

# Weekly Stock Market Report for Telecom Italia Retail Shareholders

March 23<sup>rd</sup> - March 30<sup>th</sup>, 2018



#### Telecom Italia Shareholders' Club

## TI ÖN

4.1%

### Weekly \* Performance of Major Worldwide Market Stock Exchanges

-3.9%	-3.1%	-2.9%	-1.4%	-0.1%	-0.	0%	0.0%	0.1%	0.6%	0.79	6 1.2%	1.5%	
MERVAL (ARG)			NASDAQ COMPOSITE (USD)	S&P 500 (USD)		nipplipt) ved	CAC40 (Paris)	FTSE MIB (Milan)	DOW JONES INDUS. AVG (USD)	BRAZIL BOVESPA (BRL)	IBEX35 (Modrid)	FTSE 100 (London)	NIKKEI 225 (JPG)
		Index Point as			Performo	nce (Δ%)*			Last	52 weeks	Dally avera	ge volume **	Market
		of 30-Mar-18	1 week	1 month	3 months	6 months	1 year	from Jan. 17	Low Price	Hlgh Price	1 week	1 month	Cap. (mln. local cur.)
Europe													
FTSE MIB (Milan		22,411	0.1%	-0.9%	2.6%	-1.3%	10.0%	2.6%	19,443	24,050	392,614,515	446,693,305	514,143
FTSE 100 (Londo	on)	7,057	1.5%	-2.4%	-8.2%	-4.3%	-4.2%	-8.2%	6,867	7,793	789,069,747	770,509,372	1,954,580
DAX (Frankfurt)		12,097	0.0%	-2.7%	-6.4%	-5.7%	-1.3%	-6.4%	11,727	13,597	117,348,326	110,642,207	1,139,643
CAC 40 (Paris)		5,167	0.0%	-2.9%	-2.7%	-3.0%	1.5%	-2.7%	4,980	5,567	95,840,002	90,326,848	1,462,027
IBEX35 (Madrid) America		9,600	12%	-2.4%	-4.4%	-7.5%	-7.7%	-4.4%	9,328	11,184	279,111,459	234,618,572	608,161
DOW JONES IND	DUE AVE (HED)	24,103	0.6%	-3.7%	-2.5%	7.6%	16.3%	-2.5%	20,380	26,617	147,483,725	123,443,054	6,582,938
S&P 500 (USD)	JUS. AVG (USD)	2,641	-0.1%	-2.7%	-1.2%	4.8%	11.5%	-1.2%	2,329	2,873	700,188,531	650,391,229	23,366,860
NASDAQ COMPO	OSITE (LISD)	7,063	-1.4%	-2.9%	23%	8.7%	19.4%	2.3%	5,805	7,637	602,688,371	562,304,673	10,749,465
MEXICO BOLSA		46,125	-2.9%	-2.8%	-6.5%	-8.4%	-5.9%	-6.5%	45,895	51,772	185,609,773	321,384,810	#N/A N/A
MERVAL (ARG)	(INDAIN)	31,115	-3.9%	-5.7%	3.5%	19.3%	54.0%	3.5%	20,060	35,462	10,261,930	11,704,046	31,115
BRAZIL BOVESP	Δ (RDI )	85,366	0.7%	0.0%	11.7%	14.9%	30.8%	11.7%	60,315	88,318	300,851,878	363,872,138	2,676,852
Asla	A (UNL)	03,300	0.770	0.070	11.770	17.570	30.070	11.770	00,113	010,00	300,031,070	303,072,130	2,070,032
NIKKEI 225 (JPG)	)	21,454	4.1%	13%	-5.8%	5.2%	13.5%	-5.8%	18,225	24,129	886,573,568	822,533,805	377,052,960
HANG SENG (HO		30,093	-3.1%	-2.4%	0.6%	9.2%	23.8%	0.6%	23,724	33,484	2,529,049,600	2,198,496,930	19,560,746
Global Commod	ltles												
Wti Crude Future		64.94	1.0%	5.6%	7.7%	24.5%	27.3%	7.7%	44.34	66.55000305	]		
Brent Crude Futr		69.34	1.4%	7.6%	5.4%	23.8%	31.0%	5.4%	47.150002	70.40000153			
											1		
Gold Spot \$/Oz		1327.23	-1.5%	0.6%	1.9%	4.1%	6.4%	1.6%	1204.68	1366.18			

<sup>\*</sup> performance calculated on dosing price, \*\* n. of traded shares

Source: Bloomberg LP



#### Telecom Italia Shareholders' Club

### Weekly \*\* Performance of Major European Sectors



DJ Stoxx 600						0.1%	0.4%	0.5%	0.6%	0.7%	1.3%	1.7%	3.3%
-1.9%	-1.3%	-0.9%	-0.8%	-0.6%	-0.5%								
DJS Tech	DJS Financials	DJS Chemicals	DJS Banks	DJS Insurance	DJS Basic Resources	DJS Goods&Services	DJS Media	DJS Oil&Gas	DJS Retail	DJS Real Estate	DJS Telecom	DJS Auto	DJS Utilities

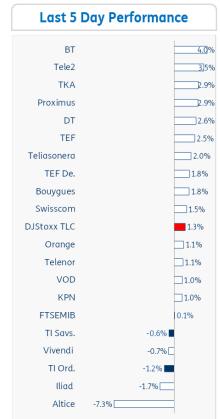
	Index Point as			Performa	nce (Δ%)*			Last 5	2 weeks	Dally avera	Market	
	of	1	1	3	6	1	from	Low	Hlgh	1	1	Cap.
	30-Mar-18	week	month	months	months	year	Jan. '17	Price	Price	week	month	(mln. local cur.)
Index												
DJ Stoxx 600	370.87	0.5%	-2.3%	-4.7%	-4.5%	-2.5%	-4.7%	362.04	403.72	2,268,437,965	2,241,756,305	9,955,384.00
Sectors												
DJS Telecom	257.47	1.3%	-2.6%	-8.6%	-10.6%	-14.6%	-8.6%	250.65	314.37	257,221,943	308,153,143	381,350.45
DJS Auto	626.96	1.7%	-0.6%	2.0%	5.6%	10.6%	2.0%	526.7	690.31	46,100,101	43,073,445	389,682.66
DJS Banks	173.14	-0.8%	-6.9%	-5.9%	-8.5%	-3.1%	-5.9%	169.54	197.44	738,483,855	658,536,279	1,234,356.56
DJS Basic Resources	449.66	-0.5%	-4.5%	-5.0%	5.8%	6.3%	-5.0%	370.78	502.61	106,321,189	101,840,665	324,716.78
DJS Chemicals	893.66	-0.9%	-4.6%	-5.9%	-5.7%	-1.0%	-5.9%	859.32	1002.06	15,948,531	15,567,110	343,932.01
DJS Oil&Gas	302.21	0.5%	-1.4%	-4.2%	-1.3%	-3.6%	-4.2%	277.52	332.85	100,448,417	105,314,618	595,403.31
DJS Financials	484.91	-1.3%	-1.9%	-0.2%	0.7%	8.3%	-0.2%	444.33	518.47	36,339,349	36,603,180	219,214.24
DJS Goods&Services	513.91	0.1%	-2.7%	-3.7%	-3.3%	2.9%	-3.7%	486.62	562.85	154,178,170	156,659,161	1,140,261.25
DJS Insurance	283.37	-0.6%	-3.4%	-1.7%	-0.5%	2.1%	-1.7%	268.83	306.16	101,735,170	101,578,058	551,285.48
DJS Media	262.58	0.4%	-4.5%	-4.5%	-2.7%	-7.8%	-4.5%	252.35	295.41	51,800,679	62,353,508	215,907.80
DJS Tech	429.06	-1.9%	-3.7%	-2.3%	-1.5%	3.8%	-2.3%	404.23	468.74	60,411,299	55,233,192	417,111.76
DJS Utilities	283.06	3.3%	4.6%	-3.0%	-5.8%	-2.1%	-3.0%	261.85	312.92	188,960,605	189,636,380	449,658.66
DJS Retail	287.15	0.6%	-3.5%	-5.8%	-5.5%	-7.5%	-5.8%	280.83	330.35	115,014,518	124,729,748	320,214.44
DJS Real Estate	173.47	0.7%	3.4%	-4.0%	1.7%	4.4%	-4.0%	163.59	183.5	33,747,185	39,515,035	178,523.18
* performance calculated on closing p	orice. ** n. of traded shares.											Source: Bloomberg LP



\*\* Last week includes March 23rd,

# TI ÖN

#### Europe: Stock Performance of Main TLC Operators \*





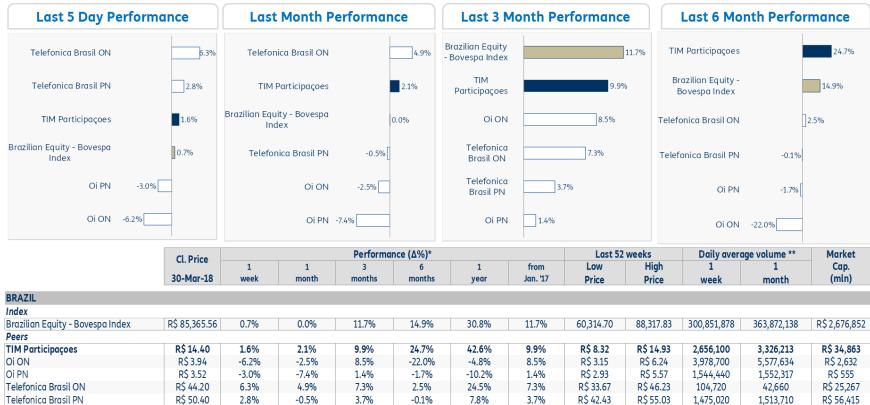






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#### Latam: Stock Performance of Main TLC Operators \*



\* performance calculated on closing price

\*\* n. of traded shares



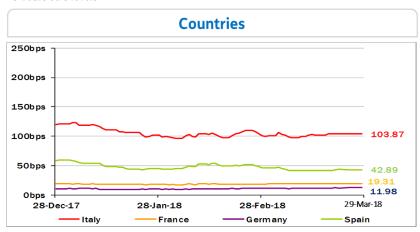
\* Last week includes March 23rd

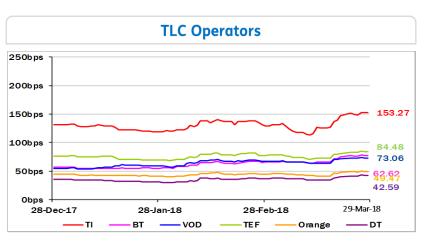
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#### European Telecoms Sector: Credit Outlook

	Mod	ody's	S	&P	Fitch		
	rating	outlook	rating	outlook	rating	outlook	
TELECOM ITALIA	Ba1	STABLE	BB+	POS	BBB-	STABLE	
ALTICE	n.a.	n.a.	B+ *-	n.a.	n.a.	n.a.	
BTGROUP	Baa2	POS	BBB+	NEG	BBB+	STABLE	
DEUTSCHE TELEKOM	Boo1	STABLE	BBB+	STABLE	BBB+	STABLE	
KPN	Baa3	STABLE	BBB-	POS	BBB	STABLE	
ORANGE	Boo1	STABLE	BBB+	STABLE	BBB+	STABLE	
PROXIMUS	A1	STABLE	Α	STABLE	n.a.	n.a.	
SWISSCOM	A2	STABLE	Α	STABLE	n.a.	n.a.	
TELEFONICA	Baa3	STABLE	BBB	STABLE	BBB	STABLE	
TELEKOM AUSTRIA	Baa2	POS	BBB	POS	n.a.	n.a.	
TELENOR	A3	STABLE	Α	STABLE	NR	n.a.	
TELIASONERA	Boo1	STABLE	A-	NEG	A-	STABLE	
VODAFONE GROUP	Boo1	STABLE	BBB+	STABLE	BBB+	STABLE	
WIND TELECOMUNICAZIONI	B1	POS	NR	n.a.	B+	STABLE	
OI GROUP	WR	n.a.	CCC+	POS	C	n.a.	

#### **5 Years CDS levels**

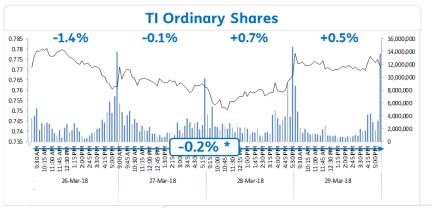


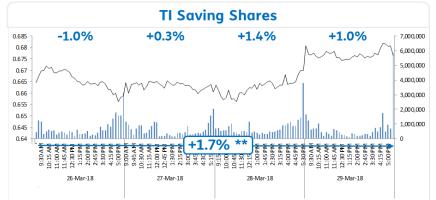




## TI ÖN

### Telecom Italia Group – Weekly Performance: Price (€) and Volumes (mln)





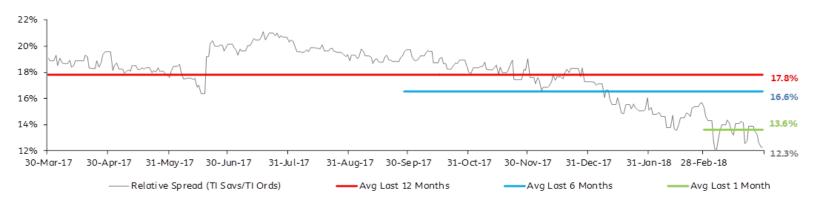
#### **Analysts' Recommendations on TI Ords**



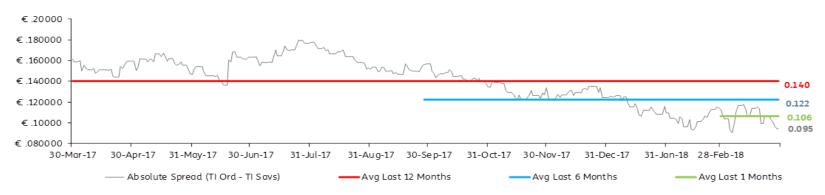


#### Relative Spread (TI Savs /TI Ords): Evolution over the Last 12 Months





#### Absolute Spread (TI Ords – TI Savs): Evolution over the Last 12 Months







## Performance Summary of Main European TLC Operators \*

		Cl. Price			Performa	nce (Δ%)*			Last 5	2 weeks	Dally averag	e volume **	Market
	Country (local currency)	(local currency)	1	1	3	6	1	from	Low	High	1	1	Cap.
		30-Mar-18	week	month	months	months	year	Jan. '17	Price	Price	week	month	(all In €mln)
EUROPEANTLC OPERATOR	RS												
Index													
DJStoxx Telecom	EU	257.47	1.3%	-2.6%	-8.6%	-10.6%	-14.6%	-8.6%	250.65	314.37	257,221,943	308,153,143	
FTSEMIB Index	IT	22,411.15	0.1%	-0.9%	2.6%	-1.3%	10.0%	2.6%	19,442.71	24,050.15	392,614,515	446,693,305	
TLC Operators													
Altice	NL	6.70	-7.3%	-15.1%	-23.4%	-60.5%	-68.4%	-23.4%	6.441	23.425	5,120,369	5,646,325	10,917
Bouygues	FR	40.71	1.8%	-2.3%	-6.0%	1.4%	6.7%	-6.0%	36.065	45.980	865,612	812,982	14,864
ВТ	GB	227.50	4.0%	-5.1%	-16.3%	-19.9%	-28.5%	-16.3%	216.400	325.500	20,070,020	21,742,370	25,698
DT	DE	13.25	2.6%	-0.1%	-10.4%	-16.1%	-19.3%	-10.4%	12.720	18.145	13,975,300	15,376,910	63,089
Freenet	DE	24.71	1.9%	-13.2%	-19.8%	-12.7%	-19.0%	-19.8%	23.860	32.990	532,320	735,489	3,164
Orange	FR	13.79	1.1%	-1.1%	-4.8%	-0.5%	-5.4%	-4.8%	13.315	15.795	6,290,762	6,722,491	36,669
OTE	GR	10.98	-1.0%	-6.1%	-4.5%	7.3%	24.8%	-4.5%	8.600	12.810	408,290	540,944	5,382
lliad	FR	168.00	-1.7%	-12.9%	-15.9%	-25.3%	-19.9%	-15.9%	166.400	236.700	149,955	158,334	9,907
Inmarsat	GB	362.10	-1.9%	-22.9%	-26.2%	-43.7%	-57.4%	-26.2%	358.300	865.000	2,175,647	2,750,272	1,890
KPN	NL	2.44	1.0%	-5.2%	-16.2%	-16.1%	-13.2%	-16.2%	2.375	3.147	13,961,540	12,693,230	10,242
Proximus	BE	25.23	2.9%	-4.4%	-7.8%	-13.5%	-14.2%	-7.8%	24.300	32.975	609,159	654,493	8,528
Sunrise	CH	80.05	-2.4%	-10.8%	-10.1%	0.3%	10.9%	-10.1%	71.672	97.400	346,163	371,177	3,070
Swisscom	CH	473.60	1.5%	-7.5%	-8.7%	-4.6%	2.5%	-8.7%	431.100	530.600	172,622	174,383	20,879
Talk Talk	GB	115.80	6.4%	12.9%	-23.8%	-44.8%	-38.9%	-23.8%	88.600	220.000	2,140,206	3,024,644	1,511
TDC	DK	50.12	0.8%	0.7%	31.4%	35.9%	39.4%	31.4%	33.680	50.120	3,902,413	4,355,572	5,459
Tele2	SE	100.15	3.5%	1.7%	-0.6%	7.5%	17.1%	-0.6%	83.050	110.600	1,945,567	2,036,373	4,932
Telecom Italia Ord.	IT	0.77	-1.2%	4.2%	7.0%	-2.7%	-8.5%	7.0%	0.647	0.916	95,701,920	142,975,700	11,722
Telecom Italia Sav.	IT	0.68	-0.6%	7.9%	13.5%	6.4%	-1.1%	13.5%	0.538	0.748	30,306,070	41,320,220	4,077
Telefonica	ES	8.03	2.5%	0.4%	-1.2%	-12.7%	-23.4%	-1.2%	7.451	10.570	15,431,080	20,939,470	41,682
Telefonica Deutschland	DE	3.82	1.8%	0.7%	-8.8%	-19.6%	-17.9%	-8.8%	3.669	4.873	2,516,651	3,563,871	11,351
Telenor	NO	177.00	1.1%	-0.8%	0.6%	5.1%	23.9%	0.6%	131.000	191.700	1,518,026	1,476,113	27,493
Telekom Austria (TKA)	AT	7.74	2.9%	5.3%	0.1%	0.8%	24.7%	0.1%	5.986	8.420	122,800	147,862	5,143
Teliasonera	SE	39.21	2.0%	-0.3%	7.3%	2.2%	4.3%	7.3%	35.290	40.330	10,300,060	12,723,890	16,513
Vivendi	FR	21.00	-0.7%	-1.2%	-6.3%	-2.0%	15.2%	-6.3%	17.355	24.870	6,321,468	4,831,701	27,263
Vodafone Group	GB	194.22	1.0%	-4.7%	-17.4%	-7.0%	-6.7%	-17.4%	190.100	239.650	61,696,300	51,763,120	58,984
											,,	,,	,
EUROPEAN TOWERS OPER	ATORS												
nwlt	IT	6.43	3.2%	12.4%	3.7%	14.8%	30.1%	76.2%	4.794	6.520	595,284	425,539	3,858
El Towers	IT	45.55	2.6%	-2.1%	-14.9%	-9.0%	-13.6%	-14.9%	43.000	56.000	41,303	30,731	1,287
Rai Way	IT	4.51	-1.2%	-2.7%	-11.2%	-1.4%	-7.7%	-11.2%	4.096	5.540	143,166	106,474	1,225
Cellnex Telecom (Abertis)	ES	21.69	-0.6%	2.5%	1.6%	12.0%	40.2%	54.9%	15.000	23.290	1,132,172	1,127,223	5,025

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Source Bloomberg LP

<sup>\*</sup> Last week includes March 23rd

#### Telecom Italia Shareholders' Club

## Performance Summary of FTSE MIB \*



	Cl. Price €			Performa	nce (Δ%)*			Last 57	2 weeks	Dally aver	Market**	
		1	1	3	6	1	trom	Low	High	1	1	Cap. ml l. Euro
ndex	30-Mar-18	week	month	month	months	year	Jan. '17	Price	Price	week	month	mI L Euro
TSE MIB (Milan)	22,411	0.1%	-0.9%	2.6%	-1.3%	10.0%	2.6%	19,443	24,050	392,614,515	446,693,305	514,143
TSE Italia All-Share (Milan)	24,661	0.1%	-0.7%	1.9%	-1.5%	9.9%	1.9%	21,549	26,497	862,951,475	1,322,090,763	644,541
Stocks FTSE MIB Index	- ,,							,	20,101		-,,,	
A2A Spa	1.55	5.4%	6.8%	0.8%	6.8%	9.6%	0.8%	131	1.65	11,201,630	10,714,930	4,870
Atlantia Spa	25.15	0.4%	-0.9%	-4.4%	-5.8%	3.9%	-4.4%	22.13	28.61	1,633,794	2,125,225	20,768
Azimut Holding Spa	17.45	-1.4%	-2.7%	9.2%	-4.7%	6.8%	9.2%	15.06	19.57	1,035,247	1,243,026	2,499
Banca Mediola num Spa	7.08	-1.2%	-4.6%	-1.9%	-4.3%	3.1%	-1.9%	6.70	8.06	682,400	796,932	5,241
Banco Bpm Spa	2.82	-3.6%	-9.3%	7.5%	-19.7%	1.4%	7.5%	2.30	3.58	18,944,600	22,561,730	4,268
Bper Banca	4.53	-0.4%	-6.9%	7.6%	-10.5%	-3.2%	7.6%	3.81	5.33	2,840,658	4,401,954	2,180
Brembo Spa	12.54	-0.4%	9.0%	-1.0%	-12.4%	-9.6%	-1.0%	10.89	15.28	675,807	1,073,895	4,187
Buzzi Unicem Spa	19.01	-3.8%	-6.4%	-15.5%	-16.8%	-20.8%	-15.5%	18.60	25.22	1,552,412	931,387	3,598
Davide Campari-Milano Spa	6.15	0.0%	4.2%	-4.6%	0.2%	13.2%	-4.6%	5.21	6.95	1,928,283	2,644,232	7,144
Inh Industrial Nv	10.03	-1.4%	-10.0%	-10.2%	-1.3%	11.0%	-10.2%	8.76	12.64	3,580,528	3,641,492	13,721
inel Spa	4.97	3.6%	4.0%	-3.1%	-2.5%	12.6%	-3.1%	4.16	5.59	32,062,890	31,585,850	50,528
Eni Spa	14.29	0.8%	4.2%	3.5%	2.1%	-6.9%	3.5%	12.94	15.45	14,493,960	15,347,300	51,925
Exor Nv	57.72	-1.1%	-3.6%	13.0%	7.6%	19.1%	13.0%	45.86	64.46	487,518	475,789	13,911
errari Nv	97.54	-1.6%	-4.8%	11.5%	43%	39.8%	11.5%	65.60	106.75	758,013	620,257	18,478
iat Chrysler Automobiles Nv	16.50	-2.8%	-6.1%	10.7%	8.9%	61.7%	10.7%	8.88	20.20	10,237,000	10.516.990	25,643
inecobank Spa	9.77	-2.5%	-3.5%	14.4%	30.2%	53.1%	14.4%	6.15	10.44	1,991,815	2,084,065	5,941
Assicurazioni Generali	15.63	0.2%	1.2%	2.8%	-0.9%	4.9%	2.8%	13.65	16.48	5,818,252	6,042,682	24,403
ntesa Sanpaolo	2.95	-1.1%	-4.6%	6.6%	-1.3%	19.5%	6.6%	2.32	3.23	90,229,750	91,597,990	49,712
talgas Spa	4.86	2.9%	9.9%	n.a.	n.a.	n.a.	-4.6%	4.04	5.40	2,135,420	2,662,279	3,929
eonardo Spa	9.38	1.8%	6.0%	-5.5%	-40.8%	-29.4%	-5.5%	8.40	16.11	4,868,831	4,237,375	5,422
uxottica Group Spa	50.50	0.9%	2.3%	-1.3%	6.8%	-2.4%	-1.3%	45.32	55.60	558,944	711,243	24,495
Mediaset Spa	3.11	2.1%	-3.2%	-3.7%	6.3%	-19.8%	-3.7%	2.81	3.89			3,676
Mediobanca Spa	9.55	-2.5%	-3.1%	0.9%	5.2%	13.0%	0.9%	7.61	10.09	3,428,135 3,915,807	5,271,769 4,375,634	8,459
Moncier Spa	30.90	1.5%	7.7%	18.5%	26.5%	50.5%	18.5%	20.17	31.48	1,076,063	1,278,458	7,873
Poste Italiane Spa	7.42	1.6%	5.1%	18.2%	19.1%	18.7%	18.2%	5.94	7.48	3,286,385	5,339,628	9,691
Prysmian Spa	25.50	-1.1% 5.5%	-1.6% 1.8%	-6.2%	-10.8% -23.1%	2.9%	-6.2% -19.1%	24.02 27.49	30.17 40.80	765,919	828,486	5,869
lecordati Spa	29.98	-2.1%	-5.6%	-19.1% -16.4%	-23.1% -12.8%	-5.6% -25.2%	-19.1% -16.4%	27.49	40.80	1,091,878	995,682	6,270
aipem Spa	3.18	1.3%	-3.1%		-12.8%		1.2%	20.42	29.88	6,655,568	8,611,202	3,217 3,784
alvatore Ferragamo Spa	22.42 3.73	3.0%	1.4%	1.2% -8.5%	-5.6%	-20.2% -7.9%	-8.5%	3.47	4.51	357,653	553,731	
nam Spa										13,758,920	12,457,430	13,068
tmicroelectronics Nv	17.99	-7.2%	-4.5%	-1.2%	10.0%	25.6%	-1.2%	12.14	21.59	5,187,097	3,438,291	16,386
elecom Italia Spa	0.77	-1.2%	4.2%	7.0%	-2.7%	-8.5%	7.0%	0.65	0.92	95,701,920	142,975,700	15,799
enaris Sa	13.95	-1.7%	-1.8%	6.0%	16.3%	-13.2%	6.0%	11.01	16.65	4,381,430	4,004,459	16,468
erna Spa	4.75	3.9%	4.1%	-2.0%	-3.9%	2.1%	-2.0%	4.40	5.34	11,690,090	7,586,502	9,545
Jbi Banca Spa	3.71	-0.4%	-6.5%	1.8%	-15.4%	8.2%	1.8%	3.10	4.63	7,787,074	8,758,510	4,246
Jnicredit Spa	16.99	1.2%	-2.6%	9.0%	-5.7%	17.6%	9.0%	12.82	18.38	13,154,540	13,596,220	37,826
Jnipol Gruppo Spa	3.98	0.2%	-3.3%	1.7%	2.6%	2.6%	1.7%	3.50	4.53	2,979,681	2,554,839	2,854
oox Net-A-Porter Group for FTSE MIB stocks, market cap	37.80	0.1%	0.1%	29.8%	14.0%	69.4%	29.8%	21.33	38.00	673,788	882,443	5,095

\*\* for FTSE MIB stocks, market cap here reported on overall shares oustanding



\* Last week includes March 23rd