



## **Listening, understanding, communicating.**

TWT S.p.A. was founded in 1995 as an independent and private telecommunications operator, providing a complete range of integrated communications services to the Corporate, Carrier and Reseller markets: from voice to broadband and Internet services, creating VPN networks for multi-branch companies, managing information network security, and designing websites and providing Certified Electronic Mail.

While bucking the trend of the fixed telecommunications market, TWT has consistently increased its market share over the years. Its revenues, which in 2001 amounted to 11 million euros, grew to over 70 million euros in 2008. Although its core business remains linked to fixed telephony services, TWT operates on different markets, providing a complete range of integrated "turnkey" telecommunications services, with specially designed business solutions catering to specific needs.

TWT is structured into three interacting operating divisions, each of which specializes in a specific market sector. The Corporate division looks after the needs of businesses requiring a customized and optimized telecommunication network in terms of costs and service quality, whereas the Carrier division provides wholesale solutions for large national and international operators and the Reseller division manages voice and data service solutions for resellers.

Marco Rodolfi is TWT's president and managing director, overseeing the company's core business, technical and strategic areas, and relations with Carriers.

Michela Colli is the company's managing director for its financial and administrative, marketing and communications divisions.

TWT's competitive edge in the business is a direct result of its continuous commitment to research and technology, used in building and designing customized telecommunications projects and services, as well as its team spirit and strong emphasis on people motivation. An important part of the company's earnings are reinvested in the internal design and development of technology solutions, such as the platforms on which TWT's network are based.

TWT identifies itself and its values in the world of competitive sailing, with a passion for challenges, courage and team spirit, sponsoring the eponymous Farr40 class sailboat, with its president Marco Rodolfi at the helm. Since 2003, TWT has been a major player at the most prestigious international sailing events in its category.