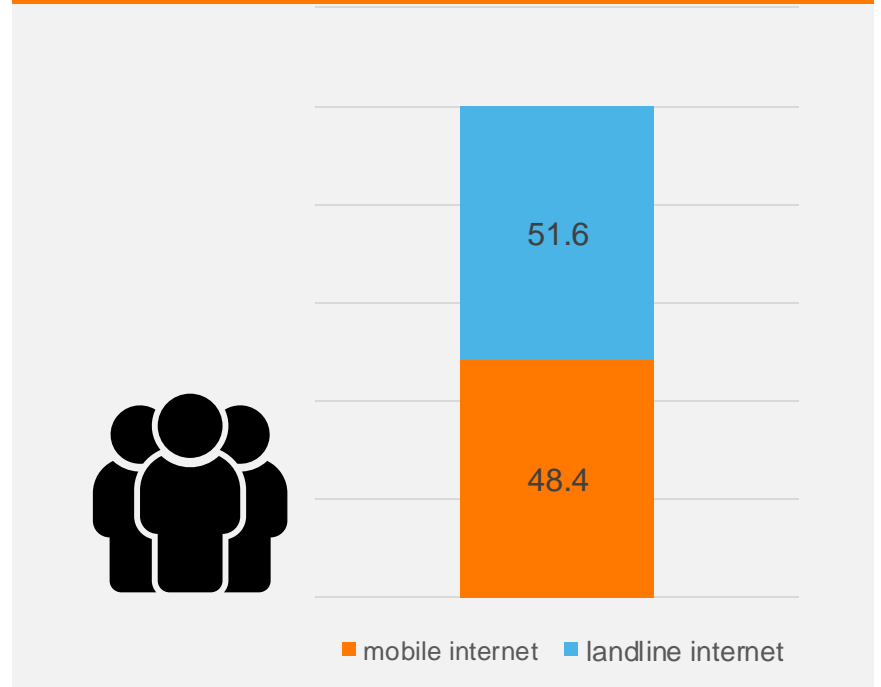
- **Orange Polska (2,7b EUR)**
fixed and mobile
- **Play (P4) (2,3b EUR)**
fixed and mobile
- **Polkomtel* (undisclosed)**
mobile but in the same financial group as Netia
- **T-Mobile Polska (1,6b EUR)**
mobile but reselling fixed services
- **Netia* (0,5b EUR)**
fixed and MVNO

Poland's Internet market indicators

Number of telco providers

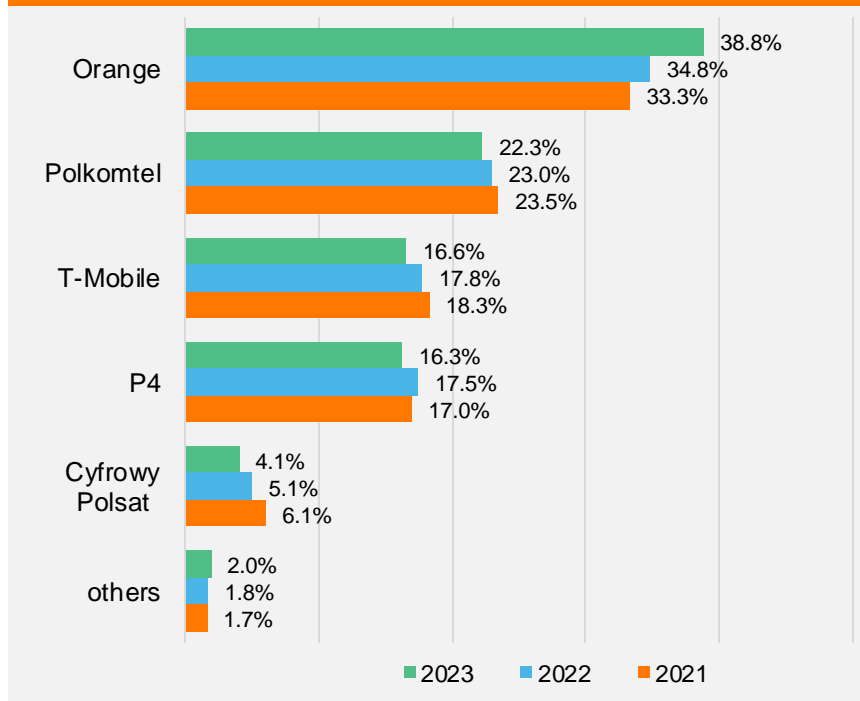


Share of internet access by technology

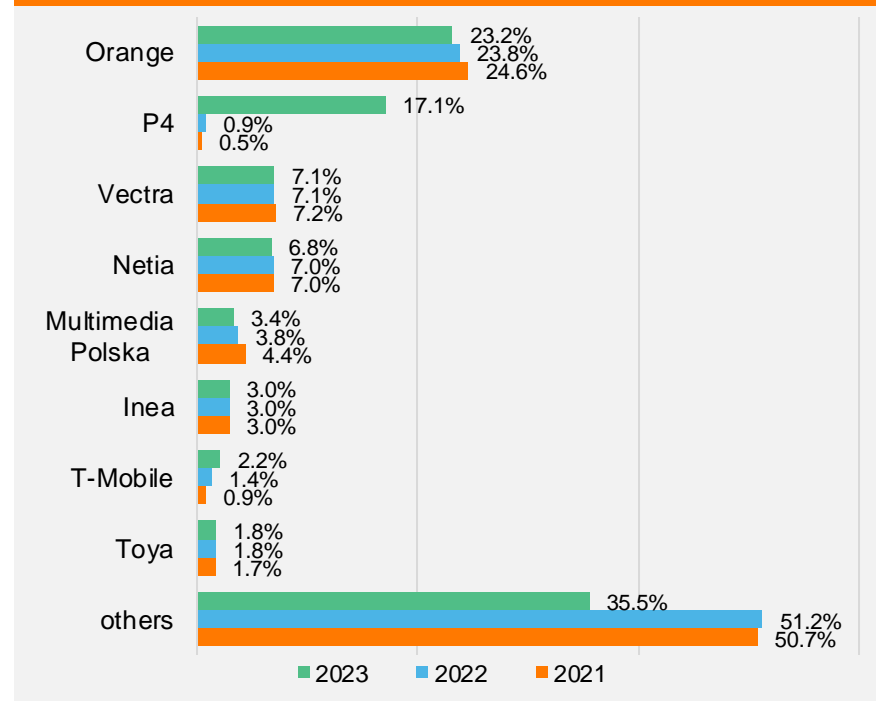


Poland's Internet market indicators

Mobile internet access share per carrier



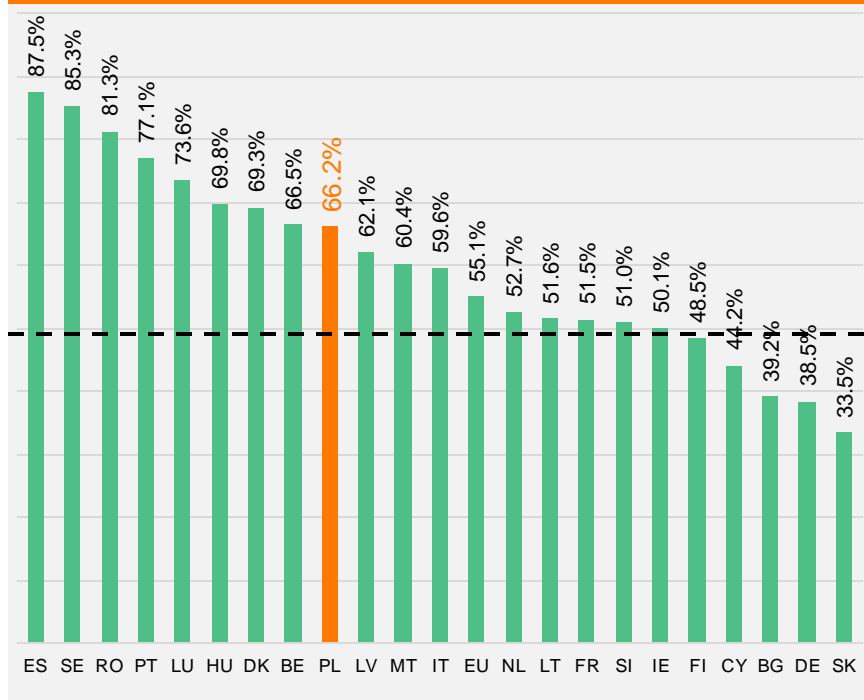
Fixed internet access share per carrier



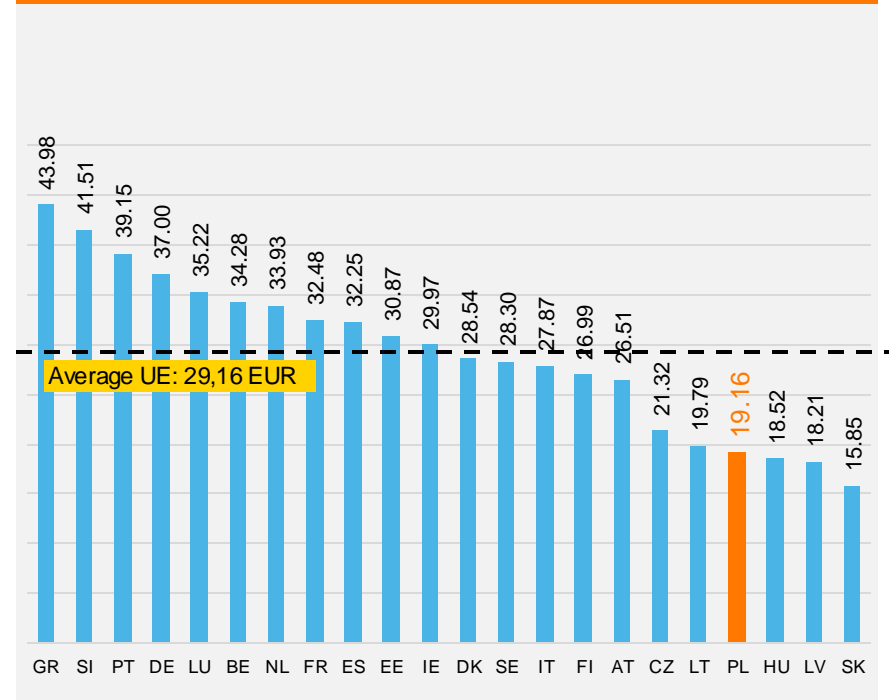
* Multimedia Polska is now part of Vectra; M&A happened in 2017 but customer migration in 2023 was still not completed

Poland's Internet market indicators

Min. 100 Mb/s fixed internet usage in EU



Avg. Internet cost in EU based on OECD basket (120 GB/>100 Mb/s)



Regional M&As important for Poland

Iliad or Xavier Neil financial group owns:

in Poland:

- mobile operator (2020, Play – P4)
- fixed cable TV (2022, UPC Poland)
- fixed lines and DCs regional operator (2020, 3S)

■ in Ukraine:

- fixed and cable TV operator (2024, Datagroup-Volia)
- MNO (2024, Lifecell)

■ in Sweden:

- 20% stake (30% of votes) in Tele2 – fixed and mobile operator in Baltic Sea region



Regional M&As important for Poland

Others:

- in Poland:
 - FixMap, company that consolidated 20+ SMC ISPs and got strategic investor from Arcus Infrastructure Partners to continue buy outs (2024)
- in Ukraine:
 - Vodafone Ukraine bought Vega Telecom aka Farlep Invest (2021)
 - Vodafone Ukraine bought Freenet „O3” (2023)



Int'l cloud services market in Poland – local zones availability

Available

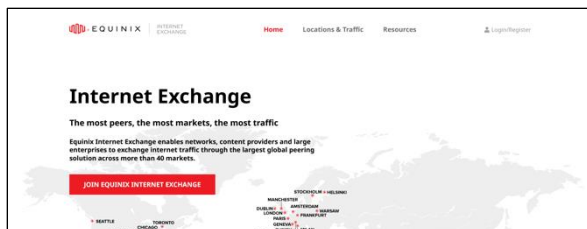
- AWS Local Zone Warsaw
- Microsoft Cloud Zone Warsaw
- Google Cloud Zone Warsaw
- OVH Cloud Zone Warsaw
- Scaleway zone Warsaw
- UpCloud zone Warsaw

No available yet:

- IBM
- Oracle
- Tencent
- Alibaba
- DigitalOcean
- Salesforce

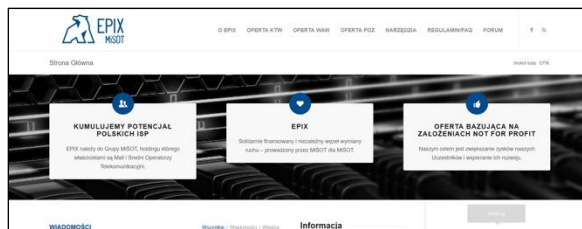


TOP 3 IXes in Poland



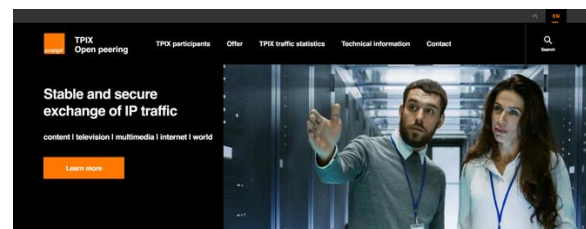
Equinix Internet Exchange

- run by Equinix
- ~303 ASN*
- traffic undisclosed
- local access:
Warsaw own DCs (3)



EPIX

- run by e-Południe
- ~550 ASN**
- 3,7T (2,1T) peak
- regional access:
Katowice (4 DCs),
Warsaw (6 DCs), Poznan (2 DCs)



TPIX PL

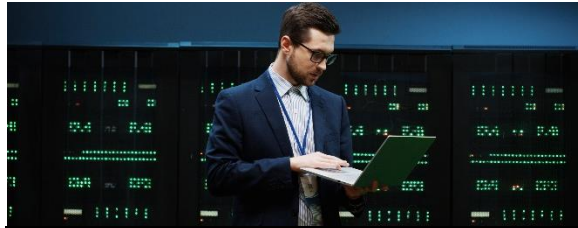
- run by Orange Polska
- ~400 ASN**
- 2,6T peak
- countrywide access:
10 major polish cities
+ Warsaw (6 DCs), Katowice
(2 DCs), Poznan (2 DCs),
Frankfurt (FR5 & NewTelco)

Main service providers in Poland by selected categories



Top long-haul fiber operators owing infrastructure and international interconnection

- Hawe Telekom
- Netia (incl. TK Telecom)
- Exatel
- PIONIER
- Orange



Popular Tier-1s present in Poland

- Colt/Lumen
- Arelion
- Cogent
- TIS
- HE
- NTT
- GTT
- Tata
- DT
- LibertyGlobal
- Orange



Main international carriers with own network

- EXA Infrastrucure
- Colt/Lumen
- euNetworks
- Arelion
- RETN
- Deutsche Telecom

Main service providers in Poland by selected categories

Local DC providers used or considered by int'l companies



- 2 DCs in Warsaw
- 3rd under construction RFS Q42024
- 1 DC in Katowice



- 2 DCs in Poznan



- 2 DCs in Cracow



- 1 DC in Katowice



- 1 DC in Cracow



- 6 DCs in Katowice, Bytom, Warsaw, Gdansk



LIM DC
DATA CENTER


- 1 DC in Warsaw

ISPs & fixed telcos from region present in Poland

	
Czechia & Slovakia	
▪ SWAN	16160
▪ Quantcom	29208

	
Denmark & Sweden	
▪ Arelion	1299
▪ Tele2	1257

	
Lithuania, Latvia, Estonia	
▪ Bite Lietuva	13194
▪ Datalogistics 201201	
▪ Globalcom (Baltnet)	42979
▪ Telia Lietuva, AB	8764
▪ Telenet	24589
▪ Tet	12578

	
Ukraine	
▪ 1-IX EU	50263
▪ Cosmonova	34867
▪ Datagroup	3326
▪ Dataline Net	35297
▪ Euroline Ukraine	60159
▪ EUROTELE-PLUS	6768
▪ Gigaset IXN Ukrainian Backbone Networks	59613
▪ Gigatrans	44600
▪ IP Port	8647
▪ IP Net	25521
▪ IT Systems	13249
▪ Syntegra Telecom	48641
▪ UARNet	3255
▪ Ucomline LTD	12883
▪ UTG	50581
▪ Vodafone Ukraine	21497
▪ Volz	12963
▪ Wnet	15772
▪ Wnet Telecom USA	1820

New long-haul routes planned in Poland



Netia to build new DWDM system between Ukraine, Czech and Germany based on CEF funding ("EAST WEST GATE")
– RFS ~Aug 2025



- Hawe to build new fiber route to Lithuanian border (border point Budzisko) – RFS ~Q4 2024
- Hawe to build new fiber ring in Warsaw connecting major DCs (~150km) – RFS ~H2 2026



Orange Polska to build or rebuild fiber routes to Lithuania, Germany, Czech Rep. and Slovakia
– RFS ~2026/2027



Arelion to build Baltic ring with CEF funding ("Baltic ring")
– RFS ~Q12025



Undisclosed subsea fiber route(s) from Poland over Baltic sea to Denmark and/or Sweden

POLAND

OFFICIAL TRAILER



Links

<https://www.telko.in/netia-rozpoczela-budowe-ponadregionalnej-sieci-dwdm>

<https://www.netia.pl/en/for-business/aktualnosci/ewg-east-west-gate>

<https://www.telko.in/hawe-telekom-buduje-nowa-trase-swiatlowodowa-na-litwe>

<https://www.telepolis.pl/wiadomosci/wydarzenia/hawe-buduje-nowy-swiatlowodowy-ring-warszawski>

<https://hadea.ec.europa.eu/>

<https://www.peeringdb.com/>

<https://bgp.he.net/>

Thank you

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