

## Fastweb announces first half 2022 results: 36<sup>th</sup> consecutive quarter of growth for customers, revenues, and margins

*For the first six months of the year Fastweb reports a growth in wireline, mobile and wholesale customers compared to 30 June 2021, and revenues up 1,5% on previous year. Margins also increased with EBITDAaL marking a +5%. Mobile segment keeps outperforming, customers up 28% compared to previous year.*

Milan, August 4<sup>th</sup>, 2022 - In the second quarter of 2022, Fastweb keeps growing in terms of customers, revenues, and margins, reaching the milestone of its thirty-sixth consecutive quarter of growth. A result rewarding the evolution of Fastweb and of its strategy, which combines core business targets with the common good, pursuing the highest standards of social responsibility and environmental sustainability against climate change.

In the first half of the year, the growth trend in customer acquisition continued with a total of 375.000 new customers in the segments of wireline, mobile and wholesale access services (+15% compared to 1H 2021).

Revenues at the end of the first semester totaled 1.199 million Euro, up 1,5% on 1H 2021. Reported EBITDA at 30<sup>th</sup> June 2022 reached 403 million Euro (+5% compared to the first half of 2021) whereas EBITDA after lease costs (EBITDAaL) reached 374 million Euro, marking a 5% increase compared to the first half of 2021.

Fastweb confirms its leadership role in the penetration of ultra-broadband connectivity services. At June 30<sup>th</sup> 2.296.000 residential customers subscribed UBB connectivity services, up 7% compared to previous year. 85% of the customer base (+8 p.p. compared to 1H 2021), enjoys connectivity with download speed from 100 Mb/s up to 1 Gb/s. 300.000 Fastweb's customers are currently connected with speed of 2.5 Gb/s.

The mobile segment grew very well too, continuing its double-digit growth. At June 30<sup>th</sup> Fastweb totaled 2.81 million active customers, up 28% compared to 1H 2021, a performance positioning Fastweb among the top performers in Italian mobile market. Convergent customers adopting mobile as well as wireline services represent 40% of Fastweb customer base (+4 p.p. compared to 1H 2021).

Strong results also for the Wholesale division with number of UBB lines provided to other operators grew to 386.000 marking a significant increase of 103% compared to previous year due to the strong request for connectivity by other operators who choose Fastweb and its infrastructures to provide high-performance ultra-broadband connections to their customers. Revenues for the Wholesale division up to 130 million Euro, +3% compared to the first six months of 2021.

The Enterprise Business Unit shows a steady upward trend, with revenues totaling 497 million Euro (+3% compared to 1H 2021), an increase enabled by the high performance of the infrastructures and of the wide portfolio of services able to support the digital transformation of Public Administrations and enterprises, including cyber security and

Cloud computing solutions. Fastweb market share for the Enterprise Business segment is now 34% in terms of revenues.

In the second quarter of the year, Fastweb confirms its leadership in terms of investments, which totaled 142 million Euro in the quarter (299 million Euro in the first semester), equal to 25% of revenues, focused mainly on the development of high-performance networks, cloud computing and cybersecurity advanced services. At June 30<sup>th</sup>, the 5G mobile network covers 61% of the national territory while the 5G FWA network reaches 2.7 million homes.

Fastweb keeps pursuing its "Tu sei futuro" ("You are future") strategic vision, which puts people at the centre so that they can be part of a more connected, inclusive and eco-sustainable future. Last May the company has unveiled STEP FuturAbility District, a new interactive area at its Milan HQ designed to help visitors acquire greater awareness of the digital transformation and its repercussions on all areas of personal and professional life. The Group has also supported numerous activities within the "Settimana del Futuro" ("Week of the Future"), the project launched in January which aims to inspire and at the same time involve all its employees who can dedicate 5 days a year by joining as volunteers in various activities. Fastweb also confirms the strong commitment of the company on reducing and compensating its emissions, which has set the ambitious goal of becoming completely Carbon Neutral by 2025.

For further info:

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