FASTWEB's revenues are stable at 393.5 million euro in the third quarter of 2013
Ebitda grows by 2.5% to 125.7 million euro

The fiber operator gained 24,000 new broadband customers in the period July - September 2013, confirming its leadership in the Italian market in terms of subscribers' growth. FASTWEB's customer base has reached 1.91 million units.

Milan, 7th November 2013 - FASTWEB announces its third quarter 2013 financial results. In September the optic fiber provider's customer base reached 1.91 million, with 24,000 new customers gained in the period July - September. The number of FASTWEB's customers has grown by 207,000 units in one year, confirming FASTWEB as the Italian leading provider in terms of broadband customers' growth.

In the third quarter, FASTWEB's **industrial revenues** reached **393.5 million euro,** almost stable with respect to the year-earlier figure of **393.1 million euro (+0,1%)** in the third quarter of 2012; the figures are net of low margin hubbing revenues, which the Company has planned to gradually reduce. The gross figures were respectively equal to 402.7 and 408.7 million euro.

In the Enterprise segment FASTWEB has reinforced its co-leadership of the market. The acquisition of new corporate contracts has registered a very positive trend with a 60% win rate in negotiations. Inail and Terna count among the new contracts signed in the quarter.

Inline results were also obtained by the Enterprise Business Unit thanks to the new VAS ICT services (Cloud computing, Security and Housing/Co-location), which enrich FASTWEB's telecommunication services portfolio and further respond to the ever-increasing complexity of large corporations' and Public Administration's requirements.

The operating result (**EBITDA**) of **125.7 million euro** registered a **growth of 2,5%,** compared to **122.6 million euro** of the third quarter 2012.

The success achieved in the residential market and the stable performance in the Enterprise market, which generates about half of FASTWEB's turnover, allows the company to confirm its business targets for 2013 and in particular the year-end EBITDA target of 500 million euro, stable compared to the result of a year before.

FASTWEB's commercial result has also been achieved thanks to its continuous investments in the optic fiber network. One year since the launch of a major expansion plan for the fiber optic infrastructure, the new ultrabroadband services have started to be offered in 14 cities: Verona, Brescia, Monza, Livorno, Pisa, Varese, Ancona, Bari, Como, Palermo, Padua, Pescara, Reggio Emilia and Turin.

Today about 1.5 million of households and enterprises are reached by the new network, enabling services with up to 100 megabit per second speeds. This is in addition to the 2 million of households and enterprises reached by FASTWEB's fiber in the cities of Milan,

Bologna, Genoa, Rome, Naples and Bari, where, since 2010, the provider offers to its customers a 100 megabits per second Internet access.

Spending on fiber optic network expansion pushed **Capex** (capital expenditure) up to 137 million euro in the third quarter, compared to 98 million euro of a year before.

"The new fiber services up to 100 megabits per second are encountering a growing success: in those areas where they have started to be offered, sales have grown by 50% compared to September 2012", said Alberto Calcagno, FASTWEB's CEO. "Italian families and enterprises are responding to our effort in the way we wished they would. Thanks also to our new network, Italy will be able to meet the objectives of the European Digital Agenda, a must for the development of our country".

FASTWEB, with 1.91 million customers, is one of the main telecommunications providers in Italy. The company has invested in a new-generation fiber network spanning more than 34,000 kilometers. FASTWEB reaches with its own network about 50% of Italian population, of which 10% in Fiber to the Home, the optical fiber connection to the customer home (2 million households passed), offering broadband services at 100 megabit per second speed. Recently the company has announced an extension of its ultrabroadband network that will cover by 2014 about 5.5 million households (or 20% of Italian population) with speeds up to 100 megabit per second. FASTWEB offers advanced and competitive services to both residential customers and business segments (Public authorities, large companies, small and medium enterprises, professionals, sohos, universities and research institutes). The Company will invest about 2 billion euro in innovation and infrastructure over the next four years. Since 2007 Fastweb is part of Swisscom Group.

For further information:

FASTWEB Media Relations
Maria Laura Sisti
Tel + 39 02 4545 4370
Marialaura.sisti@fastweb.it