

Press Release

€15.2 MILLION

Milan, 5 November 2019 - The Board of Directors of Intred S.p.A. (the “**Company**” or “**Intred**”), a telecommunications operator listed on Borsa Italiana’s AIM Italia market since July 2018 (symbol: ITD.MI) with a significant presence in Lombardy, specialised in ultra-broadband, broadband and wireless network connectivity, land lines, cloud services and related accessory services for business and retail customers, met today to review the unaudited turnover as at 30 September 2019.

In detail, the turnover amounted to €15.2 million, up by 21.3% compared to the same period of last year. This increase, as in previous quarters, continues to be sustained mainly by the sales of ultra-broadband connections (FTTH and FTTC), which grew by 47% compared to the same period last year. The telephony sector also improved (+ 17%). Revenues from data center services (Housing and Cloud) and accessories were in line with last year, while, as expected, the broadband sector decreased (-9%) deriving from connectivity based on copper cables, as well as the RDSL sector (-7%), as the Company is strongly encouraging its customers to switch to fiber optic connections.

The breakdown of turnover by type of customer remains substantially stable with respect to previous periods, with a high growth in sales to Household customers (+ 25%) and Business customers (+ 22%). The growth trend in the Wholesale market (+ 16%) and in P.A. (+ 9%) is also positive.

The number of users with data lines also increased to 30,350 at 30 September 2019, with an increase of 21% compared to the same period last year.

The extension of the network also continued, going from 1,950 Km on 12/31/2018 to 2,500 Km on 30/09/2019, with a growth of 28%.

Daniele Peli, Co-Founder and Chief Executive Officer of Intred S.p.A., commented: “We are undoubtedly satisfied with the growth of revenues and that of users in the first nine months, which are the result of a constant commitment to invest important shares of our turnover in innovation both in technological terms and in procedures. We are particularly satisfied with our market share in the areas in which we operate, in particular the Province of Brescia, the company's historic area of operations. In fact, if we consider the best 1,000 companies in Brescia by turnover, we find that more than 33% of these are Intred customers and considering instead the total number of users, still in the Province of Brescia, our quota exceeds 8%. But we absolutely do not want to stop here and for this reason we have already planned further investments, amounting to around 30 million euros in the three-year period 2019-2021, to continue to strengthen our presence and increase market shares in the areas in which we already operate, in particular in the Provinces of Bergamo, Monza and Brianza, Milan and Lecco, in addition to that of Brescia.”

Intred Telecomunicazioni

Reference telecommunications operator in Lombardy founded in 1996 by Daniele Peli, the company's current Chairman and CEO, and listed on the Italian Stock Exchange's AIM Italia market since 2018 (symbol: ITD.MI). With a fibre optic network of over 2,500 km, 144 exchanges, two data centres, a wireless network with 42 radio stations and a national telephone network, Intred provides ultra-broadband, broadband and wireless connectivity, land line telephone service, cloud services and related services for business and retail customers, the latter served with the EIR brand. Intred directly operates its own infrastructure to ensure efficiency, profitability, service quality and – thanks to a dedicated in-house call centre – excellent service levels for its users, enabling it to achieve a customer satisfaction rate of 93.6%. Its high-value assets and consolidated, highly scalable business model, combined with turnover of €15.2 million in the first of 2019, make Intred an ideal infrastructure technology partner with a full range of high-quality, reliable and secure solutions

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