Italy / Telecom Italia

10 Oct 2013

Telecom Italia (TI) is the incumbent telecommunications operator in Italy and one of the largest players in the Italian fixed line and mobile markets. The company also operates through its Internet business unit Telecom Italia Media (TIM) established in August 2003. Telecom Italia also offers retail and wholesale DSL services.

In February 2007, TI acquired AOL Germany and became the second largest German ISP. In December 2009, Telecom Italia agreed to the sale of German telecommunications operator HanseNet to Telefonica.

In April 2007, a consortium led by Telefonica announced plans to buy a 23.6 per cent stake in TI. This made Telefonica the largest single shareholder in the company with a 10 per cent indirect stake.

In 2011, Telecom Italia invested more than EUR 4 billion in Italy, and the company intends to continue investing in the next generation networks.

http://www.telecomitalia.it/

Tariffs
### Financials

<table>
<thead>
<tr>
<th>Date</th>
<th>Revenue</th>
<th>EBITDA</th>
<th>Net profit</th>
<th>ARPU</th>
<th>Currency</th>
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<td>Quarter</td>
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### Statistics

#### 2016

**June** – 10 million homes passed by fibre. Projected

#### 2013

**June** – Telecom Italia plans to bring fixed broadband service to 92 per cent of the population.
2012

December – **Fibre broadband rollout.** Telecom Italia continues to roll out its next generation fibre access network using FTTC (Fibre to the Cabinet) architecture which will enable it to offer download speeds of up to 30 Mbps and upload speeds of up to 3 Mbps. From 5 December 2012, customers will be able to subscribe to the new “Ultra Internet Fibra Ottica” packages initially in three cities: Rome, Turin and Naples. Over the next few weeks, the services will be extended to Milan, Genoa, Bologna and Bari. Works are already underway to lay fibre in 31 cities, due to cover about a hundred cities by the end of 2014. [96238]

October – **Sale.** Telecom Italia has completed the sale of its fully owned company Matrix to Libero, controlled by Weather Investment II. The deal will have a positive impact on the Group’s deleverage at year-end for EUR 88 million. [88751]

September – **Fastweb.** Telecom Italia and Fastweb have signed a Memorandum of Understanding for cooperation on the development of their next generation FTTx networks. [85248]

June – **1.3 million homes passed by fibre.** Projected

June – **Fibre-optic network in Pescara.** Telecom Italia is beginning to roll out its next generation fibre-optic network (NGAN) in Pescara, offering innovative services to consumers and enterprises. The people of Pescara will get access to broadband services at connection speeds ranging from a minimum 30 to a maximum 60-80 Mbps. [96238]

May – **Fibre network in Udine.** 29 May 2012: Telecom Italia and Udine City Council signed an agreement to roll out the next generation fibre access network (NGAN) across the town using FTTC. The initiative is part of a national fibre investment programme by Telecom Italia which aims to bring NGAN to 75 per cent of population of Italy’s biggest 100 towns over the next 30 months.

May – **Network in Lombardy.** 17 May 2012: High-speed connections have been provided to an additional 327,000 people out of the total of 800,000 who live in areas where the service was unavailable last year. Today 96 per cent of Lombardy’s population have access to high-speed internet services. One hundred and fifty municipalities (out of the total 707) now have full coverage; the remaining 124 municipalities are partially covered, as work is being completed in these areas.

April – **Microsoft.** 4 April 2012: Telecom Italia and Microsoft Italia signed an agreement to promote digital development at Italian small- and medium-sized enterprises through the take-up of cloud computing-based IT solutions. The agreement envisages the start up of a new project called Prospettiva Impresa, which will establish a joint sales channel within the IT IS in order to offer a broad portfolio of IT solutions based on Telecom Italia’s cloud computing infrastructure and Microsoft’s operating systems, platforms and applications software.

February – **Investment.** 9 February 2012: Telecom Italia invested EUR 4.2 billion in 2011 in Italy, of which EUR 1.2 billion was spent on the acquisition of LTE frequencies. Telecom Italia plans to continue to invest in next-generation networks and elimination of the digital divide.

2011

December – **Fibre network in Trentino.** 16 December 2011: The President of the Autonomous Province of Trento Lorenzo Dellai, the Chairman of Telecom Italia, Franco Bernabè, the Chairman of McLink Paolo Nulì, and Chairman of Finanziaria Trentina Lino Benassi, signed the go ahead for Trentino NGN, a company that will build a fibre-optic next generation access network (NGAN). The aim is to connect with fibre over 150,000 homes, around 60 per cent of the province's entire housing stock.

November – **Cubovision Brings Cinema to Facebook.** Cubovision will stream a series of free films on its official web page, with weekly broadcasts starting from 30 November. For the first time in Italy, movies will be broadcasted in streaming mode on Facebook.

November – **Rumour denied.** 9 November 2011: Vivendi has denied speculation that it plans to buy
Telefónica's share in Telecom Italia, held via an intermediary investor, Telco.

September – Sale rumours denied. 5 September 2011: TIM Participações said that Telecom Italia is not planning to sell part of its 67 per cent stake in Tim Brasil Serviços e Participações S.A.

August – Sale. 13 August 2011: Telecom Italia has announced the sale of its 99.98 per cent stake in Loquendo to U.S. company Nuance Communications, Inc. on the basis of an enterprise value of EUR 53 million. Loquendo is a 2001 voice technology spin-off from Telecom Italia’s research labs.

July – Acquisition. 27 July 2011: Telecom Italia announces the acquisition, through its wholly owned subsidiary TLC Commercial Services S.p.A, of a 71 per cent stake in 4G Holding S.p.A., for price of EUR 8.4 million. The acquisition of 4GH, with 200 sales points in major Italian shopping malls, will enable Telecom Italia to enhance its positioning among specialist retailers of telephone devices and broaden its countrywide presence to reach more customers.

June – Huawei. 3 June 2011: Telecom Italia will sign a memorandum of understanding with China’s Huawei Technologies on a strategic cooperation deal worth USD 1 billion over 5 years.

May – Bond issue. 18 May 2011: Telecom Italia successfully completed a Euro 750 million fixed rate bond issue offered to institutional investors. This issue positively contributes to lower Telecom Italia’s average cost of debt - which as of 31 March 2011 stood at 5.4 per cent - and the proceeds will be used to refinance maturing debt.

May – Acquisition. 12 May 2011: Telecom Italia has reached an agreement with the BS Investimento IV Fund, BSBS Private Equity and other private shareholders for the acquisition of a 71 per cent stake in the share capital of the 4G Holding SpA company for an outlay of around EUR 8.3 million. 4GH is Italy’s largest chain of specialist telephony industry retailers, with some 200 outlets in Italy’s largest shopping centres. One hundred and fifty of these stores already have a TIM franchising contract.

May – Broadband in Lombardy. 2 May 2011: One million people in Lombardy are soon to be connected to broadband. Telecom Italia’s project will see high-speed Internet coverage arriving in 707 municipalities within 24 months. By 2013, 100 per cent of the population of Lombardy will be covered by broadband. The project will cost a total of around EUR 95 million, of which EUR 41 million is being funded by the Lombardy Regional Administration and the remainder by Telecom Italia. The municipalities will have access to ADSL 7 Mbps links, rising to 20 Mbps following the upgrade at exchanges and local networks.

March – Telecom Argentina stake. 10 March 2011: Telecom Italia announced that it has finalised the acquisition, through its subsidiary Telecom Italia International N.V., of a 10 per cent stake of Sofora Telecomunicaciones S.A.’s capital - the holding company which controls Telecom Argentina - from the Argentine partner Werthein for a consideration of USD 145 million. Thus, Telecom Italia has increased its stake in Sofora from 58 per cent to 68 per cent of the company’s capital, and the economic interest of Telecom Italia Group in Telecom Argentina rises from 18.3 per cent to 21.1 per cent.

February – Music service launch. 10 February 2011: Telecom Italia announces Cubomusica, a new digital music platform for its broadband customers. Cubomusica provides access to a library containing almost the entire output of the Italian record industry.

February – FTTH plans in Trento. 8 February 2011: the administration of the Province of Trento and Telecom Italia signed a preliminary agreement that sets out a path for building a next-generation fibre-optic network (NGN or Next Generation Network). Over the next few months, this should lead to the signature of a final public/private partnership agreement that establishes a public/private joint venture - the first of its kind in for NGN infrastructure - to ensure fibre connection to more than 150,000 properties, corresponding to around 60 per cent of all properties in the province.

February – FTTH in Venice. 1 February 2011: Telecom Italia announced that it is starting up its next-generation FTTH network in Venice.

January – Sale. 31 January 2011: Telecom Italia has completed the sale of the 27 per cent stake held in ETECSA, through Telecom Italia International N.V., to the Cuban company Rafin S.A.
December – **CuboVision Launch.** 15 December 2010: Telecom Italia has launched a new all-in-one broadband TV device called 'CuboVision', offering access to DTT channels, interactive Web TV and on-demand pay-per-view video, including high-definition content.

December – **FTTH in Turin.** 10 December 2010: Telecom Italia started building its next-generation FTTH network in Turin. It is part of Telecom Italia's fibre investment plan to install ultra-broadband links in six Italian cities by the end of 2010, 13 cities by the end of 2012, and to achieve 50 per cent population coverage (138 cities) by the end of 2018.

November – **FTTx joint venture.** 10 November 2010: Italian telecoms operators signed a memorandum of understanding for the creation of a new company to build a high-speed broadband network. The new company will be responsible for building a basic fibre-optic infrastructure, avoiding duplication and coordinating investments by Italy’s seven operators. The operators include Telecom Italia, Fastweb, Wind, Vodafone Italia, Tiscali, BT Group’s Italian unit, and 3 Italia.

November – **Entel Bolivia agreement.** 8 November 2010: An agreement has been signed between ETI (Euro Telecom International NV) - controlled by the Telecom Italia Group - the Bolivian Government and Entel Bolivia, ending the controversy that arose in 2007 following the expropriation of the stake held by ETI in Entel Bolivia. Commercial relations between Entel Bolivia and Telecom Italia will continue. The negotiations concluded with a commitment by Entel Bolivia to acquire international wholesale services from Telecom Italia Sparkle Group through multi-year commercial contracts valued at USD 16 million that will be underwritten by the parties within the next few days.

October – **Fibre network launch.** 29 October 2010: Telecom Italia announced the launch of its next-generation fibre optic network in Catania. An initial group of Telecom Italia customers will start using trial 100 Mbps services. Building the next generation network in Catania is part of Telecom Italia's fibre investment plan, which will provide ultra broadband connections in six Italian cities by the end of 2010, 13 cities by the end of 2012, and 50 per cent population coverage (138 cities) by the end of 2018.

October – **Lucent Technologies.** 26 October 2010: Telecom Italia has selected Lucent Technologies to equip its Pan-European high-speed network. The 4-year agreement covers the supply of materials and services worth around EUR 90 million, employing Lucent optical networking systems to make the company’s 11,000 km fibre-optic network operational.

October – **HSPA launch.** 20 October 2010: Telecom Italia announced that it is the first carrier in Italy to launch its HSPA based 3G network in the cities of Milan and Rome. The new network offers transmission speeds of up to 21 Mbps, an increase on the current maximum speed of 14.4 Mbps. After Milan and Rome, the 21 Mbps network will gradually be rolled out nationwide. 4G LTE technology is set to be launched by the end of 2012, offering transmission speeds of up to 100 Mbps.

October – **Acquisition in Argentina.** 13 October 2010: Argentina's antitrust agency approved Telefonica's acquisition of a stake in Telecom Argentina clearing the way for Telecom Italia to increase its stake in Telecom Argentina. Following this, Telecom Italia signed an agreement to increase its stake in Sofora Telecomunicaciones, the holding company which controls Telecom Argentina, from 50 to 58 per cent.

October – **Sale completed.** 6 October 2010: Telecom Italia announced that, having received the authorisation from the Dutch Antitrust Authority, the sale of BBNed to Tele2 has been completed.

September – **Sale.** 30 September 2010: Telecom Italia announced the sale of 70 per cent of the share capital of Elettra TLC SpA to the France Telecom SA group on the basis of an enterprise value of EUR 20 million. Elettra TLC SpA is a company specialising in the laying and maintenance of submarine cables for the TLC industry.

September – **Telekomsel.** 10 September 2010: Telecom Italia has won the international tender to develop the 2011-2015 Technology Plan for the network of Indonesian operator Telekomsel with around 90 million customers.

September – **BluePrint Data.** 6 September 2010: BluePrint Data is starting its second year of providing Internet Filtering to Telecom Italia. The system integrator supplied by BluePrint Data provides the unified threat management software which is added to a hardware device and sold under the Telecom Italia brand to SMEs.

August – **Settlement in Argentina.** 5 August 2010: Telecom Italia and Werthein Group have reached a settlement regarding Telecom Argentina, although no financial details were disclosed. Telecom Italia and the
Werthein Group jointly control Sofora, the parent company of Telecom Argentina.

July – Acquisition. 16 July 2010: Tele2 AB is to acquire the Dutch operator BBNed from Telecom Italia for approximately SEK 475 million. BBNed is a provider of fixed telephony and broadband services in the Netherlands, active in retail, business and wholesale segments.

July – Investigation. 1 July 2010: prosecutors are investigating whether Telecom Italia manipulated the market by issuing thousands of false pre-paid SIM cards in 2006-2008 and whether the alleged fraud could have had an impact on the company's accounts and share value up to 2007.

June – 80,000 homes in Rome to be passed by fibre (projected).

May – IRSA bids for Telecom Argentina stake. 26 May 2010: Argentine investment firm IRSA Inversiones Y Representaciones is one of the companies bidding to buy control of Telecom Argentina from Telecom Italia. IRSA did not disclose how much it had offered for 50 per cent of the Sofora Group owned by Telecom Italia and an option to buy the other 50 per cent.

May – FTTx roll out in Rome. 22 May 2010: Telecom Italia has announced the forthcoming roll-out of next generation broadband services in Rome over its fibre network. Currently more than 15,000 homes and offices in the Prati district are covered by fibre and this figure is set to exceed 80,000 by year-end extending coverage to the neighbourhoods served by the Belle Arti, Appia and Pontelungo exchanges. By 2011-2012 new fibre cables will serve around 350,000 properties in all main areas of the centre within the city ring road. The work is part of Telecom Italia's NGAN (Next Generation Access Network) plan to deliver fibre-optic connections to 1.3 million customers in 13 Italian cities by 2012 and over 10 million users by 2016.

May – Regulator probe. 18 May 2010: Italy’s antitrust regulator has opened a probe against Telecom Italia. The investigation started after Fastweb filed an official complaint against Telecom Italia saying it is trying not to pass information and details to other companies competing for contracts with Enel and Consip, a state controlled IT and telecommunication company.

May – MOU on broadband network construction. 14 May 2010: Telecom Italia and Unione delle Province d'Italia (Union of Italian Provinces (UPI) have signed a memorandum of understanding. The memorandum fosters the use of new non-invasive digging techniques in Italy's provinces to reduce environmental impact and costs of building broadband networks. The memorandum promotes so called 'mini trenches'.

May – Holy See. 11 May 2010: The Governatorate of the Vatican City State signed an agreement with Telecom Italia to supply a modern integrated fibre-optic communications infrastructure for the transmission of the latest generation of telephone, data and video services within Holy See and Vatican City State territory. The new "Full IP" fibre-optic network structure, which will extend over more than 400km, will offer high-speed connections starting at 10 Gbps between the Holy See and ten extraterritorial Vatican sites in and around Rome.

May – Intel. 3 May 2010: Telecom Italia and Intel are announcing a collaboration to distribute next-generation online internet and TV services via the open source MeeGo software platform. The goal of this collaboration is to make multimedia content distribution and access easier and more compelling by combining WebTV, video-on-demand and web-based services as part of an enriched package of new solutions for home entertainment and electronic devices.

April – Telefonica's purchase approved. 28 April 2010: Brazilian antitrust regulator Cade has approved the 2007 purchase of control in Telecom Italia by a group led by Spain's Telefonica. The decision is dependent on the continued observance of keeping Telecom Italia's local mobile telephone unit, TIM, and Telefonica's mobile unit, Vivo, running independently.

April – Administration threat dropped. 7 April 2010: The Italian prosecutor in charge of the fraud and money-laundering investigation into Fastweb and Telecom Italia's Sparkle has withdrawn a request to place the broadband operators into temporary administration.

March – Offer for Telecom Argentina. 23 March 2010: A Brazilian businessman has held talks with Telecom Italia about a possible USD 680 million offer for its stake in the parent company of Telecom Argentina. The offer was the highest Telecom Italia had received so far.

March – Alcatel-Lucent. 10 March 2010: Alcatel-Lucent signed a cooperation agreement with Telecom Italia to engage in a new technology development program, including a trial of 4G Long Term Evolution (LTE)
technology.

March – *Antitrust review re-started*. 1 March 2010: The government of Argentina has decided to start over its antitrust review of Telecom Italia’s 50 per cent stake in Sofora, the company that controls Telecom Argentina, rather than appealing the court’s decision (see February 2010 news).


February – *Wind*. 16 February 2010: Telecom Italia and Wind announced that they have successfully concluded the technical trial of new mobile multimedia services known within the GSM Association as Rich Communication Suite (RCS). The trial was performed within the programme aiming to lead the development and market adoption of standard solutions for advanced communication services. Such services allow mobility and interactivity, as they provide a smart and integrated system to manage contacts and applications. They will enable sharing videos and images during a voice conversation and expand traditional messaging services to chat and file transmission.

2009

December – *HanseNet sale*. 3 December 2009: Telecom Italia signed definitive agreements for the sale of the German telecommunications operator HanseNet Telekommunikation GmbH to Telefonica through its subsidiary Telefonica Deutschland GmbH.

November – *LTE trial*. 23 November 2009: Telecom Italia has begun the world’s first pre-commercial LTE (Long Term Evolution) technology trial as part of its ongoing development of a fourth-generation mobile broadband network. The trial, which is being conducted in Turin with technology partner Huawei, uses 14 new LTE radio stations. These stations provide bandwidth in excess of 140 Mbps for each cell, and can handle three high bandwidth voice/data connections simultaneously.

September – *Bids for Sofora*. 11 September 2009: Telecom Italia has received two more bids for its 50 per cent stake in Sofora, the controlling company of Telecom Argentina. The bids came from private equity fund Pegasus Group and Argentinian triple play operator TeleCentro.

August – *TI must leave Argentina*. 28 August 2009: Argentine regulator has ordered Telecom Italia to sell its stake in Telecom Argentina to avoid a telecommunications monopoly.

July – *Marche Region*. 10 July 2009: The Marche Region and Telecom Italia signed a letter of intent on increasing the availability of various broadband services in the Marche Region through any available technology. The agreement foresees coverage of the region with connections of up to 7 Mbp by 2010 and, following the implementation of the new fibre-optic network, up to 20 Mbps by 2012.

July – *28Mbps mobile broadband*. 7 July 2009: Telecom Italia has launched mobile broadband connections at 28 Mbps download and 5.8 Mbps upload in Milan. In October, the service will be expanded to cover Rome. Telecom Italia is the first in Italy to launch the new speeds, in line with its 3G and 4G development plans announced last December. The new mobile broadband network platform is based on MIMO technology (Multiple Input and Multiple Output), a solution that uses two radio antennas at the same time to transmit data to a single consumer.

June – *UMTS licence*. 10 June 2009: Following a recent auction, the UMTS frequencies vacated by Italian mobile operator Ipse have been awarded to Vodafone Italia, Telecom Italia and Wind Telecomunicazioni.

June – *Government wants TI to stay in Italian hands*. 9 June 2009: The Italian government wants Telecom Italia to remain in Italian hands. Recent reports have indicated Telecom Italia is considering a plan to merge with Telefonica, but Telecom Italia has always denied such a plan.

June – *Aria*. 5 June 2009: Telecom Italia and Aria signed an agreement, under which Aria will have the right to use Telecom Italia’s WiMAX frequencies to supply broadband service in the regions of Abruzzo, Umbria, Lazio, Molise, Puglia, Campania, Basilicata, Calabria and Sardinia; Telecom Italia will have access to Aria’s nationwide wholesale services. An additional agreement between the parties will enable Aria to use Telecom Italia’s transport network to build its own network.
May – HSPA network development. 28 May 2009: Through the Telecom Italia Lab Innovation Centre, Telecom Italia and Nokia Siemens Networks have developed and manufactured the first "intelligent" mobile phone antennas capable of enhancing High Speed Packet Access (HSPA) technology performance. Telecom Italia has installed its first 3G network "intelligent" masts in Bologna. Over the next few months, the company will be rolling out further masts elsewhere in Italy.

February – Fibre network in Turin province. 27 February 2009: TI finished the deployment of the fibre-optic network planned by the Turin Provincial Administration for the Territorial Pact areas of Canavese, Pinerolese, Sangone and Stura. Promoted by the Turin Province administration, the EUR 7 million contract was funded by Italy’s Ministry of Economic Development, and is part of the Piedmont Regional Administration’s broader WIPIE Programme.

2008

December – Mobile broadband developments. 22 December 2008: Telecom Italia will be offering mobile broadband connections speeds of up to 28 Mbps in 2009. HSPA+ technology, using Qualcomm chipsets, will roll out in H1 2009 in an initial Data Card offering for PCs enabling mobile Internet connections at data rates of up to 21 Mbps (5.7 Mbps upload). Downlink speeds will rise to 28 Mbps in H2 2009.


September – Cisco and Adobe. 29 September 2008: Telecom Italia has chosen the Cisco Content Delivery System with Internet Streaming (CDS-IS) platform, with Adobe Flash streaming technology, to deliver live television channels and on-demand content through its Web portal, Yalp!

September – NDS. 22 September 2008: NDS, a provider of technology solutions for digital TV, currently supplies Telecom Italia’s IPTV service with NDS VideoGuard, a conditional access (CA) and DRM technology which provides content protection for both broadcast TV and Video on Demand (VOD).

August – Promotional offer. Valid until 31 August 2008: Telecom Italia is offering free activation and one or three monthly rental waived (depending on service plan) for new customers.

August – Sales of LibertySurf Group. 26 August 2008: Telecom Italia announced that, having received the authorisation from the French Antitrust Authority, the sale of LibertySurf Group Sas to Iliad S.A. has been completed. The sale of LibertySurf Group, the Internet Service Provider that operates in France mainly with Telecom Italia’s Alice brand, was carried out on the basis of an Enterprise Value of EUR 800 million and will bring about a net debt reduction for the Telecom Italia Group of approximately EUR 750 million.

June – Fastweb. 23 June 2008: Telecom Italia and Fastweb signed an industrial agreement for new generation network infrastructure. Both companies will provide reciprocal access to their respective network infrastructure to facilitate faster development of the New Generation Network. The agreement between Telecom Italia and Fastweb is industrial in nature and aimed at the sharing of infrastructure necessary for the realization of the New Generation Network, applying a model of cooperation open to all interested operators.

June – Restructuring and job elimination. 5 June 2008: Telecom Italia, which is looking to cut around USD 370 million through an ongoing restructuring, said it will eliminate 5000 jobs by 2010 to help reach its cost-cutting goals. The carrier has been in a recovery mode since 2007, when it gained Spain’s Telefonica as a new controlling shareholder.

June – Promotions. Telecom Italia has been promoting DSL-based advanced communications services such as Videonet (avideo-conferencing service), IPerSPACE (a high speed IP connectivity service), Business Web (a web design/shop’), Archipelago (a nation-wide PoP network), Inter Business and ATMosfera.


May – Apple. 6 May 2008: Telecom Italia announced it had signed an agreement with Apple to provide the iPhone in Italy.

April – Expansion to Liguria Region Announced. The Liguria Region and Telecom Italia today signed a Protocol of Understanding to extend the broadband network to a further 33 municipalities in the region, to
reach a total of 208 municipalities by the end of 2009 and bring coverage to 96% of fixed telephone lines.

2007

November – **Vodafone Italia**. 12 November 2007: Telecom Italia and Vodafone Italia have signed an agreement to share mobile network access sites, both existing ones and those soon to be built. The agreement regards so-called "passive" infrastructure: poles, cables, electrical and air-conditioning fixtures, and other civil infrastructure.

October – **ECI**. In October 2007, it was announced that Telecom Italia Group had deployed ECI Telecom's broadband access solution to expand its outside plant broadband network. The solution will enable Telecom Italia to deploy broadband at any location, including new urban areas, saturated regions and rural areas, providing the broadband bandwidth necessary to support next-generation triple play services such as IPTV.

October – **Speed increase and price reduction.** October 2007: the operator upgraded its Alice Flat basic offer for Residential and Business customers from 2 to 7 Mbps free of charge. It also reduced 20 Mbps service monthly rental by EUR 12.

October – **Quad play launch.** On 1 October 2007, Telecom Italia launched the first quadruple play offering ‘Unica’, based on broadband and IP technology. The package allows users to make calls from the same telephone, the mobile ‘Unico’, either through fixed-line or mobile network utilising dual mode technology (Alice Wi-Fi for the fixed-line and UMTS for the mobile network), to surf the Internet and to access Alice Home TV content.

July – **Tiscali**. In July 2007, Telecom Italia and Tiscali signed an agreement enabling Tiscali to become Italy's first alternative fixed-line operator which will offer mobile and integrated services across the country including residential customers.

June – **Share Transfer**. In June 2007, Telecom Italia signed the agreement for the transfer to Saudi Oger of its 10.36 per cent stake in Oger Telecom, held through TIM International, for a total price of USD 477 million. The agreement also includes the removal of a Telecom Italia commitment for USD 150 million.

June – **Fibre network development.** Telecom Italia is planning to negotiate access to FastWeb's FTTH infrastructure and to offer FTTH services to every household in Italy initially using a mixture of FTTH and fibre-to-the-building and -cabinet. FTTB deployment is expected at the end of 2007, while FFTC with VDSL2 in the last mile should be rolled out in 2008.

May – **Fibre network around Milan.** On 30 May 2007, Telecom Italia entered into an agreement with Metroweb to expand its fiber-optic network in and around Milan. The agreement is a part of Telecom Italia's plan to link 70,000 buildings in the city of Milan and its surroundings with optical fiber and to develop the NGN2 new generation network.

May – **SNAI**. In May 2007, Telecom Italia won the tender to design and implement the whole broadband telecommunications infrastructure network for 5,092 new SNAI gaming points across Italy. SNAI is an Italian operator of computerized betting shops with over 6,000 outlets nationwide.

April – **Entel Bolivia.** In April 2007, with regard to news reports about the Bolivian government's decision to "recover" Entel Bolivia (in which ETI has a 50 per cent stake), Telecom Italia announced that it will evaluate all initiatives aimed at safeguarding its investment in Entel Bolivia.

April – **Olimpia sales.** In Q207, Italian conglomerate Pirelli sold Olimpia, the investment firm with an 18 per cent stake in Telecom Italia, to Spain's Telefónica, Italian banks Mediobanca and Intesa Sanpaolo, insurer Generali and the Benetton family for EUR 4.1 billion.

February – **AOL Germany acquisition.** In February 2007, Telecom Italia finalized the acquisition of Time Warner's AOL Germany Internet access business for EUR 665 million (USD 877 million) in cash. As a result, Telecom Italia became Germany's second-largest Internet service provider with more than 3 million total subscribers, including nearly 2.1 million broadband customers.

2006
November – Ducati. In November 2006, the operator renewed its partnership with Ducati for three years. Ducati will display the name of ‘Alice’ which is the Internet brand of the operator. To that effect, Alice brand name will appear on Loris Capirossi and Casey Stoner’s 800cc Desmosedici GP7 bike. Additionally, Alice brand will remain the Ducati Team official sponsor until 2009. 2 February 2012: Telecom Italia and Ducati have extended their partnership to the Superbike World Championship during the 2012 season.

July – Service revamp. In Q306, the operator ceased to offer four of its residential services ‘Alice Mia Base’, ‘Alice Mia Flat’, ‘Alice Mia 4 Mega’ and ‘Alice Mia Time’ and launched a new residential service ‘Alice Sat’ with speeds up to 640 Kbps. In Q106, the operator phased out its ‘Alice 10 Fast’, ‘Alice Business 1 pro’ and ‘Alice Business free Pro’ business services and launched ‘Alice Business Flat’ service with speeds up to 640 Kbps in its business grade. In Q305, Telecom Italia phased out its ‘Alice 20 Ore’ and ‘Alice Mega’ residential services and launched ‘Alice Flat’, ‘Alice Mia Base’, ‘Alice Mia Flat’, ‘Alice Mia Time’ and ‘Alice Mia 4 Mega’ residential services with speeds up to 4 Mbps. It also reduced the monthly rental prices of ‘Alice 4 Mega’ residential service by up to 7 per cent. In Q305, Telecom Italia phased out all its existing ADSL smart business services and launched ‘Alice Business free’, ‘Alice Business free pro’, ‘Alice Business 1’, ‘Alice Business 1 pro’, ‘Alice 5 Fast’ and ‘Alice 10 Fast’ services with speeds up to 4 Mbps in its business grade.

June – Siemens. Telecom Italia awarded a contract worth EUR10 million to Siemens for upgrading its broadband telecommunication infrastructure for the provision of advanced multimedia services. The Digital Subscriber Line Access Multiplexer(DSLAM) technology being supplied and installed by Siemens will allow Telecom Italia to offer ADSL, SHDSL and VDSL-based services.

June – Syndesis. Telecom Italia Wireline has deployed syndesis NetProvision based OSS software solution. The software reduced the delivery time for DSL orders. NetProvision allows Telecom Italia to handle up to 9,000 automatic service activations per day.

March – Microsoft. In March 2006, Telecom Italia partnered with Microsoft to develop interactive applications that can be accessed from TV, phones and Internet.

January – Intel. In January 2006, Telecom Italia signed an agreement with Intel to jointly develop new services for home entertainment, health care, and research and development of new technologies. This will enable the operator to offer a range of multimedia services to its customers.

January – Telecasting Italy’s "BigBrother". In January 2006, Telecom Italia planned to telecast Italy’s "Big Brother" show 24 hours a day. This enabled the subscribers to watch the show on their computers via the Rosso Alice broadband portal.

2005

December – IPTV launch. In December 2005, Telecom Italia launched its IPTV service ‘Alice home TV’ that will offer movies, sports, and news to its subscribers. The service with an investment of EUR 350 million was initially launched in four cities and was extended to 21 cities in January reaching to 4 million Italian households.

November – ADSL Upgrade for Alice TV Customers. Telecom Italia planned to upgrade its Alice TV customers to its 20 Mbps ADSL service to offer improved TV services.

October – Tariff reduction. In Q405, Telecom Italia reduced the monthly rental prices of its ‘Alice 5 Fast’ business service by up to 20.41 per cent.

July – Pirelli Broadband Solutions. Telecom Italia partnered with Pirelli to deploy Pirelli’s modular routers to support its broadband services and IPTV trials.

April – Tiscali, France. In April 2005, Telecom Italia signed an agreement with Tiscali, France for Telecom Italia to purchase Tiscali’s 95 per cent stake in Liberty Surf S.A., France. The agreement will increase Telecom Italia’s broadband subscribers by 792,000, including 344,000 ADSL users, and access to Tiscali’s network infrastructure with 146 exchanges in 10 French cities.

wholesale ADSL plan, targeted at operators and ISPs. This included a 70 per cent reduction in its flat rate charge. The company expanded its portfolio of DSL services in March 2002 and slashed the prices of its offerings by approximately 50 per cent in April 2002.

February – **YOU Data and Telecom Italy Sparkle.** On 7 February 2005, Telecom Italia signed an agreement with YOU Data and Telecom Italy Sparkle to share each other's technical strategies. This enabled the operator to develop and offer its IP services in the Mediterranean region.

January – **Mediaset.** In January 2005, Telecom Italia signed an agreement with Media set to offer live coverage of home matches played in Serie A TIM on its Rosso Alice broadband portal. This enabled the operator to offer value added services to its broadband customers.

### 2004

**December – WBITD.** In December 2004, Telecom Italia signed a two-year agreement with Warner Bros. International Television Distribution (WBIDT) to distribute over 100 movies via its Rosso Alice broadband portal. This enabled the operator to offer online movies to its broadband customers.

**December – Cisco Systems.** In December 2004, Telecom Italia signed an agreement with Cisco Systems to deploy Cisco IP solutions over the Telecom Italia network platform. This enabled the operator to offer value added services such as multimedia messaging, video conferencing, call centre applications and file sharing to its medium and large business customers. In November 2003, Telecom Italia signed an agreement with Cisco to deploy 10,000 series broadband router on its network. The router enabled Telecom Italia to expand its broadband network infrastructure and enlarge the number of supported subscribers. Telecom Italia uses Cisco's ATM network, with DSL access supported over Alcatel ASAMs, Marconi DSLAMs and Cisco 6400 broadband aggregators.

**September – Italtel.** On 21 September 2004, Telecom Italia signed an agreement with Italtel to develop a centralized database that assisted Telecom Italia to deploy triple play (combined voice, video and data) over broadband connections.

**March – Speed increase.** In March 2004, Telecom Italia increased the speed of its time and volume based residential DSL plans from 256/128 Kbps (downstream/upstream) to 640/256 Kbps.

### 2003

**December – Juniper Networks.** In December 2003, Telecom Italia signed an agreement with Juniper Networks to supply E-series BRAS solutions for its network. The solution enabled to increase its broadband penetration among both business and residential customers. Siemens provided the installation and integration services to the operator.

**November – Riverstone Networks.** In November 2003, Telecom Italia signed an agreement with Riverstone Networks to offer its routers and switches to its business customers.

**October – Web cam.** As of 27 October 2003, Telecom Italia offered a web cam to its existing and new Alice customers at a special price of EUR 34.95.

**October – Acquisition of HanseNet.** In October 2003, Telecom Italia acquired HanseNet for EUR 250 million a small ISP operating in Hamburg, Germany.

**June – Free Wi-Fi service for DSL customers.** In June 2003, Telecom Italia launched a Wi-Fi service for its DSL customers. The service is available in public areas (such as airport lounges, hotels, fairs etc.) to the DSL customers free of charge until 30 September 2003.

**May – Granite Systems.** In May 2003, Telecom Italia implemented a DSL provisioning system from Granite Systems (a provider of service resource management solutions). The system is based on Granite's Xng software. Telecom Italia attributes reduction in provisioning time (by one third) and operational costs (by 20 per cent) to the solution.

**February – Service trials.** On 14 February 2003, Telecom Italia announced that it had started running trials with RESEAU, a project to develop next generation Internet solutions. Three Reseau networks have been set
up the Italian cities of Turin, Milan and Rome.

February – **Marconi**. In February 2003, Telecom Italia and Marconi entered into a two-year agreement to supply equipments and upgrade its broadband network. The equipments, which includes Access Hub platform, would enable Telecom Italia to introduce advanced multimedia services to its customers. The contract is worth EUR 80 million.

**2002**

December – **CDC**. In December 2002, Telecom Italia reached an agreement with the Italian IT equipment manufacturer and distributor CDC. Telecom Italia’s Alice branded broadband Internet services will be marketed to residential and Smalloffice/Home office (SOHO) customers in CDC’s nationwide chain of Computer Discount stores.

October – **NetScreen**. In October 2002, Telecom Italia selected NetScreen devices to provide managed firewall and VPN functionality for its managed Internet security service.

October – **ADVA**. In October 2002, Telecom Italia deployed ADVA’s Fiber Service Platform (FSP) 3000 platform to build up metro network infrastructure in selected Italian cities.

June – **700 cities**.

January – **Marconi**. In January 2002, Telecom Italia announced the deployment of SHDSL equipment from Marconi, based on Metalink’s Hydra chipset.

**2001**

June – **490 cities**.

June – **600 cities; 1,650 COs; possible users - 80 per cent of population**.

**2000**


June – **73 localities; 568 Central Offices (COs)**.

**1998**

June – **Business ADSL launch**. Telecom Italia started a trial of Asynchronous Transfer Mode (ATM) connections running over Alcatel ADSL systems for corporate and SME customers in late -1998. The services were launched in six major cities (Milan, Rome, Turin, Padua, Bologna and Brescia) and connected customers to Telecom Italia’s ATM, Business Frame (frame relay) and Inter business Internet access services as well as other ISPs.