

*Mid&Small |
Virtual 2026 Conference*

July 1st, 2026


Convergence[®]
internet - phone - TV - energie



SPEAKERS



Rosario Pingaro
Chairman & CEO



Grazia Pingaro
Vice-Chairman &
Energy BU Director



Carmine Malito Rebecco
CFO



Agenda

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AT A GLANCE (1/2)

CONVERGENZE: INNOVATION AND SUSTAINABILITY DRIVING THE FUTURE



Convergenze S.p.A. Benefit Corporation and B-Corp was founded in **2005** in **Capaccio Paestum (SA)** as a local telecommunications operator.

Today, it is an integrated technology operator, active nationwide in the **Telecommunications** and **100% Green Energy** sectors, with charging points for electric vehicles through its patented **EVO network** with a strong commitment in **sustainability** and **innovation**.

Convergenze is organized into **3 Business Units**:



TLC



ENERGY



MEDIA &
CONTENT DELIVERY



BUSINESS HIGHLIGHTS*



Over 13,100 Km of
Proprietary Fiber Optic



2 Proprietary
Data Centers



Over 70,900
Active Services for
the 2 BUs



€ 14.0 Million of
Investments in
Tangible Fixed Asset



44 EVO
charging stations



Industrial Invention
Patent for the
EVO Network

OBTAINED CERTIFICATIONS



ISO 9001



ISO 14001



ISO 45001



ISO 27001



ISO 27017



ISO 22301



ISO 27018

2022 - 2026 TRACK RECORD

Closing of the acquisition of 100% of Positivo S.r.l., expanding market coverage and creating additional value through cross-selling opportunities

2022

2023

Tender award by Suez Italy S.p.A. to provide a LoRaWAN®-based smart metering solution, followed by a collaboration agreement for the implementation and management of automated meter reading systems

Launch of 60 GHz Fixed Wireless technology, expanding high-speed connectivity coverage and enabling access to underserved areas with speeds up to 2.5 Gb/s

2023

2024

Launch of Convergenze TV, the new package of services offered by the **Media & Content Delivery BU**.

Establishment and operational launch of Convergenze Sh.p.k. in Albania, supporting international expansion in a high-growth market.

Launch of Simon, new Mobile Virtual Network Operator in partnership with Vianova S.p.A., expanding the service portfolio through advanced mobile connectivity solutions and sustainable technologies

2025

2026

Confirmation of the B1.1 public credit rating by Cerved Rating Agency, confirming the Company's creditworthiness and financial stability



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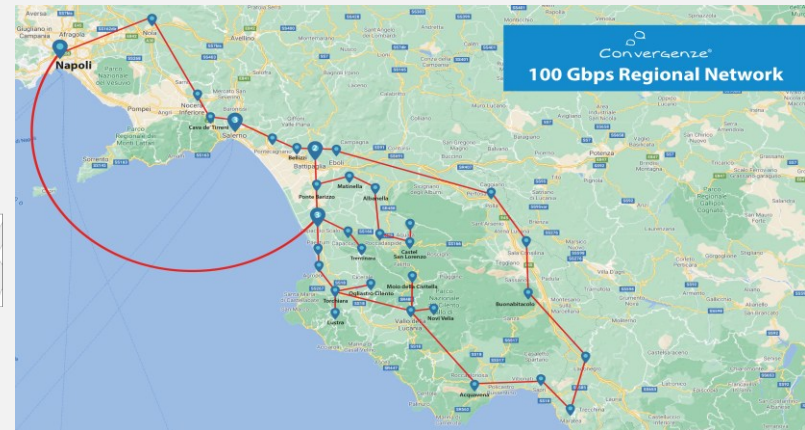
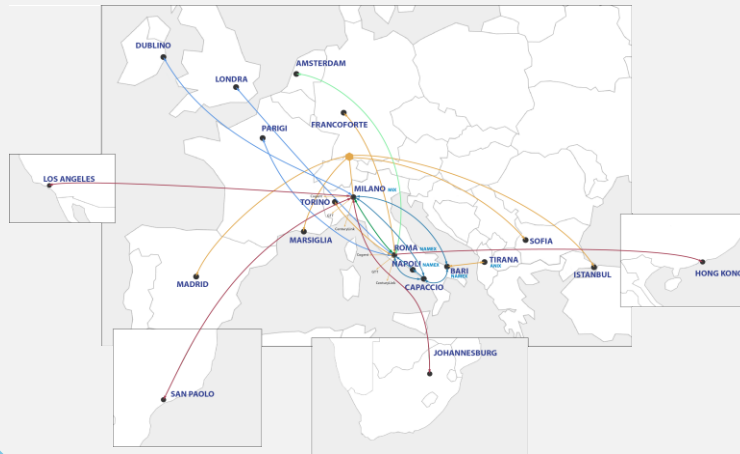
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SEAMLESS CONNECTIVITY AND CLOUD SOLUTION INFRASTRUCTURE

Convergenze offers **voice & data bundles locally, regionally, and nationally**, following General Authorization from the Ministry of Economic Development (MISE).

-  **Since 2014**, authorized for electronic communication networks across Italy
-  **In August 2021**, completed the interregional circuit, adding nodes in Buonabitacolo, Lagonegro, Sapri, and Maratea, and cloud services started to be managed also in the Company's data centers
-  **By March 2026**, built over 13,100 km proprietary FTTH network, with over 100 radio links

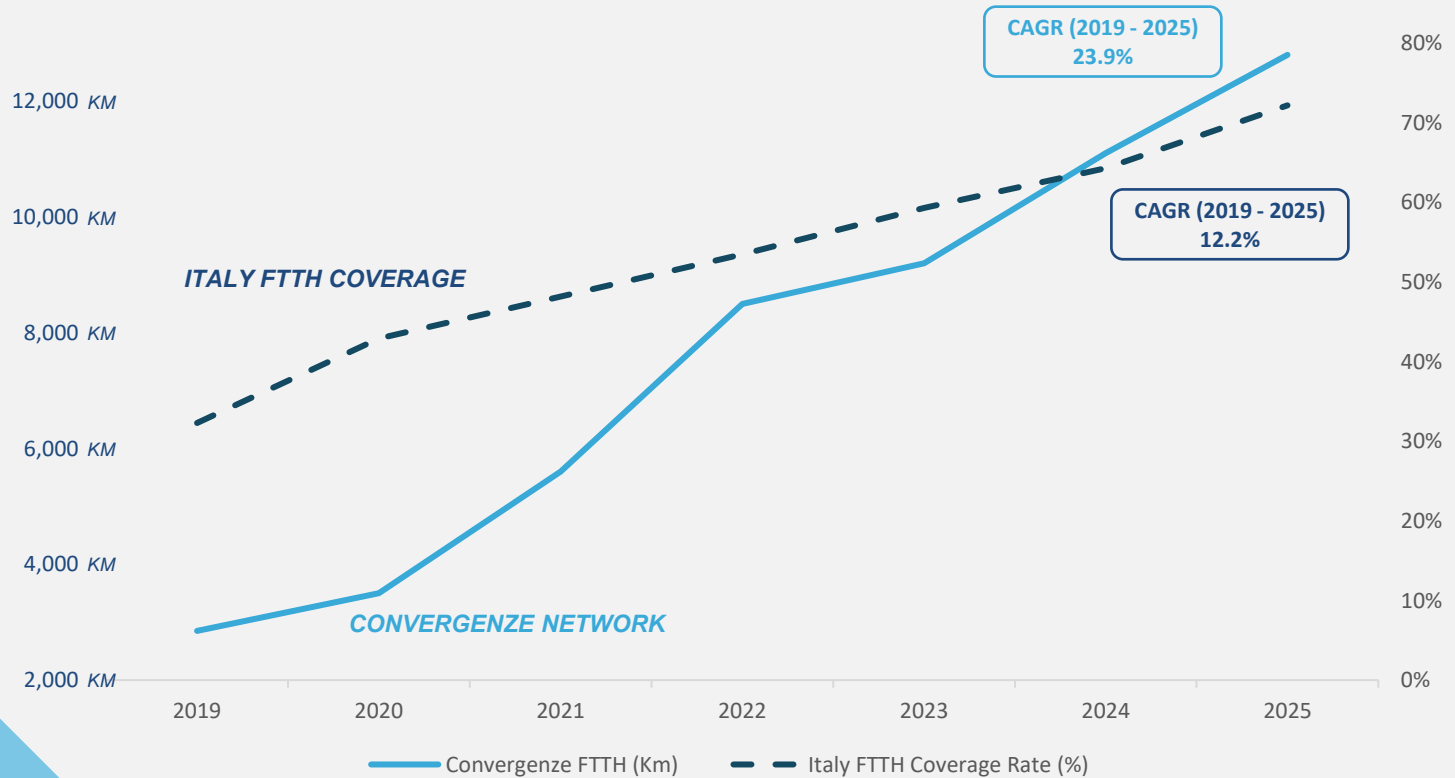


TLC – FTTH NETWORK

PROPRIETARY FTTH NETWORK: UNLIMITED SPEED, CONTROL, AND SCALABILITY

Convergenze is expanding its **proprietary FTTH network**, exceeding **13,100 km** and 100+ radio links, while offering integrated connectivity services nationwide

Growth is supported by strong market tailwinds, with FTTH coverage in Italy increasing, while **Convergenze outpaces the market with a +23.9% CAGR (2019 - 2025)**



FTTH Coverage Rate: Homes passed as a proportion of total households



ENTRY IN THE MOBILE TLC MARKET

INTEGRATED TELECOM: MOBILE, SUSTAINABLE AND SMART

Convergenze launched “Simon”, its mobile service as a **Mobile Virtual Network Operator (MVNO)**, in partnership with national telco **Vianova S.p.A.**

This service supports the **Company’s diversification and innovation strategy**:



Operates on Fastweb & Vodafone network, with 5G and VoLTE for top-tier performance



Rechargeable plans available for individuals and businesses



Physical SIM and eSIM options, reducing environmental impact

Simon enhances Convergenze’s positioning as an **integrated and sustainable technology operator**, expanding its presence in the telecommunications sector



CLEAN ENERGY AND ELECTRIC MOBILITY: DRIVING OUR GROWTH

Convergenze offers **energy and natural gas services** through an independent business unit and, since 2022, part of the supplied energy comes from renewable sources.

The Company also promotes **electric mobility through its EVO (Electric Vehicles Only) network**, for which it has obtained a patent for an industrial invention in support of electric mobility.



ENERGY – EVO NETWORK

AN INTEGRATED ECOSYSTEM FOR GREEN ENERGY AND FUTURE MOBILITY

Convergenze has developed its **proprietary EVO network**, with **44 charging stations** of which **5 EVO Hospitality** sites across Italy: Naples, Salerno, Avellino, Siena, and Florence.

The Company integrates its role as a **nationwide energy provider** with infrastructure deployment, positioning EVO as a key driver of innovation and growth.



PROVINCIA DI SALERNO

- ACCIAROLI-POLLICA**
Via Porto
Presso Parcheggio pubblico
- AGROPOLI**
Piazza della Repubblica, 1
Presso Comune di Agropoli
Località Mattine
Presso Centro Commerciale LE TORRI
- ALBANELLA**
Viale delle Mimose, 33
- ALTAVILLA SILENTINA**
Piazza Don Giustino Ruspolillo, 1
Via Roma
- AQUARA**
Via G. Garibaldi, 41
Presso Parcheggio comunale
- ASCEA**
Via Enea
- BATTIPAGLIA**
Via delle Industrie, snc
- CAPACCIO PAESTUM**
Via Seliano, 2
Presso Convergence Innovation Center
Strada Provinciale 13
Presso Borgo la Pietra Country House
Via Italia, 61
Via Tempe
- CASTELLABATE**
Piazza Paolo Matarazzo
Presso Parcheggio Villa Matarazzo

CONTRONE
Via Vigna delle Canne

EBOLI
SS 18 Tirrena Inferiore km 79+250
Presso Parcheggio Cilento Outlet Village

FUTANI
Via di G. Ruocco

LUSTRA
C.da Corticelle
Presso Stazione di servizio Missano

OGLIASTRO CILENTO
Via Alfredo Gorga

SALERNO
Via Alfonso Carella
Viale Antonio Gramsci, 8
Viale Andrea De Luca, 23
Presso SIMILIS
Via Ligea
Via Vincenzo Cuoco 202

SALA CONSILINA
via dei Giocatori

SAN GIOVANNI A PIRO
Località Sario
Presso Parcheggio in via Giardini

SAN MAURO CILENTO
Via Serre

SERRE
Via Madonna dell'Ulivo, 44

STIO
Via Trieste e Trento

SICIGNANO DEGLI ALBURNI
Piazza Biagio Germano

TRENTINARA
Via Roma, 153

VALLO DELLA LUCANIA
Via Cafasso
Presso Parcheggio pubblico

VIBONATI
Località Villamare
Via San Marco

PROVINCIA DI AVELLINO

- SERINO**
Via Roma, 23
- CALITRI**
Via Gioacchino Rossini, 2
- ANDRETTA**
Via Francesco Crispi, 87

PROVINCIA DI FIRENZE

- CERTALDO**
Piazza Macelli, 6
Via delle Mura, 3
Presso Parcheggio Certaldo Alto

PROVINCIA DI SIENA

- CHIUSDINO**
Via Montecapino
Presso Parcheggio palestra
Strada Comunale di San Galgano
Presso Parcheggio Abbazia

PROVINCIA DI NAPOLI

- SANTANTONIO ABATE**
Via Lettere, 156

evo.convergenze.it

EVO: il tuo partner di fiducia per auto elettriche



MEDIA & CONTENT DELIVERY NETWORK

MEDIA&CONTENT BU CONTINUES TO STRENGTHEN ITS EXPERTISE

In response to rapid digital revolution and increasing **convergence of entertainment, media, telecommunications, and Internet services**, **Convergenze** launched a new “Media & Content Delivery” BU to enhance its offerings and improve customer experiences.



Set-top box development: designed to deliver the best possible online video content experience via ultra-fast connectivity



Integrated service bundles: offering access to exclusive platforms and services at discounted rates, all in a single, simplified invoice



Advanced payment systems: providing seamless and innovative methods for easier transactions



Access to online media platforms: offering discounted subscriptions to popular streaming services for video content, available directly through Convergenze



**SOLO PER I CLIENTI
INTERNET CONVERGENZE**

Convergenze TV

a soli **2,90€** al mese
iva inclusa



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M&A AND CONSOLIDATION: AN ACTIVE STRATEGY FOR STRONGER GROWTH



M&A

Possibility of growing through **M&A by acquiring other TLC players** with a complementary geographical location



NETWORK EXPANSION AND CONSOLIDATION

Expansion of the network throughout Italy in order to consolidate the company's positioning as national operator



DIVERSIFICATION OF SUPPLY

Diversification of the company's product portfolio through the **Media & Content Delivery BU**, offering **new value-added services** as cloud, datacenter as a service, and virtualization. Additional innovations will consist in antivirus solutions and a new cybersecurity division

A FULLY INTEGRATED GROUP: VERTICAL STRENGTH, HORIZONTAL VISION



PROPRIETARY FIBER OPTIC AND WIFI

Extension of the proprietary fiber-optic network (FTTH) in municipalities where the company has reached a 'critical mass' of customers served by wireless technology



CROSS SELLING AND INCREASE OF ACTIVE SERVICES

Increase in the number of **Energy customers**, by taking advantage of cross-selling opportunities between the **TLC** and **Energy** BUs, through e-commerce portals, as well as targeted marketing actions. Further cross-selling possibilities will be possible thanks to the opening of the **Media & Content Delivery Network BU**



IOT AND MOBILE VIRTUAL NETWORK OPERATOR

Focus on **IoT sector opportunities**, offering national and international providers with a network solution and IT platform, based on **LoRaWAN** technology, acknowledging the crucial role of a fiber optic backbone for future 5G implementation. **Launch of a Mobile Virtual Network Operator (Simon)** to integrate the **TLC** portfolio.



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KEY PERFORMANCE INDICATORS

Q1 2026

REVENUES

€ 6.8 M

(€ 6.9 M in Q1 2025)

REVENUES TLC BU

€ 2.8 M

(€ 2.8 M in Q1 2025)

REVENUES ENERGY BU

€ 4.0 M

(€ 4.1 M in Q1 2025)

FIBER OPTIC

> 13,100 KM

+9.5%

(> 12,000 KM in Q1 2025)

SERVICES UNDER
CONTRACT

> 70,907

+4.7%

(>67,700 in Q1 2025)

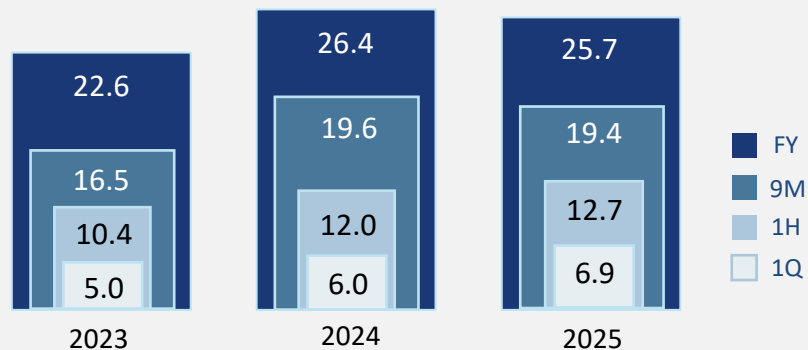
POINTS OF
DELIVERY

> 9,423

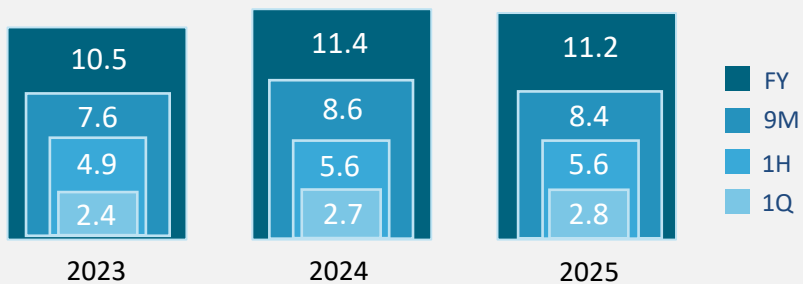
(> 9,864 in Q1 2025)

FOCUS ON TOP LINE

REVENUES (€/M)



REVENUES TLC BU (€/M)

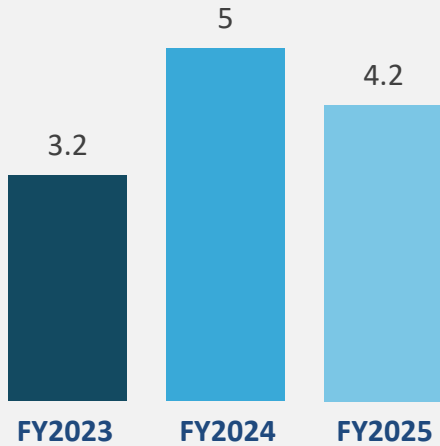


REVENUES ENERGY BU (€/M)

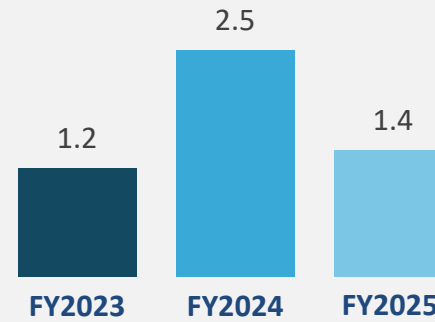


KEY HIGHLIGHTS FY 2025

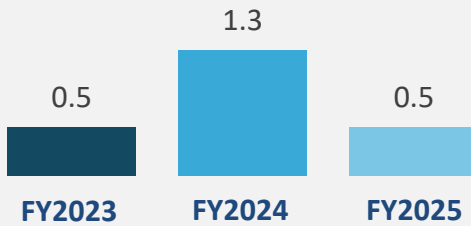
EBITDA ADJUSTED (€/M)



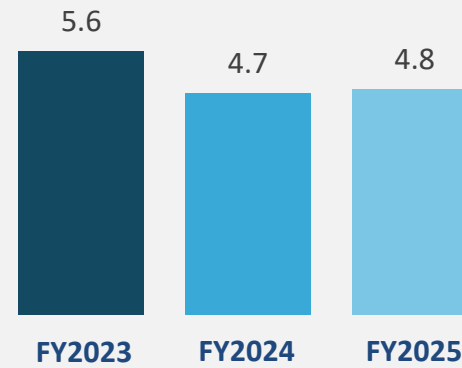
EBIT (€/M)



NET INCOME (€/M)



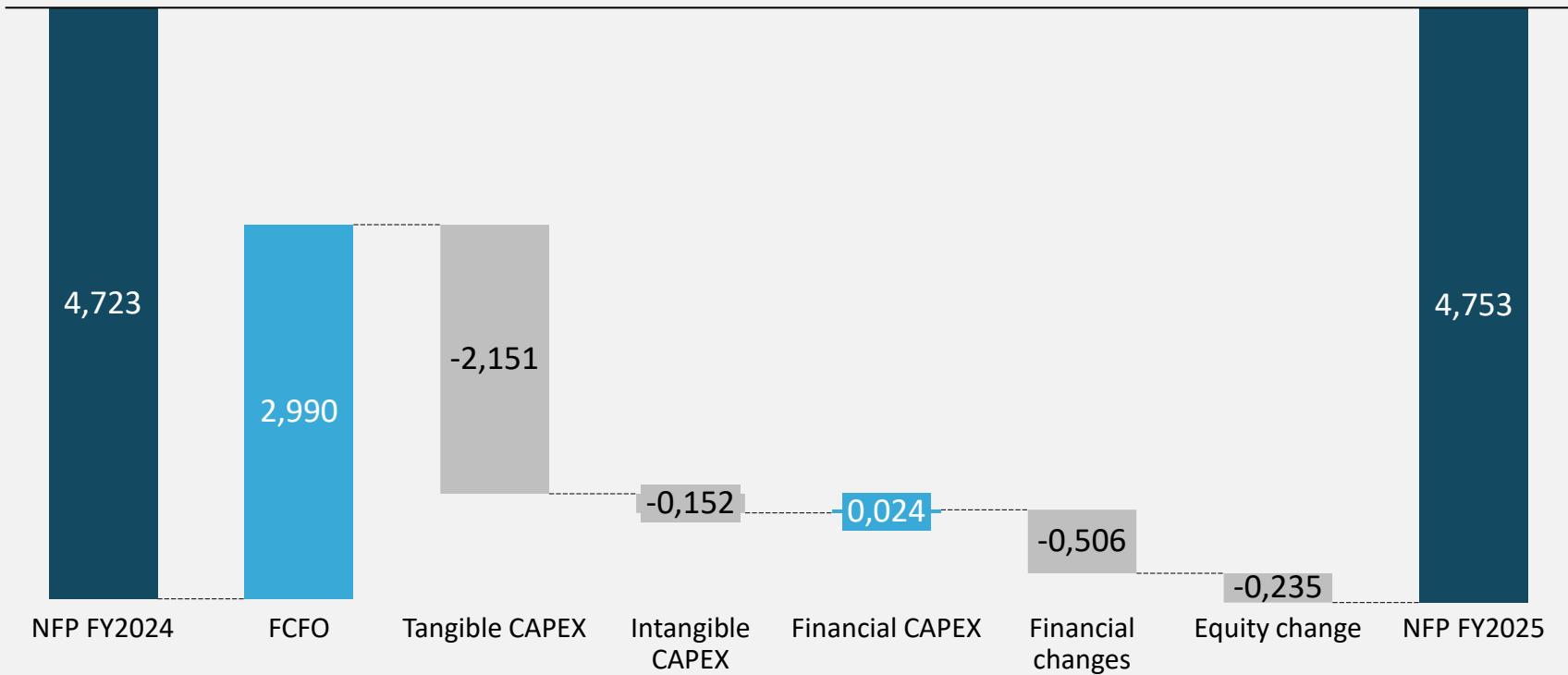
NET DEBT (€/M)



NFP BRIDGE (FY2025)

DISCIPLINED CASH FLOW MANAGEMENT SUPPORTING STABLE NET DEBT

€/000



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BENEFIT CORPORATION

Convergenze became a **Benefit Corporation** on 2020 and a **B-Corp** on 2025 thanks to the focus on sustainability and corporate social responsibility.



SUSTAINABILITY

Headquarters fully provided by renewable electricity to make **Convergenze** completely green



GROWTH OF LOCAL AREAS AND EMPLOYEES

Sports and cultural events to support inclusive policies and work-life balance within the Company



RESEARCH AND DIGITALIZATION

Promotion of research and technological development of services and energies through digitalization



GREEN MOBILITY

Promotion of green mobility by providing electric company cars to all employees (EVO Network)



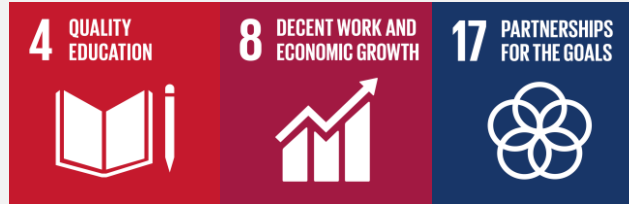
FUNDRAISING

Adhesion to the Italian Code of Self-Regulation allowing customers to donate to NGOs without remuneration

CONVERGENZE'S ESG TARGETS



Spread and promote the **culture of eco-sustainability and green mobility**



Support the territories through the **promotion of sports and cultural events and initiatives**



Fostering **digitization** via ultra-broadband electronic networks



Promote **R&D of innovation** toward a **sustainable use of energy** and **improvement of the life of people**



Spread the **culture of sustainable energy management** and educate on renewable energy sources and energy consumption



Promote employees' satisfaction by practicing **high quality of work** policies supporting **work-life balance**





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CLOSING REMARKS

STRATEGIC EVOLUTION

 Launch of **Simon** mobile service, completing Convergenze's product portfolio positioning the company as the **first regional company to offer a comprehensive product portfolio**


 **Energy BU** confirmed as key growth driver, **TLC** strengthened by FTTH expansion (13,100 km)

 **Media & Content Delivery BU** setting ground for future growth

STRATEGIC OUTLOOK

 **Capitalize on recent investments and new mobile offering** to accelerate market share growth

 **Ongoing network expansion and consolidation** to support national positioning

 **Innovation & diversification** remain the cornerstone for long-term value creation

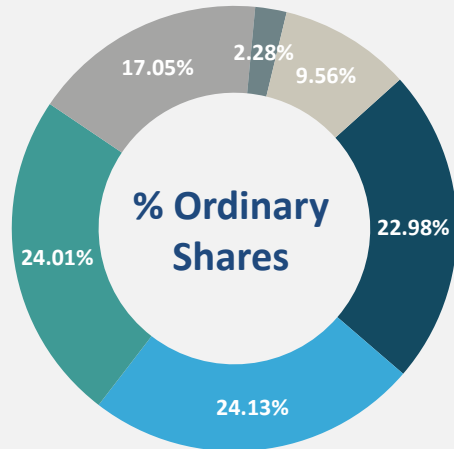
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CORPORATE GOVERNANCE

Shareholding Structure (31.12.2025)

- Market
- Rosario Pingaro
- Grazia Pingaro
- Sage Gestioni S.r.l. (*)
- Own Shares
- RedFish LongTerm Capital S.p.A. (**)



Shareholder	N. total shares	% voting rights
Rosario Pingaro	1,809,000	24.13%
Grazia Pingaro	1,800,000	24.01%
Sage Gestioni S.r.l. (*)	1,278,000	17.05%
RedFish LongTerm Capital S.p.A. (**)	716,500	9.56%
Own Shares	171,000	2.28%
Market	1,723,009	22.98%
Total	7,497,509	100.00%

(*) Company attributable to the Prearo family

(**) Merger by incorporation of G&RP Consulting S.r.l. – Press release dated 12 November 2024

Corporate Governance

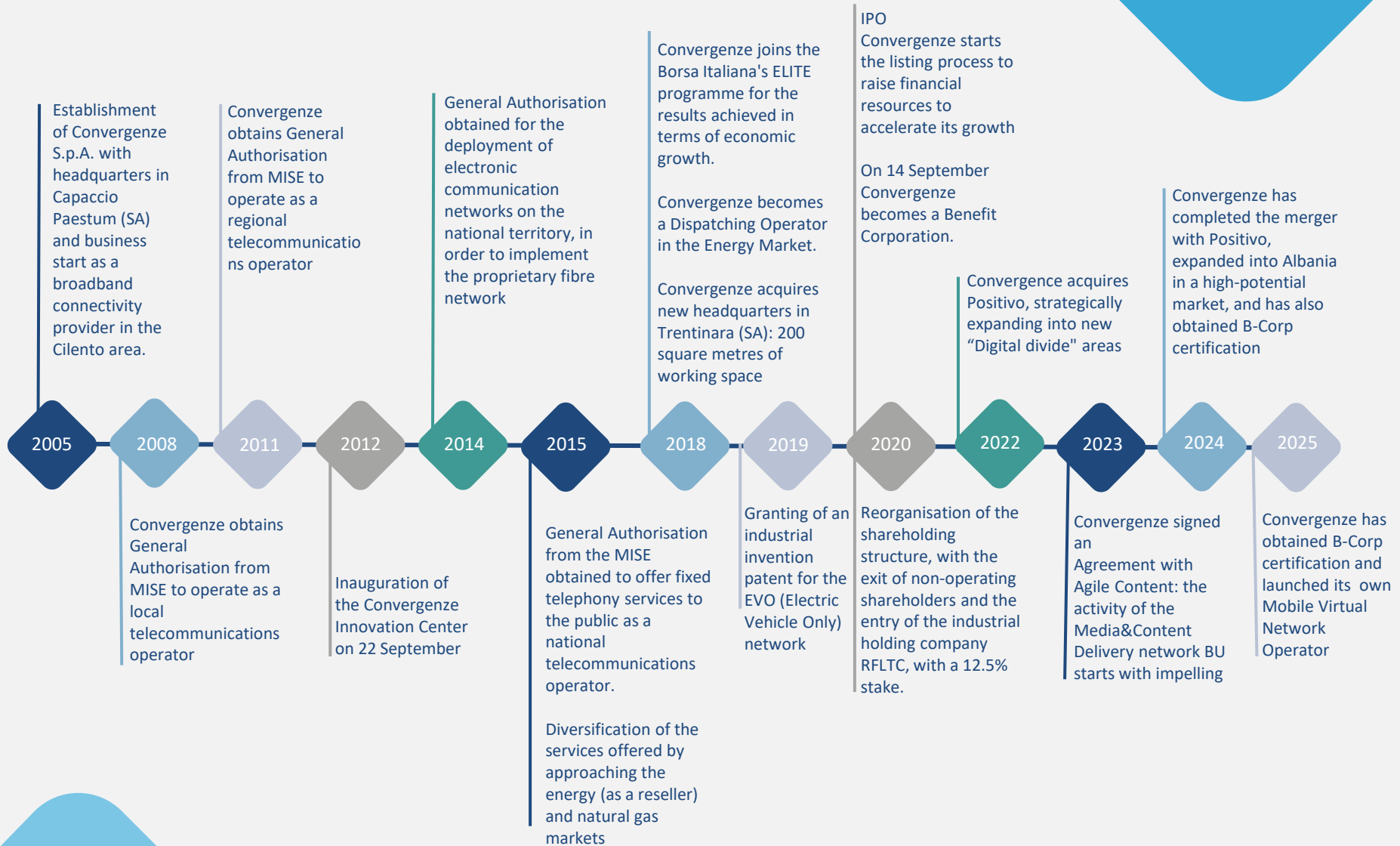
Board of Directors

Pingaro Rosario	Chairman
Pingaro Grazia	Vice Chairman
Pescetto Paolo	Director
Palladino Teresa	Director
Malito Rebecca Luciano	Director
Manzi Giancarlo	Director
Ferretti Marco	Independent Director

Board of Statutory Auditors

Manguso Giosuè	Chairman
Spagnuolo Fabio	Auditor
Lo Giudice Simone	Auditor
Iuorio Nicola	Alternate Auditor
Bernardi Gerardo	Alternate Auditor

CONVERGENZE'S HISTORY



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