Fastweb announces Q3 2021 results: 33rd consecutive quarter of growth for customers, revenues and margins

For the first nine months of the year Fastweb reports a 13% growth in fixed, mobile and wholesale customers compared to 30 September 2020, and revenues up 5% on previous year. Margins also increased with EBITDA marking a +6%, year over year growth.

Milan, 28th October 2021 - In the third quarter of 2021, Fastweb keeps growing in terms of customers, revenues and margins. The company further consolidated its position in the Italian telecom services market, reaching its thirty-third consecutive quarter of growth, an outstanding achievement certified by the latest Mediobanca report according to which Fastweb *"is the only operator growing in terms of revenues (+28%) in the 2016-2020 period, with a level of investments well above the Italian average".*

In the first nine months of the year, the growth trend in customer acquisition continued with a total of 488.000 new customers in the segments of fixed, mobile and wholesale access services (+13% compared to 30 September 2020).

Fastweb confirms its leadership role in the penetration of ultra-broadband connectivity services. At September 30th 2.184.000 residential customers subscribed UBB connectivity services, up 14% compared to previous year. A remarkable result achieved thanks to the high performance of the network and also to the launch of Nexxt, the innovative internet box that incorporates the Amazon voice assistant Alexa that allows customers, simply by using their voice, to manage their subscription and to access to a large set of digital services. With its ultrabroadband network Fastweb currently covers 89% of Italian households and businesses.

The mobile segment continues its double-digit growth, despite the strong competition in the market. At September 30th Fastweb totalled 2.316.000 active customers, up 23% compared to 30 September 2020. Convergent customers adopting mobile as well as wireline services represent 37% of Fastweb customer base (+4 p.p. year over year).

Positive performance also for the Wholesale division with the number of UBB lines provided to other operators in the first nine months of 2021 grew to 270.000, marking an increase of 86% compared to the same period of 2020, a result that rewards Fastweb' s strategic choice made three years ago to provide new generation infrastructures not only to its own customers but also to those of third party operators choosing to rely on Fastweb innovative networks. The Wholesale division reported revenues up to 187 million euro, +11% on previous year.

The Enterprise Business Unit performed also well, with revenues totalling 712 million euro (+8% compared to previous year), an increase enabled by the wide portfolio of services to support the digital transformation of Public Administrations and enterprises, including cyber security and Cloud Computing solutions, as well as the launch of the 5G Mobile service for the large business market. Fastweb market share for the Enterprise Business segment is now 34% in terms of revenues.

In the first nine months of the year revenues totalled 1.755 million euro, up 5% compared to the same period of 2020.

Reported EBITDA at 30th September reached 602 million euro (+6% compared to the first nine months of 2020) whereas EBITDA after lease costs (EBITDAaL) reached 562 million euro, marking a 6% increase.

Even in the third quarter, Fastweb confirms its leadership in terms of investments, which totalled 439 million euro, equal to 25% of revenues, focused mainly on the transition of the company into an infrastructured OTT operator through the development of fixed and mobile 5G and FWA networks, advanced technologies and cloud computing and cybersecurity advanced services.

For further info:

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