e.Biscom selects Siemens
to increase the transmission capacity of optical fiber networks

Milan, March 21, 2001 – e.Biscom S.p.A. (Milan's *Nuovo Mercato*: EBI), the Italian leader in broadband telecommunications, Internet and media-related services, selected Siemens Information and Communication Networks S.p.A. – Siemens Italy Group company focused on information and communication technology – for the supply of ultra high capacity fiber optic transmission systems based on DWDM (Dense Wavelength Division Multiplex) technology.

e.Biscom supplies residential users with Internet access at a speed of 10 Mb/s and at a speed from 100 Mb/s to various Gigabits for business customers.

In order to guarantee this speed to the final customer is necessary to increase transmission capacity on transport network.. The DWDM technology developed by Siemens will assure an overall capacity of terabits (millions of megabits) per second, enabling the access by a growing number of users to the broadband services made available on-line by e.Biscom Group companies.

The transmission systems supplied by Siemens will constitute the "information superhighways" for both long-distance and metropolitan areas.

The deal is designed to transport a huge volume of information on networks developed in Italy by FastWeb and in Germany by Hansenet, e.Biscom broadband telecommunication companies, who offer broadband services on their own fiber optic telecommunications infrastructures.

FastWeb, the first Italian company supplying IP (Internet Protocol) integrated broadband services both to business and residential customers, currently boasts a network of over 1.200 kilometres. FastWeb services are currently offered in Milan, the surrounding areas, and Genoa. FastWeb is also scheduled to offer its services this year in Turin, Rome, Naples, Reggio Emilia (near Bologna) and Grosseto (near Florence).

HanseNet, the leading competitor to Deutsche Telekom in the Hamburg region controlled (80%) by e.Biscom is owner of 1.800 kilometres of infrastructures in place.

Siemens Information and Communication Networks has been chosen by e.Biscom on account of a strict qualitative selection among the main international producers in the DWDM technology thanks to its product lines, such as "Infinity" for the long distance backbones and "Waveline", optimized for metro networks.

"e.Biscom's goal within the end of 2009 – said **Silvio Scaglia**, C.E.O. of e.Biscom – is to cable, through FastWeb, more then 500 Italian cities and to connect 2,5 million users. Within 2010, HansaNet will reach in Hamburg and its surrounding areas 3.000 kilometres of metro networks

for 200.000 customers. Siemens technology – added Scaglia – will give us the opportunity to offer our present and future users innovative broadband services and Internet Video developed on fiber optics integrated with IP protocol".

"With this important supply – stated **Massimo Sarmi**, C.E.O of Siemens Italy Group – we significantly enter in *optical networking*, a market that in Italy will record a 40% annual growth for the next five years in Italy. Thanks to our technology which knows no limits in the increase of data, voice and video transport – added Sarmi – e.Biscom will be one of the first carriers to realize an *information superhighway without traffic*. Present and future FastWeb and HanseNet users will have an active and fast Internet connection also due to an ultimate Siemens system able to expand up to 80 or 160 canals on the same fiber, and to 40 Gigabit/channel".

Fausto Plebani, C.E.O. of Siemens Information and Communication Networks S.p.A., said: "the frame agreement reflects Siemens' commitment to product quality and reliability. Our transmission system is the most advanced of those available in the market and the decision taken by a top company like e.Biscom, which is indisputably one of the most sophisticated competitive operators, confirms the high degree of innovation offered by Siemens".

e.Biscom Group

e.Biscom is the Italian leader of broadband telecommunications, Internet and media-related services. The company was launched in September 1999 by a group of Italian managers with a significant track record in the establishment and management of major telecommunications projects and successful start-ups, both in Italy and abroad. e.Biscom aims to leverage the unique skills of its team in the management of integrated IP networks and in the development and provisioning of broadband services and innovative Video Internet content in order to lead the broadband technological revolution in Italy and throughout Europe. e.Biscom has been listed on Milan's Nuovo Mercato for high-growth stocks since March 30 2000.
e.Biscom is active in the telecommunication market with **FastWeb** (56,5%), **Metroweb** (33%) and **HanseNet** (80%), in business contents with **B2Biscom** (99,8%) and in residentials contents with **e.BisMedia** (100%), **Rai Click** (40%), **e.BisNews – *AP.Biscom*** (100%) and **e.Voci** (75,9%).
At present the Group has 1.000 employees.

Siemens Group in Italy

Siemens is present in Italy since 1899, when "Società Italiana Siemens per Impianti Elettrici Anonima" was founded in Milan.

With a turnover of almost € 3.90 billion and 12.000 employees, Siemens now represents one of the major electrical engineering and electronics companies in Italy.
The structure of the Group includes in Italy the following companies:
Siemens S.p.A. (focal point for Siemens AG) - energy, industry, transports, components and healthcare;
Siemens Information and Communication Networks S.p.A., **Siemens Telematica S.p.A.**, **Group Siemens Business Services** - information and communication technology;
Siemens Building Technologies S.p.A. - automation and safety/security in buildings;
Siemens Facility Management & Services S.p.A. – technical building management;
Costruttori Associati Meridionali S.p.A (a Siemens Metering company) - energy measurement;
Osram S.p.A. – lighting products.
In Italy operates also **BSH Elettrodomestici S.p.A.**, a joint-venture between Siemens and Bosch for household appliances.

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