

First Quarter 2009 - A Good Start

Agenda



1Q 2009 Results

Back Up

Commenting 1Q 2009 Results



Customer Base Growth

***Strong trend with 60k net adds
Significant improvement vs 4Q 2008***

Revenues Trend

***14% YoY revenue increase
Visible growth contribution from all BUs***

EBITDA Growth

8% YoY EBITDA growth in line with FY target

FCF Generation

€39 Mln EBITDA-Capex and €6 Mln positive FCF

Capex/Sales

19% Capex/Sales ratio below 26% in 1Q 2008



A good start to achieve FY targets

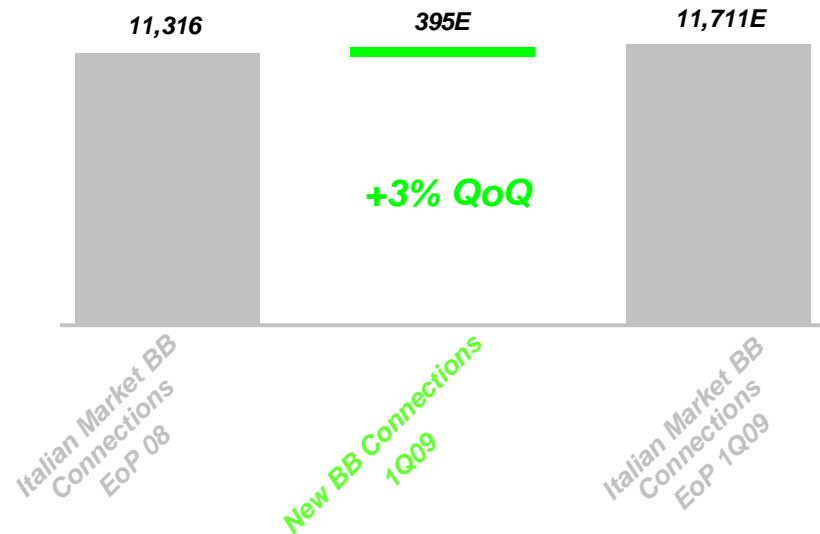
1Q 2009 FASTWEB Customer Base Evolution



Customer Base Growth ('000)



Italian Market BB Connections Growth ('000)



Source: Internal estimates

Significant improvement in the net adds trend
60k new subs representing a 15% net adds share vs 10% in 4Q 2008
Customer base increased more than the Italian market (4% vs 3%)

New Consumer Offer - Price Stability Confirmed (1/2)



Fixed line offer (extracts)



ParlaCasa
Flat fixed voice

was €19.90/month
in 2008



is €19.90/month
in 2009



NavigaCasa
Flat Internet

was €39.90/month
in 2008



is €39.90/month
in 2009



FASTWEBTV
IPTV

was €19.90/month
in 2008



is €5.90/month
in 2009 (if bundled
with voice/Internet)

Promotion

was €9.90/month
for 3P for 6 months
in 2008



is €16.08/month
for 3P for 6 months
in 2009

New consumer offer launched in April 2009 confirmed price stability vs 2008 for fixed line services

Rationale is...more value at the same price

Other key players on the Italian market are following the same approach

New Consumer Offer - Price Stability Confirmed (2/2)



Mobile offer (extracts)



FamigliaOvunque
Mobile calls to family members

was €5.90/month in 2008



FastFriends
Mobile calls to all FWB mobiles

is €5.90/month in 2009



NavigaMobile
5GB mobile BB traffic

was €19.90/month in 2008



NavigaMobile
5GB/100 hours mobile BB traffic

is €19.00/month in 2009



Price stability confirmed also for mobile services

Incremental value for customers: the **FastFriends** option extends mobile free calls from family members to the entire **FASTWEB** mobile community

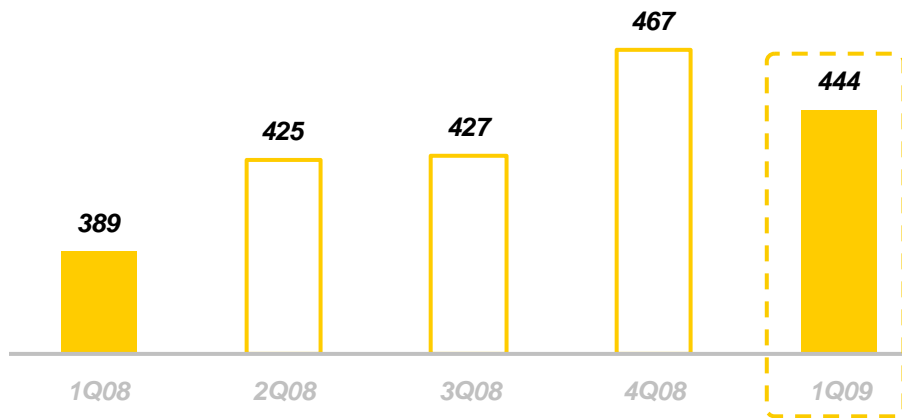
80k mobile active customers (Consumer + SME) EoP 1Q 2009 (+50k in the quarter)

1Q 2009 Revenue Trend and Mix - Total FASTWEB

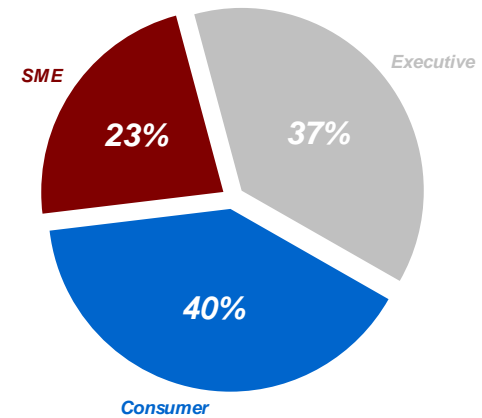


Quarterly Revenue Evolution (€ Mln)

+14% YoY



BUs Revenue Contribution (€444 Mln = 100%)



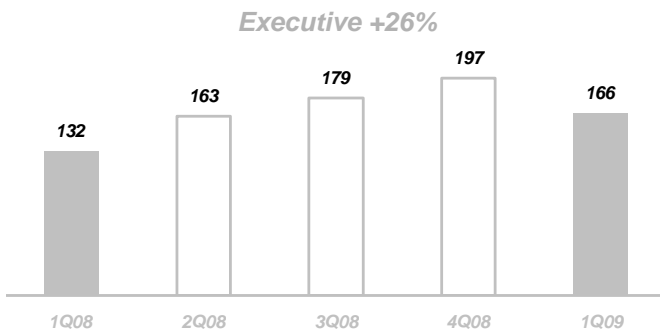
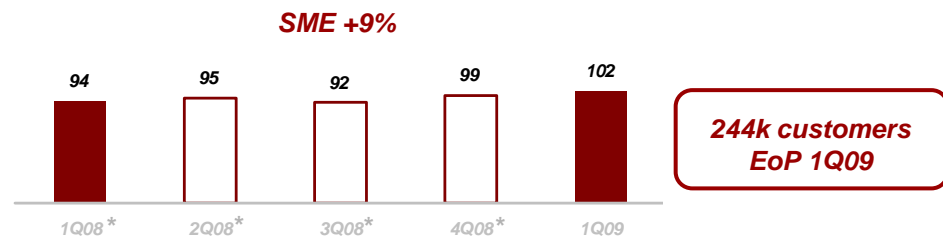
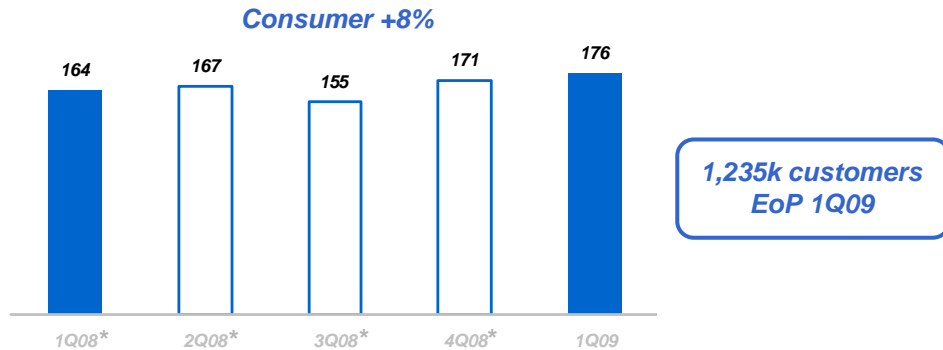
Revenue Mix	
Consumer	Business
40%	60%

1Q 2009 revenues increased 14% YoY
Excluding last quarter 2008, 1Q 2009 was the best ever in terms of revenues

1Q 2009 Revenue Trend - BUs



BUs Quarterly Revenue Evolution (€ Mln)



14% YoY **FASTWEB** revenue growth supported by visible contribution from all BUs

Consumer posted the best revenue figure ever, with 8% YoY and 3% sequential growth

SME started to benefit from the increased market focus and the communication campaign launched in 1Q resulting in 9% YoY and 3% sequential growth

Executive still the growth driver with 26% YoY increase

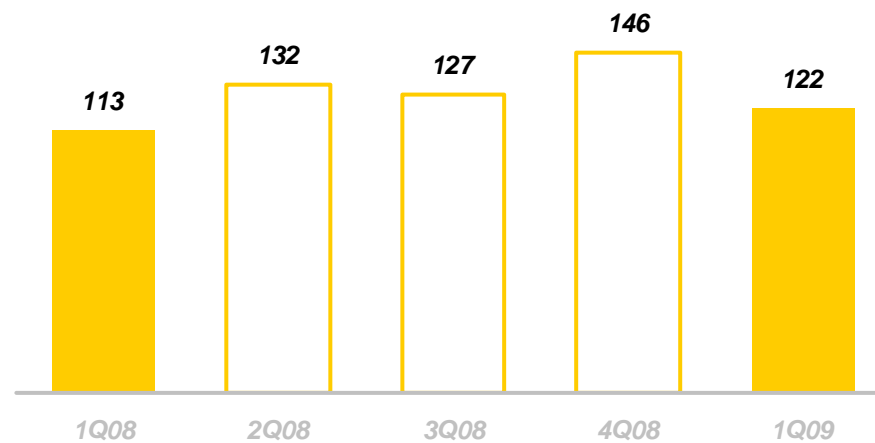
* Pro forma figures reflecting the extension of the SME perimeter to include Micro Business (managed by the Consumer BU until EoP 2008) - See slide 16 for further details

1Q 2009 EBITDA Trend



FASTWEB Quarterly EBITDA Evolution (€ Mln)

+8% YoY

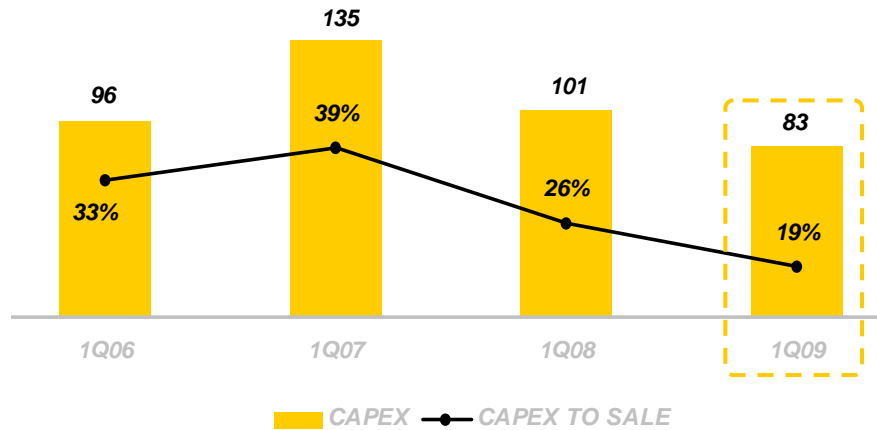


1Q 2009 EBITDA increased 8% YoY in line with FY target, despite negative impact of ULL rate increase effective as of 1 January 2009

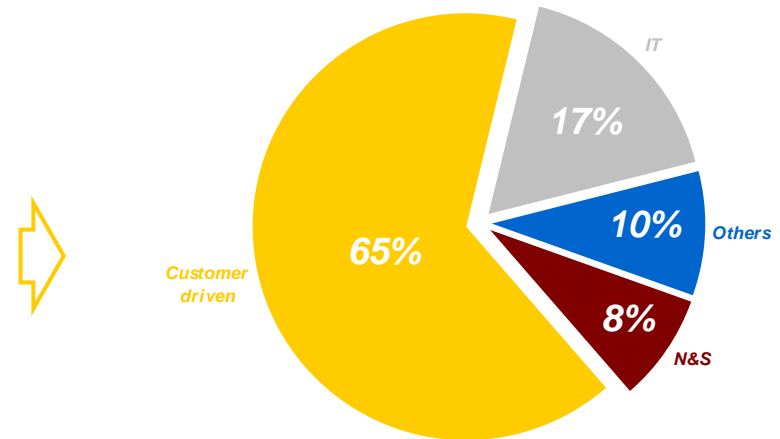
1Q 2009 Capex Trend and Mix



Capex and Capex/Sales Evolution



Capex Mix (€83 Mln = 100%)



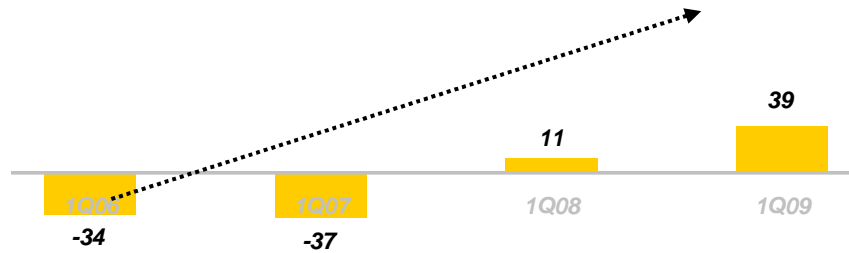
19% Capex/Sales ratio well below 23% targeted for the FY thanks to Capex phasing and effective control

Increasing component of success-driven capex: 65% vs 62% in FY 2008

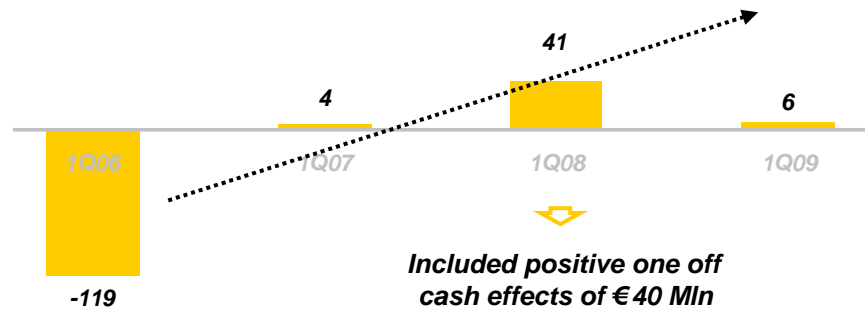
1Q 2009 FCF Trend



EBITDA-Capex Evolution (€ Mln)



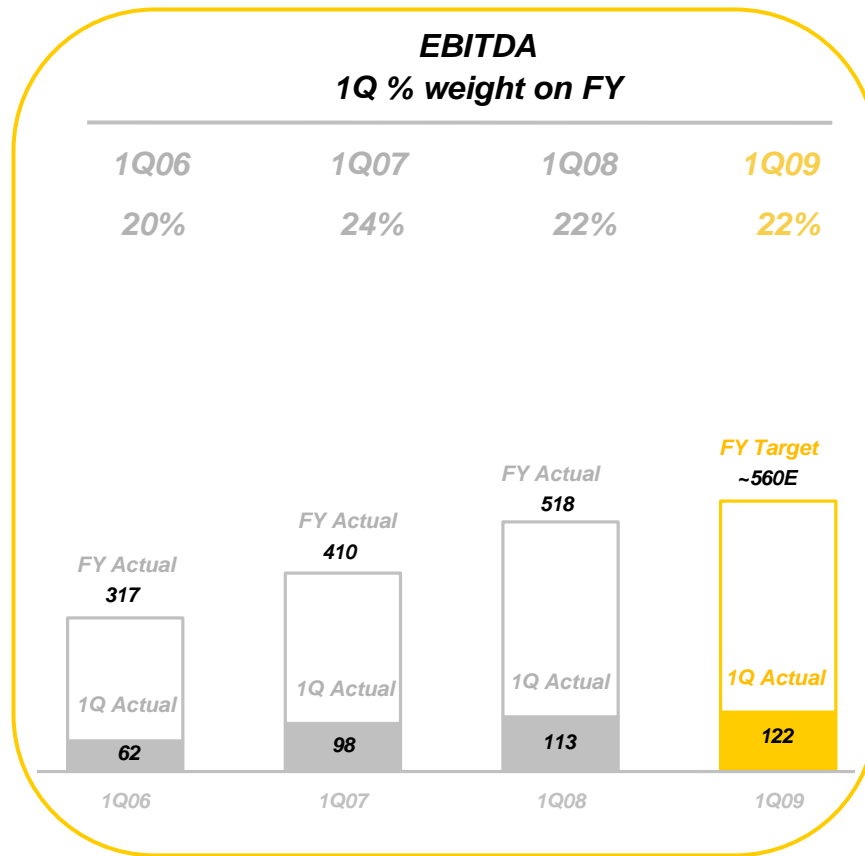
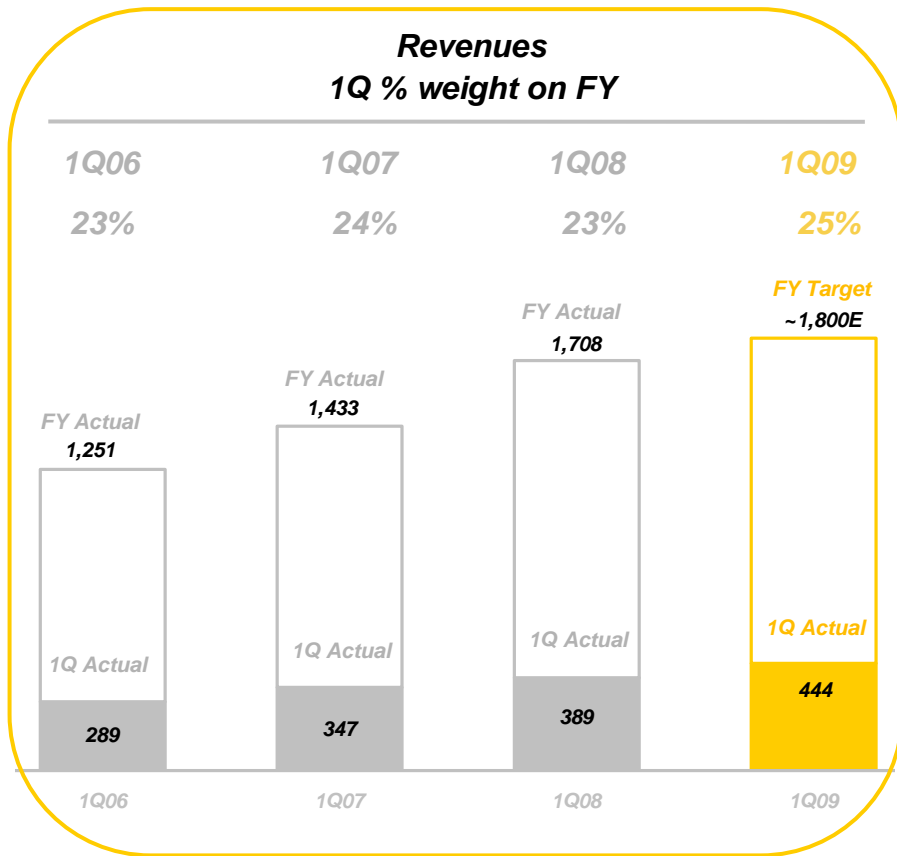
Free Cash Flow Evolution (€ Mln)



FCF proxi driven by positive capex trend and EBITDA progression

€6 Mln positive FCF in 1Q 2009

1Q Contribution to FY Results/Guidance



1Q 2009 revenues and EBITDA contributed to FY guidance in line with expectations and with the seasonality trend recorded in prior years

Q&A

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1Q 2009 Results

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1Q 2009 Income Statement



		1Q 2009 (€ Mln)	YoY Change	1Q 2008 (€ Mln)
Revenues	➤	444	+14%	389
CoS + Opex + Provis.		(322)		(276)
EBITDA	➤	122	+8%	113
Dep'n + Write Downs		(94)		(101)
EBIT	➤	28	+134%	12
Net Financials Charges		(19)		(18)
EBT	➤	9	NA	(6)
Tax		(7)		(5)
Net Result	➤	2	NA	(11)

2008 Business Units Quarterly Revenues (€ Mln)



Reported

Consumer Revenues

of which Microbusiness

SME Revenues

Executive Revenues

Total FASTWEB

	1Q 2008	2Q 2008	3Q 2008	4Q 2008	FY 2008
Consumer Revenues	200	204	193	212	808
<i>of which Microbusiness</i>	36	37	37	40	150
SME Revenues	57	58	55	58	229
Executive Revenues	132	163	179	197	671
Total FASTWEB	<u>389</u>	<u>425</u>	<u>427</u>	<u>467</u>	<u>1,708</u>

2008 Consumer and SME reported revenues have been re-stated to reflect the extension of the SME perimeter (effective as of 1 January 2009) to include Microbusiness (managed by the Consumer Business Unit until 31 December 2008)

Re-stated

Consumer Revenues

SME

of which Microbusiness

Executive Revenues

Total FASTWEB

	1Q 2008	2Q 2008	3Q 2008	4Q 2008	FY 2008
Consumer Revenues	164	167	155	171	658
SME	93	95	92	99	379
<i>of which Microbusiness</i>	36	37	37	40	150
Executive Revenues	132	163	179	197	671
Total FASTWEB	<u>389</u>	<u>425</u>	<u>427</u>	<u>467</u>	<u>1,708</u>