

Teleunit's Tuscan high

Italian telecoms operator Teleunit has signed a deal that enables it to start selling Wireless Local Loop services in Tuscany. This means that revenues can be generated immediately because customers have already been signed.

Teleunit is paying €425,000 to Wirlink, which acquired the licence in 2002, for the right to use the frequency over the next 18 years. Teleunit budgeted on spending €800,000 on a new licence, so this represents a saving even though the agreement covers all of the areas that Teleunit planned to cover.

Teleunit originally envisaged it would get its

Price	12 Month	Market
23.9p	Change %	Cap. Ex.
	6%	0.5

own licence last year, but delays by the government mean that the new licences haven't been granted. At the time of the company's flotation on Aim, a contribution was expected from Tuscany in 2004 but this didn't happen because of the delays. Other parts of the business, such as mobile phone services, have done better than expected.

The stock market recognised the significance of the Tuscan deal and the shares soared to new highs.