

## Fastweb announces first half 2021 results: 32<sup>nd</sup> consecutive quarter of growth for customers, revenues and margins

*For the first six months of the year Fastweb reports a 12% growth in fixed, mobile and wholesale customers compared to 30 June 2020, and revenues up 7% on previous year. Margins also increased with EBITDAaL marking a +5%.*

*Milan, August 5th, 2021* - In the second 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-second consecutive quarter of growth.

In the first half of the year, the growth trend in customer acquisition continued with a total of 324.000 new customers in the segments of fixed, mobile and wholesale access services (+12% compared to 30 June 2020).

Fastweb confirms its leadership role in the penetration of ultra-broadband connectivity services. At June 30th 2.148.000 customers subscribed to UBB connectivity services, up 16% compared to previous year. 82% of the customer base (+9 p.p. compared to 1H of 2020), enjoys connectivity with download speed up to 1 Gb/s.

The mobile segment continues its double-digit growth, despite the strong competition in the market. At June 30th Fastweb totaled 2.188.000 active customers, up 20% compared to 2020. Convergent customers adopting mobile as well as wireline services represent 36% of Fastweb customer base (+3 p.p. year over year).

Strong performance also for the Wholesale division with the number of UBB lines provided to other operators at the end of the second quarter of 2021 grew to 224.000, marking an increase of 70% compared to 2Q 2020 and confirming the success of Fastweb wholesale strategy that aims at accelerating the digital transformation of the country by providing 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 126 million Euro, +17% on previous year.

Revenues in the semester totaled 1.181 million Euro, up 7% on 1H 2020.

Reported EBITDA at 30th June 2021 reached 384 million Euro (+5% compared to the first half of 2020) whereas EBITDA after lease costs (EBITDAaL) reached 357 million Euro, marking a 5% increase compared to the first half of 2020 on comparable basis.

Even in the second quarter, Fastweb confirms its leadership in terms of investments, which totaled 147 million Euro in the quarter (301 million Euro in the semester), equal to 25% of revenues, focused mainly on the deployment of 5G networks and the deployment of state of the art infrastructures for cloud computing and cybersecurity advanced services.

In particular, Fastweb keeps focusing on its Cloud strategy with the opening of a new Data Center in Rome, which adds to its Tier IV facility in Milan, aimed at doubling the "proximity" infrastructures to offer data processing services and computational capacity, with a particular focus on data security.



The Enterprise Business Unit performed well, with revenues totaling 481 million Euro (+11% compared to previous year), an increase enabled by the wide portfolio of services to support the digital transformation of Public Administrations and enterprises, including Cloud and Cybersecurity advanced services, and its strong reputation - the highest on the market in this segment. Fastweb market share for the Enterprise Business segment is now 34% in terms of revenues.

For further info:

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