

# Netia is updating its 2014 financial plan

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Netia SA, the largest independent operator of fixed-line services in Poland, has published its results for the first half of 2014. During the first six months of this year Netia made a net profit of PLN 19.2 million and EBITDA of PLN 245.8 million with the revenues at PLN 856.5 million.

As the pace of sales in the first half year 2014 was slower than expected, Netia has updated its 2014 guidance. Despite the revenue guidance decreasing from PLN 1 735 million to PLN 1 675 million, the Management Board expects the revenue trend to improve in the second half year 2014 thanks to new sales initiatives which have already been launched on the market. Additionally, a short-term and medium-term cost reduction programme "Netia Lajt" was introduced, which allows the guidance for 2014 adjusted EBITDA profit to stay at a level of PLN 505 million. Due to additional capital investment to support sales increase in the second half year 2014, the capital investment forecast is increased from PLN 200 million to PLN 215 million.

Adam Sawicki, recently appointed as the President of the Management Board, together with the Management Team are working to verify strategic financial and operational objectives for the Netia Group. The aim of their work is to stabilise financial performance and increase both the focus on growth and consolidation chances, still present in the Polish telecommunications market. The Team plans to submit the new plan to the Supervisory Board for approval in the third quarter of 2014.