**TELECOM ITALIA GROUP** 

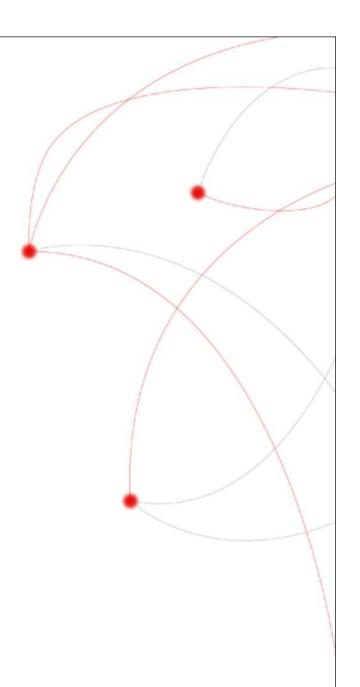
#### **1H 2010 Results**

# Telecom Italia 1H 2010 Results

**Credit Suisse - European Telecoms Conference London, 20 September 2010** 

**MARCO PATUANO** 





### TELECOM ITALIA GROUP 1H 2010 Results

#### **Safe Harbour**

These presentations contain statements that constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These statements appear in a number of places in this presentation and include statements regarding the intent, belief or current expectations of the customer base, estimates regarding future growth in the different business lines and the global business, market share, financial results and other aspects of the activities and situation relating to the Company and the Group.

Such forward looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ materially from those projected or implied in the forward looking statements as a result of various factors.

Forward-looking information is based on certain key assumptions which we believe to be reasonable as of the date hereof, but forward looking information by its nature involves risks and uncertainties, which are outside our control, and could significantly affect expected results.

Analysts are cautioned not to place undue reliance on those forward looking statements, which speak only as of the date of this presentation. Telecom Italia S.p.A. undertakes no obligation to release publicly the results of any revisions to these forward looking statements which may be made to reflect events and circumstances after the date of this presentation, including, without limitation, changes in Telecom Italia S.p.A. business or acquisition strategy or planned capital expenditures or to reflect the occurrence of unanticipated events. Analysts and investors are encouraged to consult the Company's Annual Report on Form 20-F as well as periodic filings made on Form 6-K, which are on file with the United States Securities and Exchange Commission.

In addition, it should be noted that starting from the half-year condensed consolidated financial statements at June 30, 2010 of the Telecom Italia Group, following a detailed review of indirect taxes paid by the Group in the various tax jurisdictions, Telecom Italia reclassified some taxes paid in Brazil, previously included in "Other operating expenses", in reduction of "Revenues" and "Other income". In particular, such reclassifications were carried out also in connection with the forthcoming first-time adoption of IFRS by the Tim Brasil group companies and because they allow the alignment of the accounting representation of the Telecom Italia Group to that of the main TLC operators, ensuring a better comparability and intelligibility of the financial information.



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### **Agenda**

- **▶ TI Group Main Achievements**
- Operating Performance
  - Domestic Business
  - **▶ TIM Brasil**
- Financial Performance
- **▶** Focus on Domestic Market
- Appendix



### **TI Group 1H10 Key Financial Achievements**

Focus on
Core
Markets:
Domestic
&
Brazil

**Group Revenues Trend** 

Reported -0.7% YoY; Organic -5.1% YoY

**Group EBITDA:** 

Reported +3.4% YoY, Organic -0.2% YoY

**Cash Cost Control:** 

Domestic Cash Cost -0.8€ BLN, -10.4% YoY

**Net Income Growth:** 

1.211€ MLN +26.3% YoY

**Contribution from Brazil:** 

Service Revenues Organic +5.8% YoY, Ebitda +18.9% YoY, Ebitda Margin 28.6% (+4.0 p.p. YoY)

**Net Cash Flow Growth:** 

Net Cash Flow 1H10 0.4€ BLN (+0.7€ BLN YoY)

**Adjusted Net Debt:** 

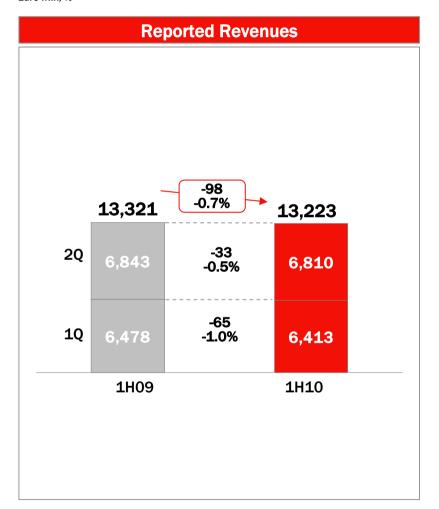
33.6€ BLN, -0.4€ BLN vs YE09; -1.3€ BLN YoY

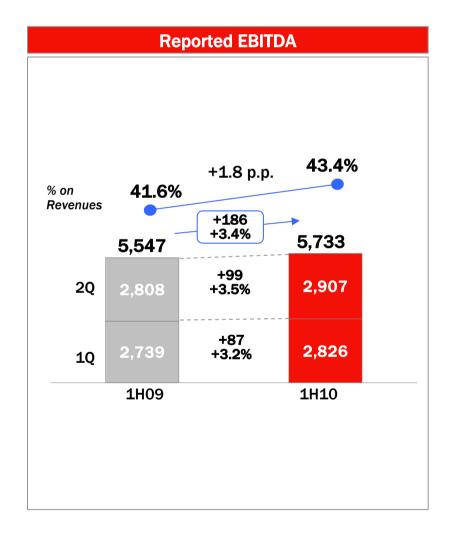
Financial Discipline



### TI Group Improved Profitability: Reported Results vs. 2009

Euro mln, %

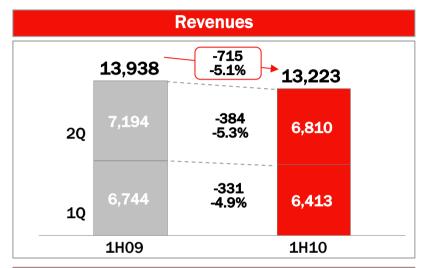


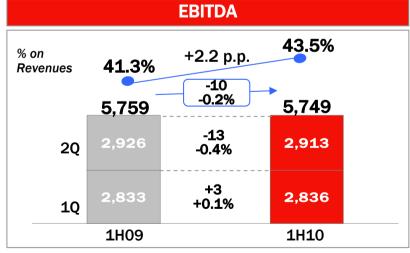


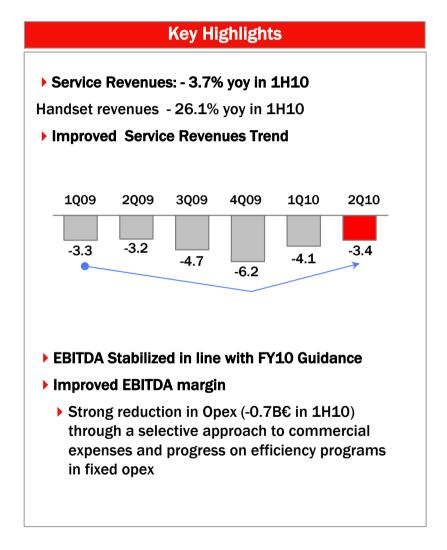


### **TI Group Improved Profitability: Organic Results vs. 2009**

Euro mln, Organic Data, %





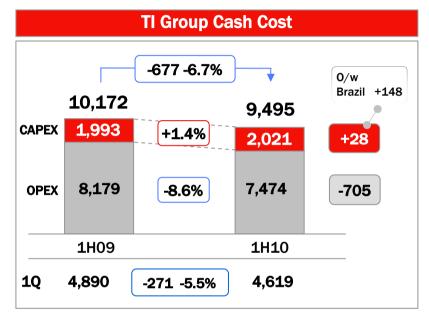


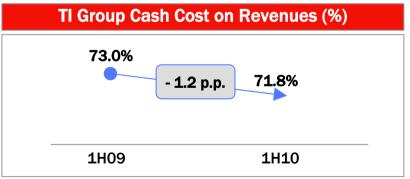


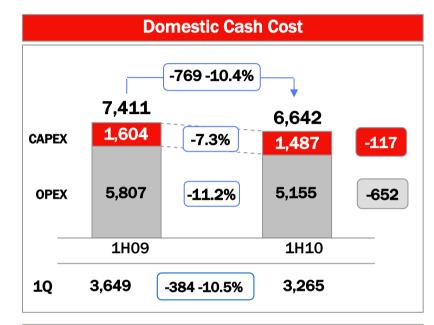
#### **1H 2010 Results**

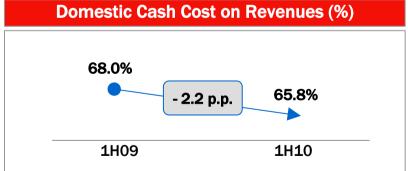
#### **Group Cash Cost: % on Revenues Further Reduced**

Euro mln, Organic Data, %









### TELECOM ITALIA GROUP 1H 2010 Results

### **Agenda**

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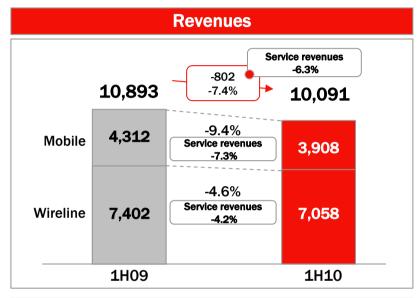
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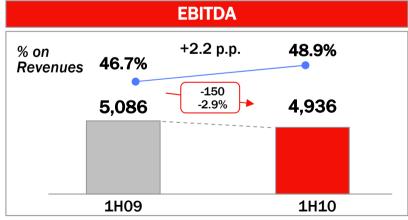
#### **TELECOM ITALIA GROUP**

#### **1H 2010 Results**

#### **Domestic Highlights**

Euro mln, Organic Data, %





#### **Key Highlights**

#### **Fixed business:**

- ▶ Best quarterly performance in line losses reduction since 2005
- ▶ Strong improvement in LLU win-backs
- Overall revenues performance impacted by price hike in 2009 and slowdown of wholesale revenues

#### Mobile business:

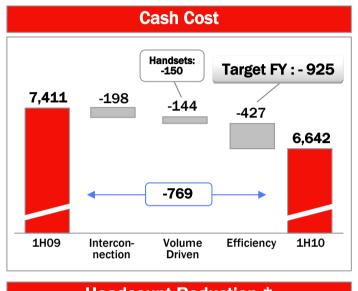
- Back to customer base growth
- Positive QoQ price elasticity driving boosting volumes
- Service revenues performance reflecting sharp price comparison with 2009

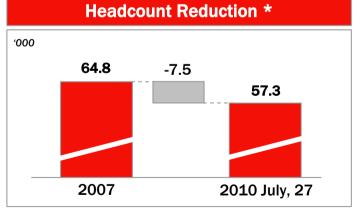
#### **Continued focus on Opex offsetting top-line trend:**

- Strong reduction of low marginality revenues and focus on community concept supporting Ebitda Margin
- ▶ Fixed Opex: strong progress on efficiency programs (61% of FY Target achieved)

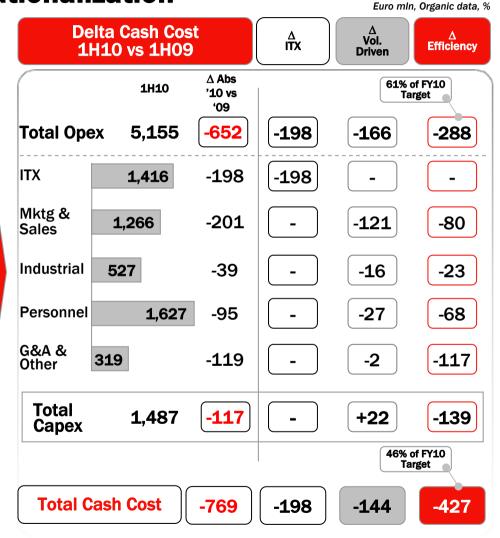


## Domestic Main Achievements 2010 – Progress on Cash Cost Rationalization





<sup>\*</sup> TLC Italy Perimeter - 2007 Pro Forma with SSC and HR Services





### TI's Way to NGN

	BLACK AREAS	GREY AREAS	WHITE AREAS
WHERE	13 Main Italian Cities	Further 125 Cities (minor cities and suburban areas)	~ 8.000 Municipalities (rural areas)
TI'S TARGETS (Household)	<ul> <li>2010: started in Milan and Rome</li> <li>By 2012: ~1.3 mln</li> <li>By 2015: ~3.8 mln</li> </ul>	<ul><li>▶ By 2012: ~0</li><li>▶ By 2018: ~6.8 mln</li></ul>	
TI'S NETWORK ARCHITECTURE	GPON mainly with FTTH	GPON mainly with FTTC	Development & Maintenance of Copper Network Strengthening xDSL Platform
COMPETITION	High	Medium	Low
INFRASTRUCTURE SHARING	TI's Availability to share Civil Infrastructures	Private/Public Co-investment models on passive infrastructure	Public Financing to overcome Digital Divide

<sup>\*</sup>Regional Capitals and Country Towns



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### TELECOM ITALIA GROUP 1H 2010 Results

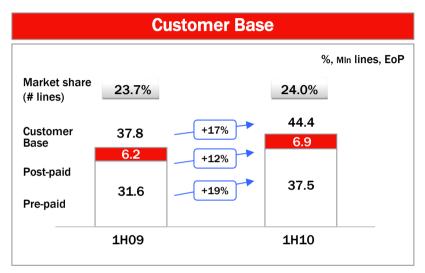
### **Agenda**

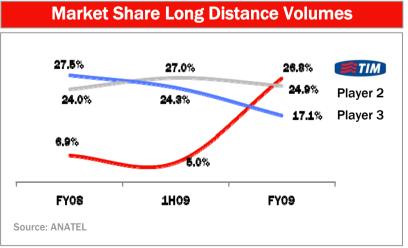
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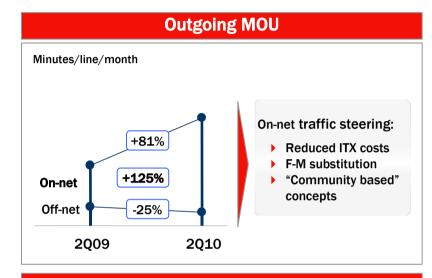


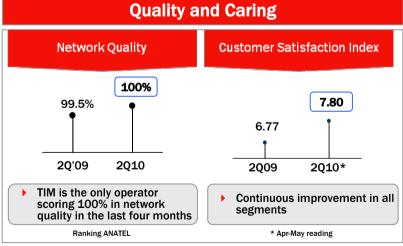
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### **TIM Brasil: Continued KPIs Improvement**







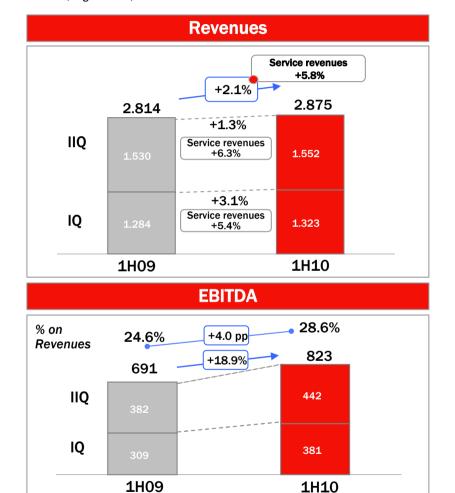




#### **1H 2010 Results**

### **TIM Brasil: Organic Main Results**

Euro mln, Organic data, %



2009 Figures reclassified for some Brazilian taxes

#### **Key Highlights**

- Customer base increase with the successful "Talking More" strategy
- Chip-only strategy confirmed, resulting in significant decrease of handsets revenues and margin improvement
- ► Continued double digit growth in VAS revenues (+14% YoY in R\$ vs +12% YoY in Q1)

- Increased focus on generated business and lower interconnection exposure driving strong service contribution
- ▶ Intelig margins starting to recover (from 5.5% Q1 to 13.1% Q2)



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### TELECOM ITALIA GROUP 1H 2010 Results

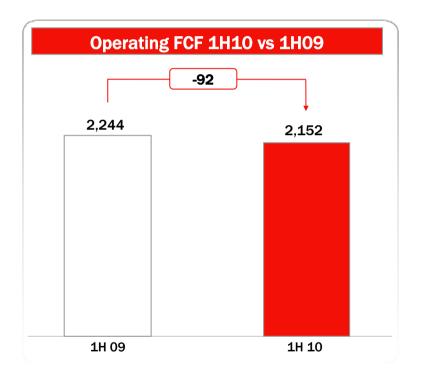
### **Agenda**

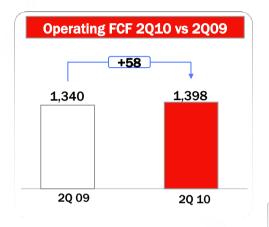
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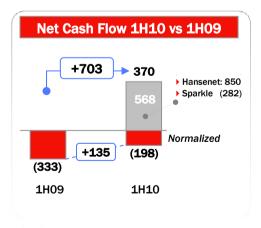


### **Operating Free Cash Flow Trend Reversed in Q2**

Euro mln, Reported Data







July 2010
Sparkle case
settled with a
net payment of
€418 Mln.\*

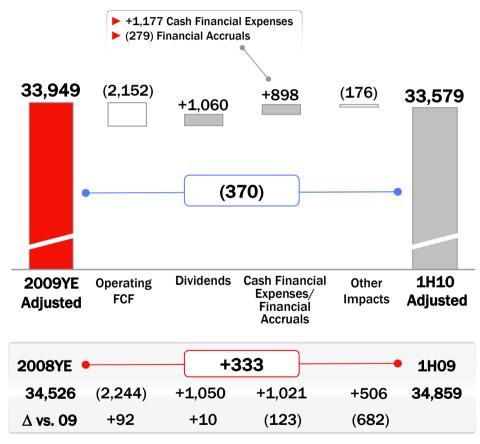
\* Already covered by a provision in previous year



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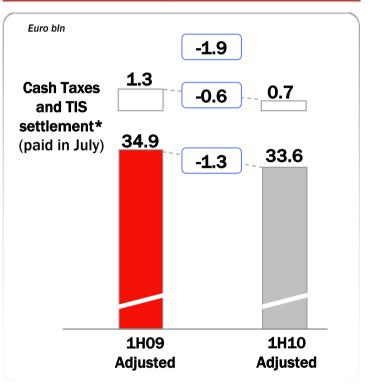
### **Net Debt Dynamics: Deleverage in Line with Targets**

Euro mln, Reported Data





#### **Cash Taxes Impact on Net Debt**

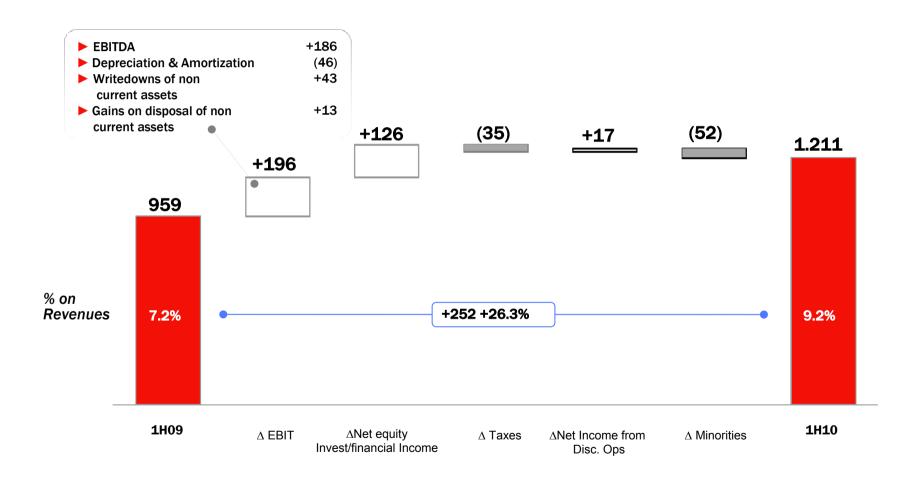




#### **1H 2010 Results**

### **Net Income Evolution: Continued Double Digit Growth**

Euro mln, Reported Data





### **Agenda**

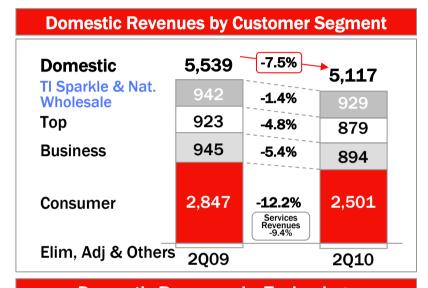
- Focus on Domestic Market:
  - **▶ 2Q 2010 Main Achievements** 
    - Market & Revenues Trend:
      - **▶** Mobile Business
      - **▶** Fixed Business
  - Progress on Cash Cost Rationalization

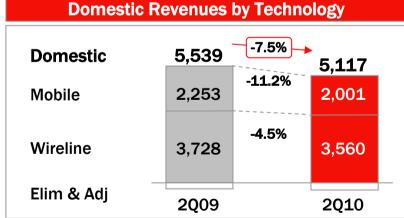


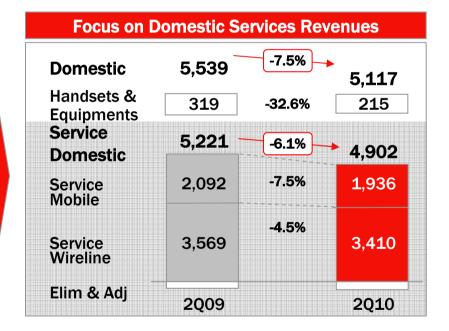
#### **1H 2010 Results**

#### **Domestic Market - 2Q 2010 Main Achievements**

Euro mln, Organic data, %





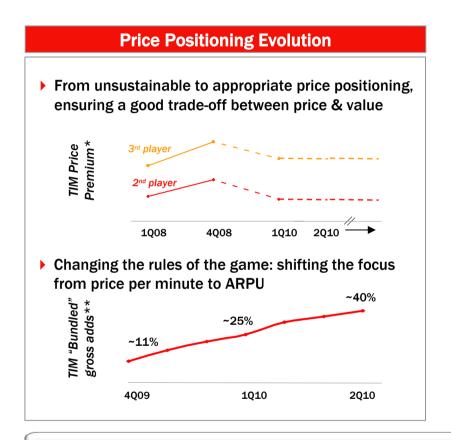


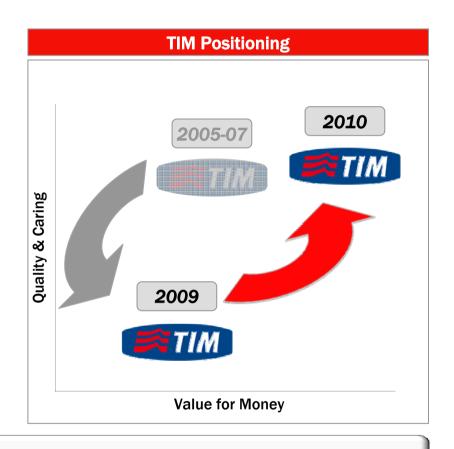
### **Agenda**

- Focus on Domestic Market:
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### **Domestic Mobile: Update on Competitive Dynamics**





### Focus on maintaining a healthy market

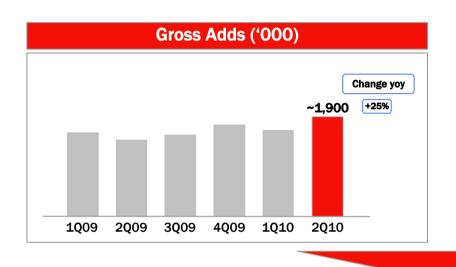
<sup>\*\* %</sup> of TIM customers being currently on TIMx plan, Tutto Compreso and other bundle plans



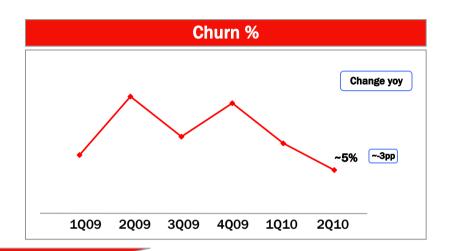
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<sup>\*</sup> Voice revs / total traffic volumes

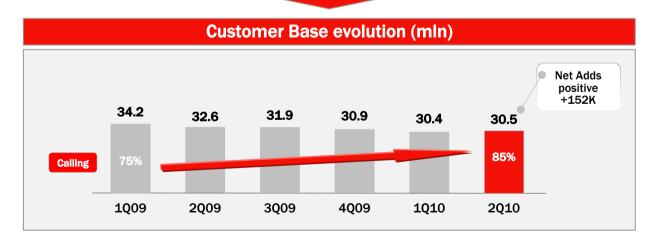
### **Domestic Mobile: Back to a Healthy Customer Base Growth...**



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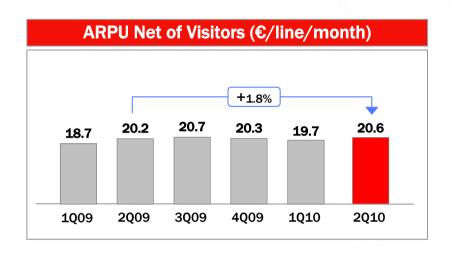


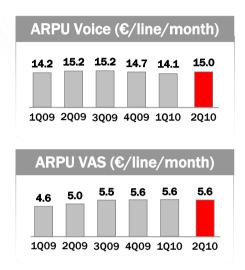
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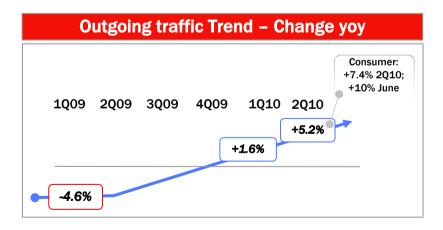


### **Domestic Mobile: ...Protecting ARPU**



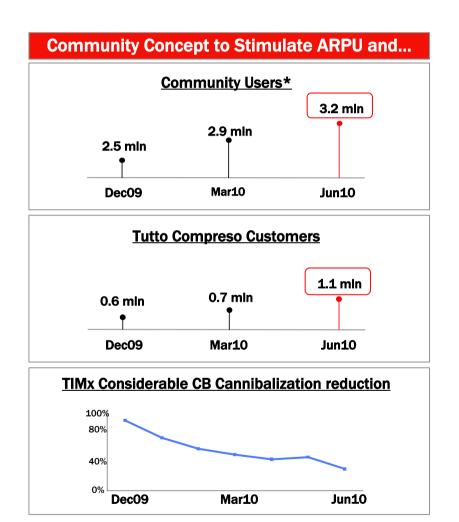


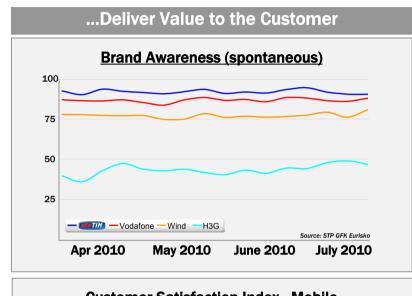
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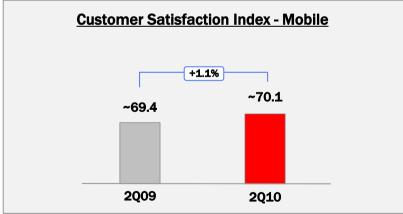


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### **Domestic Mobile: Focus on Consumer Segment**





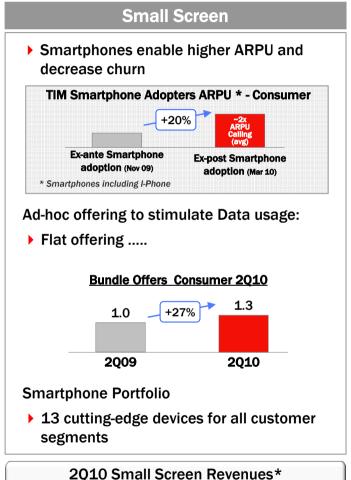


<sup>\*</sup> TIMx and TIM Tribù customers



# Domestic Mobile Broadband: Small Screen & Big Screen Right Formula

Mobile BB leadership consolidation



+~15% YoY

**Big Screen** ▶ Transparent and competitive portfolio offer including Internet Pack: the concept that changed the market **Internet Pack up-take** >350k Jul 10 **Dec 09 Bundle Offers Consumer 2010 - % Usage** ~50% >45% **Customer Base Gross Adds** Internet keys appealing, easy to use, self-installing, PLUG&PLAY

2Q10 Big Screen Revenues\*

+~43% YoY

25

\* Organic figures

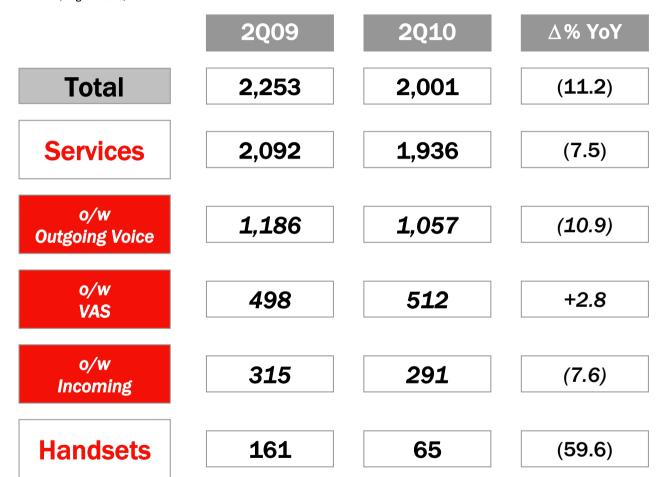


#### **TELECOM ITALIA GROUP**

#### **1H 2010 Results**

#### **Domestic Mobile Revenues**

Euro mln, Organic data, %



 $\Delta$  % QoQ **Service Revenues** +4.6% **2Q10 1Q10 Business Generated** +4.5% 1010 2010 **Business Received\*** +5.2% **1Q10 2Q10** 

(\*) Incoming + Visitors & Others



#### **Domestic Mobile 2H10 Action Plan**

#### **Market Share Recovery**

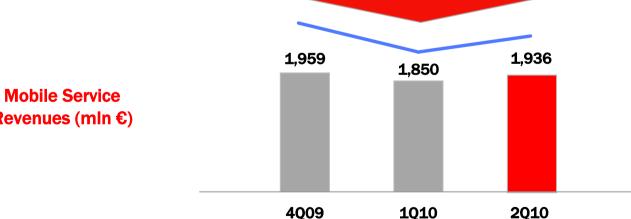
- Continuing push on TIMx proposition to keep on developing the TIM Community (high loyalty, high value)
- ▶ Play up "TuttoCompreso" concept fostering ARPU
- ▶ Push on MNP leveraging on appealing promos and adhoc offerings
- ▶ Keep on restructuring the Sales channel (focus on high potential areas)

#### Push on CB Loyalty, Up-selling & Pre-retention

- Upselling of flat and semi-flat offerings on customer base reducing further cannibalization and developing community
- ▶ Improving caring & pre-retention through inbound and automatic channels
- **Leveraging on CRM** to increase the closeness to customer needs

#### **Mobile Internet**

- ▶ Enhance big screen portfolio targeting Entry level customers, and continuing to attract high-end customers
- ▶ Increase small screen users by focusing on bundle offering (service&product)



Revenues (mln €)

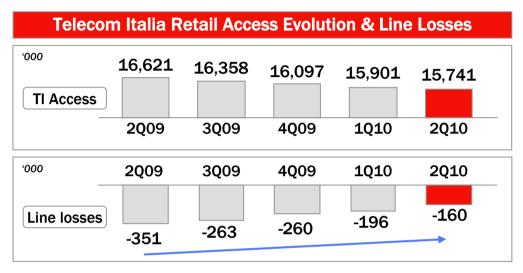


### **Agenda**

- Focus on Domestic Market:
  - ▶ 2Q 2010 Main Achievements
    - ▶ Market & Revenues Trend:
      - Mobile Business
      - **▶** Fixed Business
  - Progress on Cash Cost Rationalization



#### **Domestic Fixed: TI Access Performance**

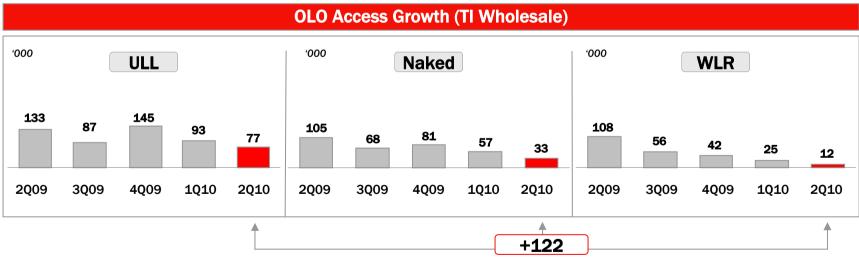


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#### **Key Highlights**

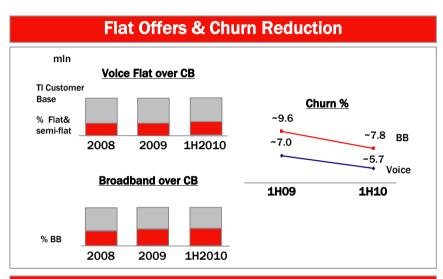
- Confirming a very solid market share on fixed accesses: 70% as of 1H10
- ▶ Continuous improvement of line losses trend posting the best quarterly trend since 2005
- ▶ Sharp decline in OLOs commercial activity with competitors more focused on ULL

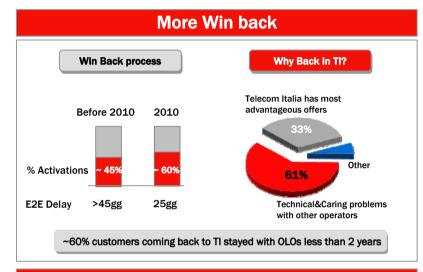
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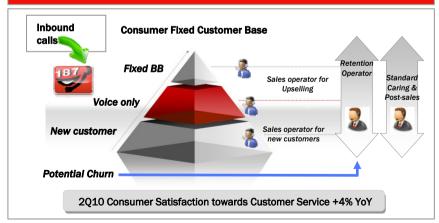


### **Domestic Fixed: Line Losses Reduction Key Drivers**

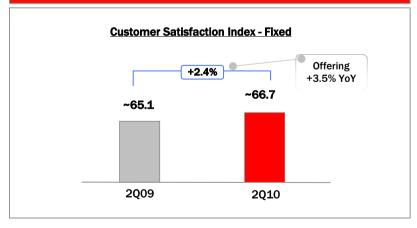




#### **Taylor-made Caring to meet Customer Needs**

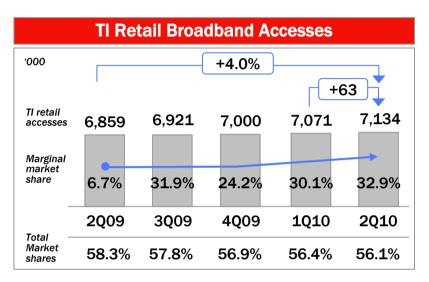


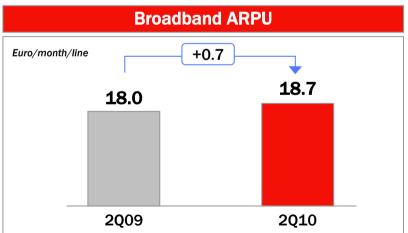
#### **Improved Customer Satisfaction**





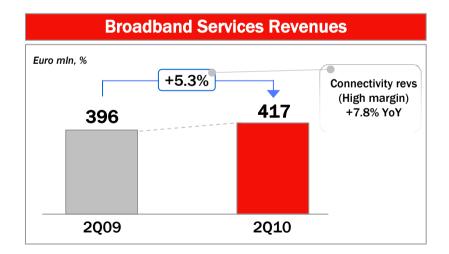
#### **Domestic Fixed: Focus on Broadband**





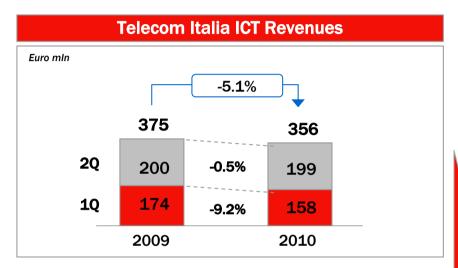
#### **Key Highlights**

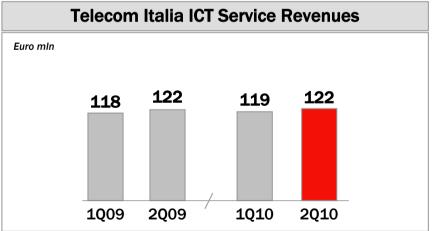
- **▶** Continued good TI performance
- Improved TI net adds trend reflecting both higher gross adds and lower churn: symmetry on win-backs is a key positive
- BB penetration is reaching PC penetration: further push ahead on bundled PC and ADSL sales
- Continuous increase of flat offer driving up ARPU YoY





#### **Domestic Fixed: Focus on ICT & Public Sector Exposure**





#### **Highlights**

- ▶ Launch of IT Smart services to support PA in rationalizing spending (energy and public lighting) and offering new services (info mobility, video surveillance, Wi-Fi connectivity)
- Deployment of Certified E-mail in partnership with Poste Italiane
- Launch of the new Impresa Semplice service "Certific@" (certified email) for SMEs and SOHOs in cooperation with trade associations and the Government



- ► Launch of new advanced hosting offerings for the next generation data center (NGDC) server virtualization
- Launch of new offering for high definition videocommunication
- ► Entry in the managed services business for Automatic Teller Machines (ATM)
- Started "Last Mile Partner" model for Cloud Computing Services

#### **TELECOM ITALIA GROUP**

#### **1H 2010 Results**

### **Domestic Wireline Revenues**

Euro mln, Organic data, %

	2009	2Q10	Δ% <b>YoY</b>	Δ% <b>QoQ</b>
Total	3,728	3,560	(4.5)	
Services	3,569	3,410	(4.5)	+0.1
o/w Voice	1,704	1,530	(10.2)	(1.4)
o/w Internet	403	423	+5.0	
o/w Business Data	307	297	(3.3)	+1.0
o/w Wholesale	1,039	1,057	+1.7	
National	727	761	+4.7	
International	311	296	(4.8)	
o/w Other	117	103	n.m.	
Equipments	159	150	(5.7)	



#### **Domestic Fixed 2H10 Action Plan**

#### Consumer

- ► "Back to School" campaign pushing on ADSL, leveraging on increasing PC penetration
- ▶ Push new simplified portfolio
- ► Increase Value for Money perception through a steady Communication with call to action through "187" channel



#### **Business**

- Push the adoption of free and flat BB offers through
  - 2play bundle
  - Product bundled with ICT services





 Leverage on our customer base to push for convergent offer adoption starting from voice through BB and ICT services





### **Agenda**

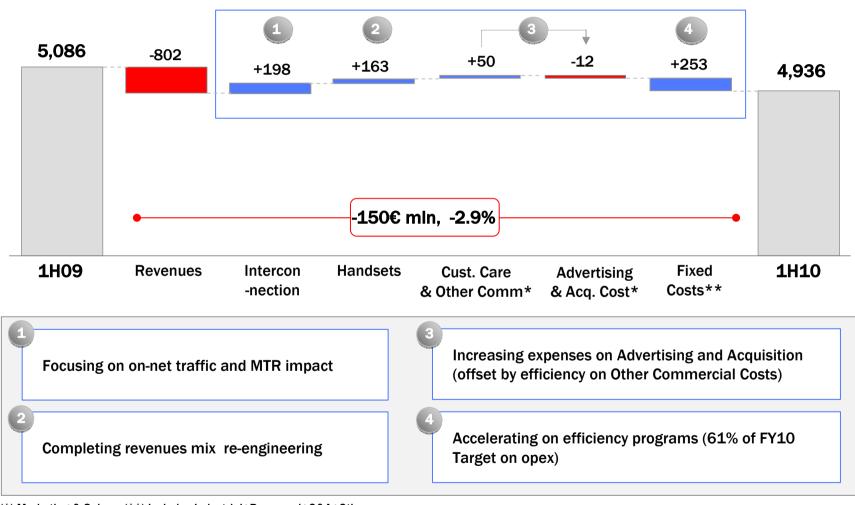
- Focus on Domestic Market:
  - 2Q 2010 Main Achievements
    - Market & Revenues Trend:
      - **▶** Mobile Business
      - **Fixed Business**

Progress on Cash Cost Rationalization



## **Domestic: EBITDA Analysis**

Euro mln, Organic data, %

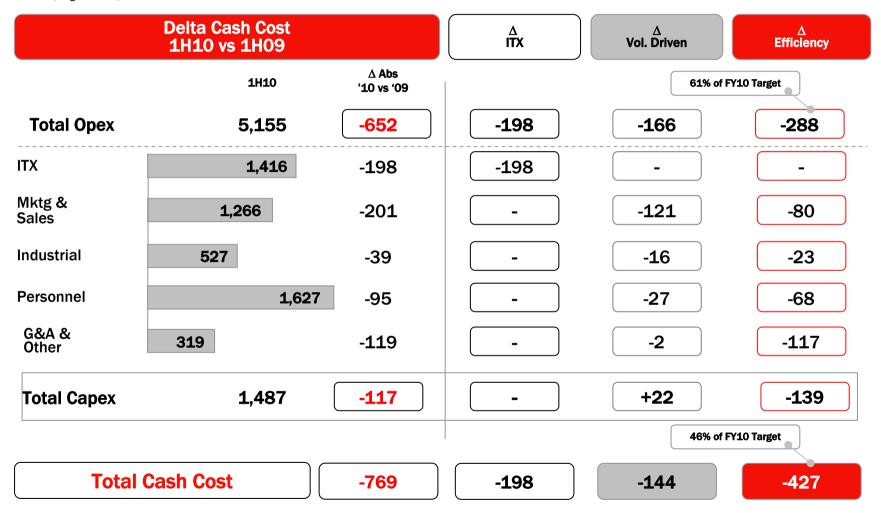


(\*) Marketing & Sales (\*\*) Includes Industrial+Personnel+G&A+Other



## **Progress on Domestic Efficiency Plan**

Euro mln, Organic data, %





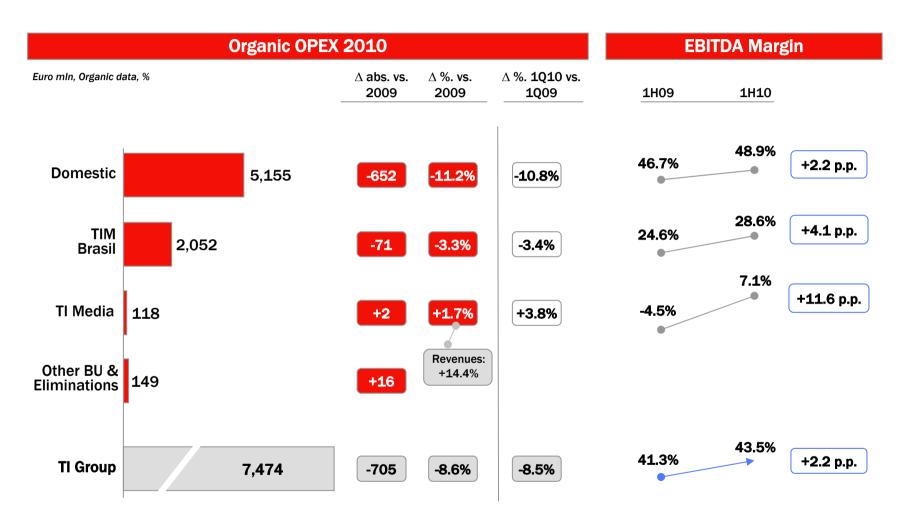
# TELECOM ITALIA GROUP 1H 2010 Results

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- Appendix



# **Cost Control: a Group-Wide Commitment**

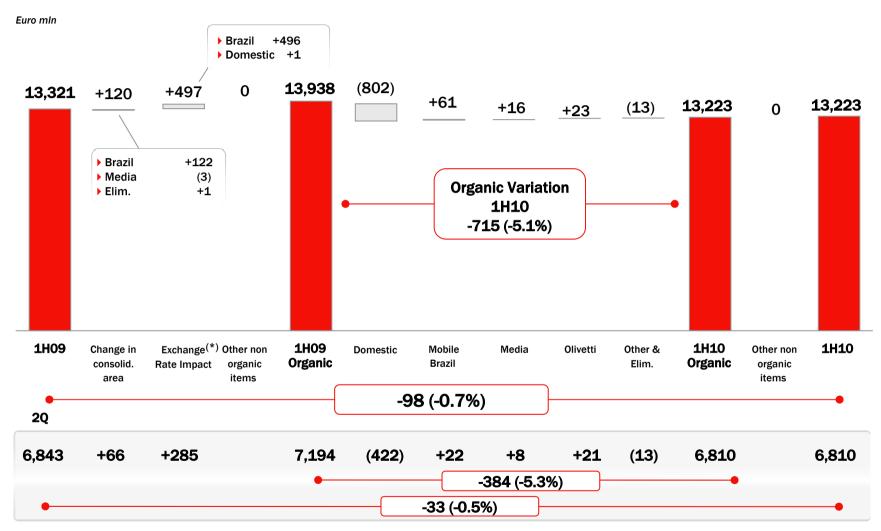




#### **TELECOM ITALIA GROUP**

#### **1H 2010 Results**

## **Revenues Evolution**



(\*) Exchange rate (Real/Euro): 2.38 in 2010, 2.92 in 2009

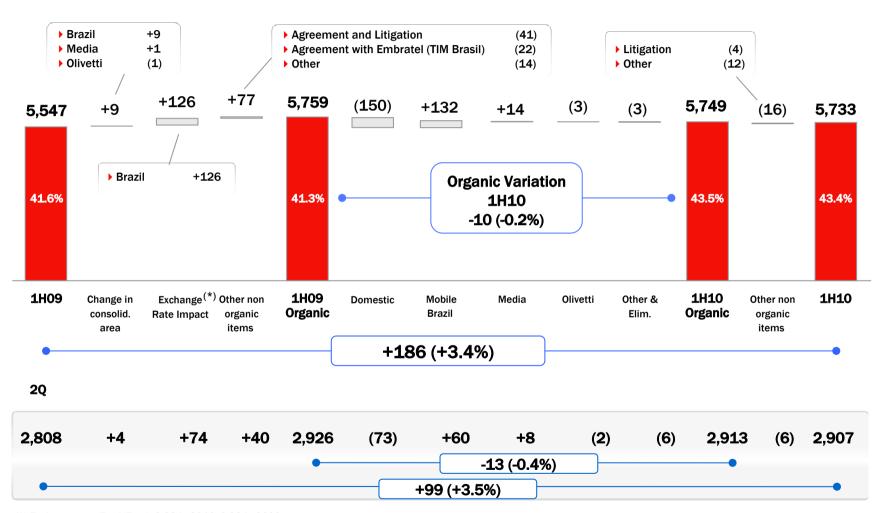


#### **TELECOM ITALIA GROUP**

#### **1H 2010 Results**

## **EBITDA Evolution**

Euro mln

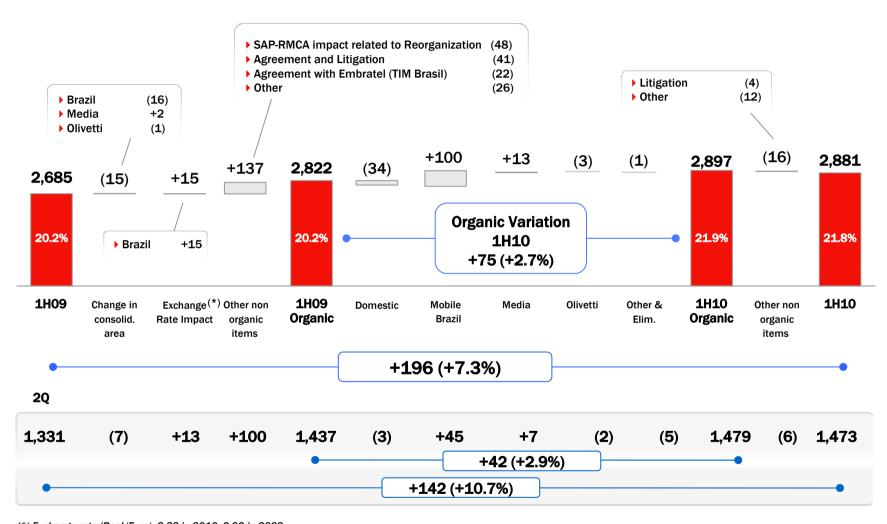


(\*) Exchange rate (Real/Euro): 2.38 in 2010, 2.92 in 2009



MARCO PATUANO

## **EBIT Evolution**



(\*) Exchange rate (Real/Euro): 2.38 in 2010, 2.92 in 2009

**MARCO PATUANO** 



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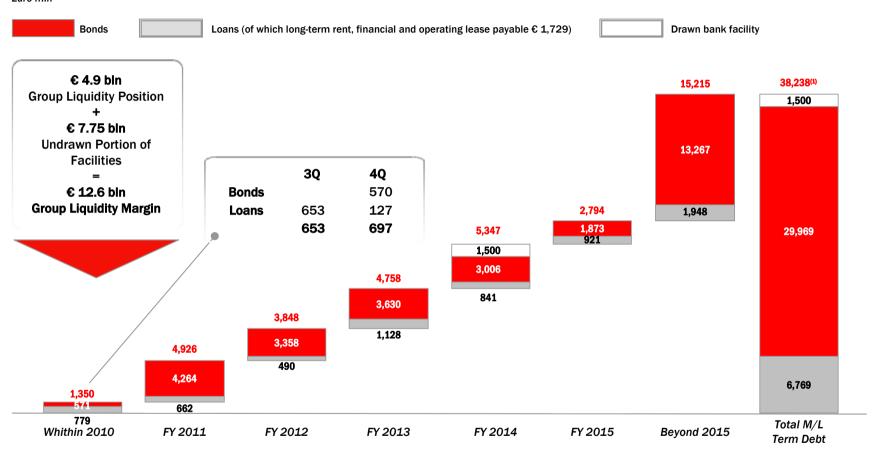
# **Operating Free Cash Flow Trend Reversed in 2Q**

Euro mln, Reported Data Impact on OFCF **Operating Cash Flow - 1H 2010** Operating Cash Flow - 2Q 2010 -98 13,321 13,223 Revenues -33 6.843 6,810 +284 (7,774)(7,490)Opex +132 (3,903)(4,035)-99 (2,021)Capex (1,922)-11 (979)(968)(1,560)**Working Capital** (1,381)-179 (530)-30 (500)Change **Operating Free** 2,244 -92 2,152 +58 1,398 1,340 **Cash Flow** IH 09 IH 10 **IIQ 09 IIQ 10** ► (61) Exchange Rate Impact ► (36) OLO delayed payment + 5 OFCF Normalized



### **Even and Back-Loaded Maturities**





(1) € 38,238 mln is the nominal amount of outstanding medium-long term debt by adding IAS adjustments (€ 1,213 of which € -2,187 mln due to interest rates impact on derivatives valuation) and current liabilities (€ 481 mln), the gross debt figure of € 39,932 mln is reached.

N.B. Debt maturities are net of € 180 mln (face value) of repurchased own bonds (TI Spa € 850 mln 5.25 % Notes due 2055), € 77 mln (face value) of repurchased own bonds (TI Spa € 750 mln 4.75 % Notes due 2014), € 35 mln (face value) of repurchased own bonds (TIF € 1,050 mln 7.75 % Notes due 2033) and € 116 mln (face value) of repurchased own bonds (TIF € 2,000 mln 7.50 % Notes due 2011).



#### **TELECOM ITALIA GROUP**

#### **1H 2010 Results**

# TI Group 1H10 Results - P&L

Euro mIn 1 Quarter 1 Half 2 Quarter 2010 2009 Δ Abs Δ% 2010 2009 Δ Abs 2010 2009 Δ% Δ Abs Δ% **REVENUES** 6.413 6.478 (65) (1.0)6.810 6.843 (33) (0.5)13.223 13.321 (98)(0.7)Other Operating Income 53 45 8 17,8 51 70 (19)(27,1)104 115 (11)(9.6)**TOTAL REVENUES & OTHER INCOME** 6.466 6.523 (57)(0.9)6.861 6.913 (52)(8.0)13.327 13.436 (109)(0,8)Total Purchases of materials and external services (2.498)(2.635)137 (5,2)(2.870)(2.965)95 (3,2)(5.368)(5.600)232 4,1 Personnel (938)(966)(907)(937)(1.845)(1.903)28 (2,9)30 (3,2)58 3,0 of which payroll (931)(950)(891)(912)(1.822)(1.862)40 19 (2,0)21 (2,3)2.1 Other operating costs (265)(290)(305)25 (8,6)(316)(570)(606)36 5.9 11 (3,5)**Capitalized Cost and Others** 61 107 (46)(43.0)128 113 13,3 189 220 (31)(14,1)15 **EBITDA** 2.826 2.739 87 3.2 2.907 2.808 99 3.5 5.733 5.547 186 3.4 % on Revenues 44,1% 42,3% 42,7% 41,0% 43,4% 41,6% **Depreciation & Amortization** (1.412)(1.387)(25)1,8 (1.433)(1.412)(21)1,5 (2.845)(2.799)(46)(1,6)Writedowns/revaluations of non current assets (5) 0 (5) 0 (48)48 (5) (48)89,6 43 Gains/losses of non current assets realization (1) 2 (1) (3) (17)16 94,1 (2) (15)13 86,7 **EBIT** 1.408 1.354 54 4.0 1.473 1.331 142 10.7 2.881 2.685 196 7.3 % on Revenues 22.0% 20.9% 21.6% 19.5% 21.8% 20.2% Income (loss) equity invest, valued equity method 25 14 39 33 14 11 19 (5) 6 Other income ( expenses ) from investments 0 2 6 (4) (40)40 2 (34)36 Net Financial Income / (Expenses) (474)(583)109 (524)(499)(25)(998)(1.082)84 Income before Taxes & Discontinued Op. 961 791 170 963 811 152 1.924 1.602 322 % on Revenues 15.0% 12.2% 14.1% 11.9% 14.6% 12.0% Taxes (355)(341)(14)(327)(306)(21)(682)(647)(35)Income before Discontinued Op. 606 450 156 636 505 131 1.242 955 287 Net income (loss) of assets disposed 0 (9) 9 (2) (10)8 (2) (19)17 **Net Income (ante Minorities)** 606 441 634 1.240 936 304 165 495 139 % on Revenues 9.4% 9.3% 6,8% 7,2% 9.4% 7,0% Minorities (5) (29)23 19 (24)(24)4 (28)(52)**Net Income (post Minorities)** 1.211 959 601 460 141 30,7% 610 499 111 22,2% 252 26,3 % on Revenues 9.2% 9,4% 7,1% 9,0% 7,3% 7,2%



### **1H 2010 Results**

# **TI Group - Main Results by BU - Reported Figures**

Euro mIn		l Quarter					II Quarter				I Half			
REVENUES	2010	2009	Δ Abs	Δ%	2010	2009	Δ Abs	Δ%	2010	2009	Δ Abs	Δ%		
Domestic	4.974	5.357	-383	(7,1)	5.117	5,535	-418	(7,5)	10.091	10.892	-801	(7,4)		
Wireline Domestic	3.498	3.677	-179	(4,9)	3.560	3.724	-164	(4,4)	7.058	7.401	-343	(4,6)		
Tim Domestic	1.907	2.059	-152	(7,4)	2.001	2.253	-252	(11,2)	3.908	4.312	-404	(9,4)		
Mobile Brasile	1.323	1.013	310	30,6	1.552	1.183	369	31,2	2.875	2.196	679	30,9		
Media	57	51	6	11,8	70	63	7	11,1	127	114	13	11,4		
Olivetti	73	71	2	2,8	103	82	21	25,6	176	153	23	15,0		
Other Activities	21	22	-1	(4,5)	22	24	-2	(8,3)	43	46	-3	(6,5)		
Elim.	-35	-36	1		-54	-44	-10		-89	-80	-9			
TI Group	6.413	6.478	-65	(1,0)	6.810	6.843	-33	(0,5)	13.223	13.321	-98	(0,7)		

				II Qua	rter		l Half					
EBITDA	2010	2009	Δ Abs	Δ%	2010	2009	Δ Abs	Δ%	2010	2009	Δ Abs	Δ%
Domestic	2.451	2.523	-72	(2,9)	2.469	2.515	-46	(1,8)	4.920	5.038	-118	(2,3)
Mobile Brasile	381	231	150	64,9	442	296	146	49,3	823	527	296	56,2
Media	2	-5	7	-	7	-1	8	-	9	-6	15	-
Olivetti	-10	-9	-1	(11,1)	-6	-3	-3	(100,0)	-16	-12	-4	(33,3)
Other Activities	-2	-1	-1	(100,0)	-2	1	-3	-	-4	0	-4	-
Elim.	4	0	4		-3	0	-3		1	0	1	
TI Group	2.826	2.739	87	3,2	2.907	2.808	99	3,5	5.733	5.547	186	3,4
EBITDA MARGIN	44,1%	42,3%	1,8 pp		42,7%	41,0%	1,7 pp		43,4%	41,6%	1,8 pp	

		II Quarter				l Half						
FDIT	2010	2009	ΔAbs	Δ%	2010	2009	Δ Abs	Δ%	2010	2009	Δ Abs	Δ%
EBIT												
Domestic	1.366	1.392	-26	(1,9)	1.392	1.319	73	5,5	2.758	2.711	47	1,7
Mobile Brasile	65	-5	70	-	100	42	58	138,1	165	37	128	345,9
Media	-13	-20	7	35,0	-8	-27	19	70,4	-21	-47	26	55,3
Olivetti	-11	-10	-1	(10,0)	-7	-5	-2	(40,0)	-18	-15	-3	(20,0)
Other Activities	-8	-6	-2	(33,3)	-6	-5	-1	(20,0)	-14	-11	-3	(27,3)
Elim.	9	3	6		2	7	-5		11	10	1	
TI Group	1.408	1.354	54	4,0	1.473	1.331	142	10,7	2.881	2.685	196	7,3
EBIT MARGIN	22,0%	20,9%	1,1 pp		21,6%	19,5%	2,1 pp		21,8%	20,2%	1,6 pp	



### **1H 2010 Results**

# **TI Group - Main Results by BU - Organic Figures**

Euro min REVENUES		ter		II Quarter				l Half				
	2010	2009	Δ Abs	Δ%	2010	2009	Δ Abs	Δ%	2010	2009	Δ Abs	Δ%
Domestic	4.974	5.354	-380	(7,1)	5.117	5.539	-422	(7,5)	10.091	10.893	-802	(7,4)
Wireline Domestic	3.498	3.674	-176	(4,8)	3.560	3.728	-168	(4,5)	7.058	7.402	-344	(4,6)
Tim Domestic	1.907	2.059	-152	(7,4)	2.001	2.253	-252	(11,2)	3.908	4.312	-404	(9,4)
Mobile Brasile	1.323	1.284	39	3,1	1.552	1.530	22	1,3	2.875	2.814	61	2,1
Media	57	49	8	16,3	70	62	8	12,9	127	111	16	14,4
Olivetti	73	71	2	2,8	103	82	21	25,6	176	153	23	15,0
Other Activities	21	22	-1	(4,5)	22	24	-2	(8,3)	43	46	-3	(6,5)
Elim.	-35	-36	1		-54	-43	-11		-89	-79	-10	
TI Group	6.413	6.744	-331	(4,9)	6.810	7.194	-384	(5,3)	13.223	13.938	-715	(5,1)

			II Qua	rter		l Half						
EBITDA	2010	2009	Δ Abs	Δ%	2010	2009	Δ Abs	Δ%	2010	2009	Δ Abs	Δ%
Domestic	2.461	2.538	-77	(3,0)	2.475	2.548	-73	(2,9)	4.936	5.086	-150	(2,9)
Mobile Brasile	381	309	72	23,2	442	382	60	15,1	823	691	132	18,9
Media	2	-4	6	-	7	-1	8	-	9	-5	14	-
Olivetti	-10	-9	-1	(11,1)	-6	-4	-2	(50,0)	- <b>1</b> 6	-13	-3	(23,1)
Other Activities	-2	-1	-1	(100,0)	-2	1	-3	-	-4	0	-4	-
Elim.	4	0	4		-3	0	-3		1	0	1	
TI Group	2.836	2.833	3	0,1	2.913	2.926	-13	(0,4)	5.749	5.759	-10	(0,2)
EBITDA MARGIN	44,2%	42,0%	2,2 pp		42,8%	40,7%	2,1 pp		43,5%	41,3%	2,2 pp	

		II Quarter				l Half						
EBIT	2010	2009	∆ Abs	Δ%	2010	2009	Δ Abs	Δ%	2010	2009	∆ Abs	Δ%
Domestic	1.376	1.407	-31	(2,2)	1.398	1.401	-3	(0,2)	2.774	2.808	-34	(1,2)
Mobile Brasile	65	10	55	-	100	55	45	81,9	165	65	100	156,9
Media	-13	-19	6	31,6	-8	-15	7	46,7	-21	-34	13	38,2
Olivetti	-11	-10	-1	(10,0)	-8	-6	-2	(33,3)	-19	-16	-3	(18,8)
Other Activities	-8	-6	-2	(33,3)	-6	-5	-1	(20,0)	-14	-11	-3	(27,3)
Elim.	9	3	6		3	7	-4		12	10	2	
TI Group	1.418	1.385	33	2,4	1.479	1.437	42	2,9	2.897	2.822	75	2,7
EBIT MARGIN	22,1%	20,5%	1,6 pp		21,7%	20,0%	1,7 pp		21,9%	20,2%	1,7 pp	

