

## PRESS RELEASE

### TELECOM ITALIA HAS STARTED "THE DAY BEFORE", THE ADVANCED APPRENTICESHIP PROJECT FOR 200 ENGINEERING STUDENTS

**The initiative, signed today with the major trade unions in line with the principles inspiring previous agreements, aims to enhance the encounter between the academic world and the world of work, especially in less favoured areas of Italy from the employment point of view**

*Rome, 4 March 2011*

Telecom Italia has signed today an agreement with the major trade unions in the sector - SLC-CGIL, FISTel-CISL and UILCOM-UIL - providing for the experimental start-up of an advanced apprenticeship project for support to the studies and professional qualification of 200 students studying for their engineering degree at universities in the regions of Southern Italy.

In line with the intention to pursue the path of social dialogue and to actively contribute to the country's development, Telecom Italia has decided to promote this initiative to enhance the encounter between academic learning and corporate culture, thus confirming the company's sustainable approach, with concern for the less favoured labour market and willing to invest in the knowledge and in skills of individuals, as it has also done recently by starting up degree courses for employees.

Telecom Italia will now sign conventions with the Faculties of Engineering in the main universities in the cities of Naples, Salerno, Cosenza, Reggio Calabria, Enna, Catania and Palermo.

The trial will involve 200 students, selected from among those registered in ordinary or specialised degree courses, no more than one year behind their exam schedule and who have yet to acquire no more than 60 university training credits. They will be inserted Tele Contact Center, a company 100% owned by the Telecom Italia Group, for an 19-month apprenticeship period, from 1 June 2011 to 31 December 2012. In order to enable the students to profitably continue learning and to obtain their degree, the work in the company will be made compatible with their study activities through a part-time contract (50%).

During the apprenticeship period, Telecom Italia will offer an additional educational plan with respect to attendance of the degree courses, by providing 240 hours of training, consisting of several modules dedicated to the development and operation of telecommunications networks, technological solutions and commercial offers.

At the end of this period, Telecom Italia will also select 50 persons who have obtained their ordinary degree, to be engaged by the Group under an indefinite term contract; they must achieve good academic results, as well as showing capabilities during the apprenticeship period and in the various selection procedures.

According to Telecom Italia CEO Franco Bernabè, *"Telecom Italia is pursuing its sustainable approach, with concern for country's economic and social development and willing to invest in the knowledge and in skills of individuals, Today we have taken another step forward with a project dedicated to parts of Italy*



*where the employment problem is most strongly felt, and where there are fewer opportunities of on the job training. We are also pleased by the fact that this initiative has been agreed with and supported by the trade unions.”*

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