

Press release

Renens, 29.04.2021

Salt ultrafast broadband available nationwide by 2025

Salt invests in long-term partnership with Swisscom to expand Salt Home FTTH footprint and digitalize Switzerland

Salt and Swisscom today announced to enter a long-term partnership on Fiber-To-The-Home (FTTH) in Switzerland. This partnership, in combination with existing agreements and the recently launched Gigabox will allow Salt to provide its Salt Home product nationwide by 2025. The new set up establishes Salt as a fully convergent national telecom player and significantly contributes to the digitalization of Switzerland.

Salt will collaborate with Swisscom to further expand its FTTH footprint across Switzerland. This will allow Salt to gradually become a full-fledged nationwide convergent player and to significantly increase the reach of the Salt Home product (ultrafast broadband internet, TV and fixed-line telephony) in the coming years. The resulting FTTH footprint accessible to Salt, including the current agreements with utilities across Switzerland, is expected to be around 3 million households by 2025. A significant part of the households not connected to FTTH by then will be addressable through the recently launched Gigabox, which relies on 4G/5G mobile connectivity to deliver TV and Internet to customers' homes.

Pascal Grieder, CEO of Salt, comments the new partnership: "This is a historic partnership for Salt but also a historic moment for Switzerland. This agreement allows Salt to provide ultrafast broadband services at a national level. Salt is now a fully converged telecom company. Swiss consumers will directly benefit from this increase in competition by accessing better services at a lower cost."

Within the targeted footprint, Salt will be able to offer and operate its own services through a physical Layer 1, which will allow for fully independent network operations. Both parties have agreed to keep the financial details of the collaboration confidential. Salt will finance the progressive investments from its operational cash flow.

The outlined infrastructure partnership represents the next major step in the success story of Salt Home and reinforces the operator's determination to offer all Swiss consumers a real choice in terms of ultrafast broadband access. Launched in 2018, Salt's FTTH based broadband product Salt Home provides the fastest broadband connection worldwide according to Speedtest by Ookla*. On top, according to the German magazine connect, Salt Home customers benefit the best support service level via hotline in the DACH-Region. Available from CHF 39.95** per month, the product has shaken up the Swiss telecommunication market and is the clear customer growth leader within the current footprint.

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**CHF 49.95 per month for non-Salt Customers.

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About Salt: Salt is a Swiss telecommunications provider which owns and operates an extensive, high-quality mobile telecommunications network. With Start, Basic, Swiss, Europe, World, Young and Surf, Salt offers a comprehensive portfolio of personal, straightforward and efficient mobile flat rate subscriptions. At up to 1 Gbps and no extra costs, Salt customers can surf on the fastest available internet connection (4G+) – without any speed limitation. Salt's ultra-fast 4G+ network covers over 55% of the Swiss population and its 4G network covers even 99%.

Thanks to its ultrafast broadband solution called Salt Home, Salt provides a unique triple play service, which for the first time in Switzerland takes full advantage of the optical fiber technology by means of symmetrical data transmission rates of up to 10 Gbit/s. Salt Home can be combined in a gainful way with Salt's powerful mobile flat rate subscriptions.

Salt in figures: 1,306,400 postpaid customers (as of 31.12.2020), 105 Salt Stores and 4G coverage of 99% of Switzerland's population.