



PRESS RELEASE

## **TISCALI and ZTE partner for Ultra Broadband Network in Sardinia**

*Tiscali and ZTE have entered into a strategic partnership agreement with the aim of fostering the development of ultra-wide broadband in Italy, starting with the deployment of an FTTH network in Sardinia*

Roma, Cagliari, 7 October 2010. Tiscali, one of the main independent telecommunication companies in Italy, and ZTE, a leading global provider of telecommunications equipment and network solutions, have signed a strategic framework agreement with the aim of fostering the extension of ultra-wide broadband in Italy, starting with the development of an FTTH network in Sardinia.

This important agreement has been signed today by Renato SORU, Tiscali CEO and by FAN Qingfeng\*, Executive VP and Head of Global Sales of ZTE, on behalf of SHI Lirong, ZTE Corporation CEO, at Villa Madama in the presence of the Italian Prime Minister Silvio Berlusconi and the Chinese Prime Minister WEN Jiabao who is visiting high level Italian government officials to discuss issues affecting both countries including economy, trade, environment and technology.

The partnership between ZTE and Tiscali will include collaboration from a technology and trade/financial standpoint to evaluate, study and design next generation services that Tiscali can provide to its customer base.

In the first phase of the project Tiscali and ZTE will implement a fiber optic network in Sardinia, taking advantage of the ongoing work for the local gas network in the extended Cagliari area, which includes over 50 thousand lines of LLU (Local Loop unbundling) coverage.

This project, designed both by Tiscali and ZTE, will be inserted into the context of the other licenced operators in Italy that are on the frontline asking government and institutions to establish a fiber optic network.

Renato SORU, Tiscali CEO, said: "We have found in ZTE a high level company both as a technology and network solutions supplier and as a visionary partner, able to identify our customers' future needs and to design today with us the answers to those needs. Our country cannot afford either the lack of next generation network infrastructure or delays due to ongoing discussions. That is why we confirm our commitment to reach the ultimate goal of setting up in Italy a broadband network that will place the country among the most advanced in the world. We are working with ZTE with the aim of setting up a network open to all the operators and that we hope it will be part of the wider national network."

SHI Lirong, ZTE Corporation CEO, stated: "I apologize for not being present, due to an unexpected inconvenience. I would however like to state my belief that innovative and

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ambitious operators like Tiscali represent the future for Europe. The technological innovation that has always distinguished ZTE combines perfectly with Tiscali's vision of a country with advanced telecommunications services. I'm very proud that ZTE can collaborate with Tiscali for the creation of an FTTH network in Sardinia, and I hope it will be the first step of a long and fruitful partnership."

**About Tiscali**

Tiscali S.p.A. (Borsa Italiana. Milan: TIS) is one of the leading alternative telecommunications companies in Italy. Tiscali supplies a wide range of services to its customers, both private individuals and companies: internet access through dial-up and ADSL, as well as voice, VoIP, media, and added-value services and other technologically advanced products.

As 30 June 2010, Tiscali had more than 740 thousand customers in Italy, of which roughly 582 thousand ADSL customers. Around 362 thousand of these are Dual Play customers.

The Tiscali website may be accessed at [www.tiscali.it](http://www.tiscali.it).

\* Fan Qingfeng : Fan is the last name and Qingfeng the first name. All the Chinese names are written following the rule of the surname first.

**About ZTE**

ZTE is a leading global provider of telecommunications equipment and network solutions. It has the widest and most complete product range in the world – covering virtually every sector of the wireline, wireless, service and terminals markets. The company delivers innovative, custom-made products and services to over 500 operators in more than 140 countries, helping them to achieve continued revenue growth and to shape the future of the world's communications. ZTE commits around 10% of its annual turnover to research and development and takes a leading role in a wide range of international bodies developing emerging telecoms standards. ZTE leads China's 3G industry with about 30% share of the total 3G equipment market in 2008. A company with sound corporate social responsibility (CSR) initiatives, ZTE is a member of the UN Global Compact that strictly adheres to the Ten Principles of the Global Compact in developing and carrying out CSR programs. ZTE is China's only listed telecoms manufacturer, with shares publicly traded on both the Hong Kong and Shenzhen Stock Exchanges (H share stock code: 0763.HK / A share stock code: 000063.SZ). For more information, please visit [www.zte.com.cn](http://www.zte.com.cn)

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