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Intred revenues up another 21% to EUR 15 mln in September quarter

Intred, an Italian fixed-network operator based in the Eastern Lombardy region, reported revenues of EUR 15.2 million in the first 9 months of 2019, up 21.3 percent year on year due mainly to a 47 percent rise in high-speed fixed broadband (FTTH and FTTC) revenues. The number of users with data lines increased by 21 percent year on year to 30,350 on 30 September, with sales growing to household customers (+25%), business customers (+22%), as well as the wholesale market (+16%) and public administration (+9%).

Earlier this year, Intred announced plans to tap into Open Fiber's wholesale network and invest around EUR 3 million over the next 5 years to bring FTTH to more of Lombardy's main cities, having last year reached a deal with Telecom Italia (TIM) to access some 500km of dark fibre over 15 years. Last month it agreed to access a further 300km of dark fibre from infrastructure provider Retelit and local transport company GTT.

As a result, the company extended its network from 1,950 Km at the end of 2018 to 2,500 Km on 30 September.