



Fastweb and Huawei sign a strategic partnership to develop new convergent services and to use small cells technologies for 5G

A long term agreement to develop joint activities and launch innovative services

Shenzhen (China), September 20th 2016 - Fastweb and Huawei have signed a multi-year strategic partnership to develop innovative solutions and services in the area of fixed-mobile convergence and wireless services.

The agreement has been signed at Huawei headquarters in Shenzhen by Alberto Calcagno, CEO of Fastweb and Edward Chan, CEO of Huawei Italy.

The strategic partnership objective's is to develop innovative solutions and services starting from the area of fixed-mobile convergence and wireless solutions.

Both companies will make available human resources, technologies and know-how that, through a dedicated team, will allow to develop products and services that Fastweb will launch on the market to strengthen its strategy and commercial offer.

The first project will cover the small cells technologies, as premise to develop 5G services, leveraging both on Fastweb technological assets and on licensed and unlicensed spectrum frequencies.

Meanwhile, the collaboration between Fastweb and Huawei, started in 2012, will continue to develop innovative broadband solutions, both in fiber and copper, which have contributed to realize Fastweb ultrabroadband network. As of today, it reaches 7 million houses and families at an access speed up to 200 Mbps.

"We start today a new way of collaboration on innovation" commented Alberto Calcagno, CEO of Fastweb. "Thanks to this agreement, Fastweb can access to Huawei global R&D resources on very specific and vertical topics. This agreement, by sharing human and technological resources, will represent a further accelerator of innovation for Fastweb, bringing great advantages to our customers".

"The agreement signed today at our headquarters consolidates a long lasting partnership, that is being enriched by further technological and strategical developments" declared Edward Chan, CEO of Huawei Italy. "Developing innovation together with our customers is one of the founding values of Huawei and we are proud to do it in areas that can bring Fastweb to realize ambitious objectives, like the transition to 5G".



About Huawei

Huawei is a leading global information and communications technology (ICT) solutions provider. Our aim is to enrich life and improve efficiency through a better connected world, acting as a responsible corporate citizen, innovative enabler for the information society, and collaborative contributor to the industry. Driven by customer-centric innovation and open partnerships, Huawei has established an end-to-end ICT solutions portfolio that gives customers competitive advantages in telecom and enterprise networks, devices and cloud computing. Huawei's 170,000 employees worldwide are committed to creating maximum value for telecom operators, enterprises and consumers. Our innovative ICT solutions, products and services are used in more than 170 countries and regions, serving over one-third of the world's population.

Founded in 1987, Huawei is a private company fully owned by its employees.

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About Fastweb

With over 2.3 million customers, Fastweb is a major Italian telecommunications operator. The company offers a wide range of voice and data services, fixed communication and mobile, to households and businesses. Since its creation in 1999, the company has focused on innovation and network infrastructure to provide high quality ultra-broadband services. Fastweb has developed a national fiber optic network of 41,000 kilometers and, at present, passes about 7 million homes and businesses with fiber-to-the-home or fiber-to-the-cabinet technology. By 2020 Fastweb plans to reach with ultra-broadband network 13 million households in 500 cities (50% of the population), of which 5 million with FttH technology with speed up to 1 Gigabit and 8 million with technology FttCab with speed of up to 200 Mbps. Fastweb partners with businesses of all sizes, from start-ups and small and medium enterprises, to the largest corporates and the public sector offering advanced telecommunication and ICT services, such as housing, cloud computing, security and unified communication. The Company has been part of the Swisscom Group since September 2007.

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