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■	04/10/2013	Retelit eyes acquisitions of fiber network providers in Northern Italy - Chairman Proprietary Intelligence	Bidder	Retelit (formerly known as ePlanet SpA)	
	Story	<p>Retelit [LIT:IM], the Italian telecommunication infrastructure company, is considering acquisitions of fiber infrastructures specialists in Northern Italy's metropolitan areas, Chairman Gabriele Pinosa said.</p> <p>Targets of interest include small networks owned by local municipalities or private entities whose core business is not related to infrastructure management. Ideal takeover candidates should be based in the Northern Italian regions of Friuli, Veneto, Trentino-Alto Adige, Lombardy and Piedmont, the chairman said.</p> <p>Management would primarily consider entities which have full control of infrastructure assets such as public administrations, business and data centers, while residential networks are less appealing, Pinosa said.</p> <p>Retelit, whose core business is focused on Northern Italy, will also entertain potential buys of long-distance fiber networks linking Northern Italy to Central and Southern Italian regions with large urban or industrial districts, Pinosa said, pointing to Lazio, Apulia and Campania as likely areas for expansion.</p> <p>A previous press report mentioned interest in widening Retelit's reach to Libya since the Libyan Post Telecommunication and IT Company is a key shareholder. Additionally, the company is reportedly looking to scale up its wholesale and ICT operations and is on the lookout for partnership deals in the cloud-computing arena, as reported.</p> <p>Retelit generated revenues of EUR 37m with EBITDA of EUR 9.6m in 2012. Management aims at doubling turnover by 2017, the chairman said. Its EBITDA could reportedly hit EUR 26m in 2017 while turnover would rise to EUR 73.9m in 2017. A previous report mentioned an average annual growth rate of 25% between now and 2017.</p> <p>Retelit's shares were trading at EUR 0.55 each on 5 October, giving the company a market capitalization of EUR 91m, a 15% growth since the beginning of 2013.</p>	Sectors	Telecommunications: Carriers	
			SubSectors	Cable telecom carriers	
			Topics	Other M&A Intelligence	
			Intel Type	Bolt on/Opportunistic Cross Border	
			Countries	Italy Libya	
			Intel. Grade	Confirmed	
			Intelligence ID	1668895	
	Source	Proprietary Intelligence			
	Value	EUR 91m (Market cap)			
	Stake Value	N/A			

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