Next Gems 2026

October 21st, 2026



SPEAKERS



Rosario Pingaro

Chairman & CEO



Grazia Pingaro

Vice-Chairman &
Energy BU Director



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



AT A GLANCE (2/2)

BUSINESS HIGHLIGHTS*

Over 14,000 Km of Proprietary Fiber Optic

2 Proprietary Data Centers

Over 71,900 Active Services for the 2 BUs

€ 14.0 Million of Investments in Tangible Fixed Asset

45 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

* As of 30 June 2026

2022 - 2026 TRACK RECORD

2022

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

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

2023

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

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.

2025

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

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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TELECOMMUNICATIONS

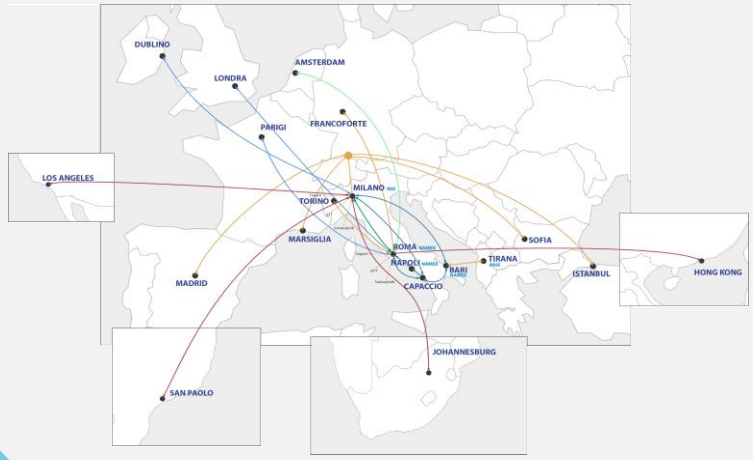
SEAMLESS CONNECTIVITY AND CLOUD SOLUTION INFRASTRUCTURE

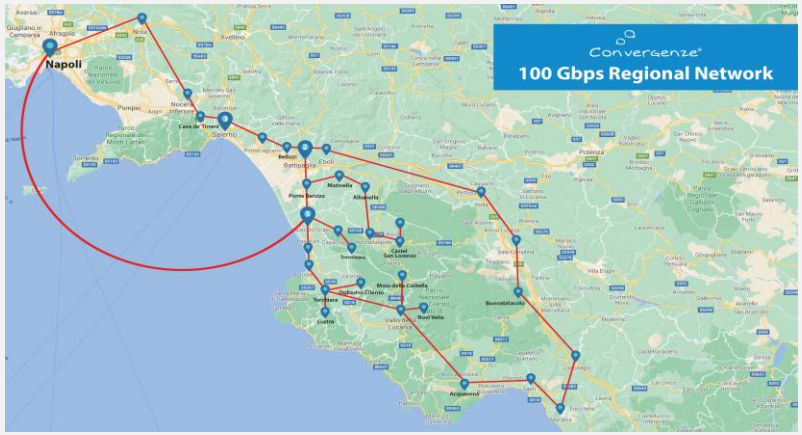
Convergenze offers **voice & data bundles locally, regionally, and nationally**, following General Authorization from the Ministry of Economic Development (MISE).

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 June 2026, built over 14,000 km proprietary FTTH network, with over 130 radio links



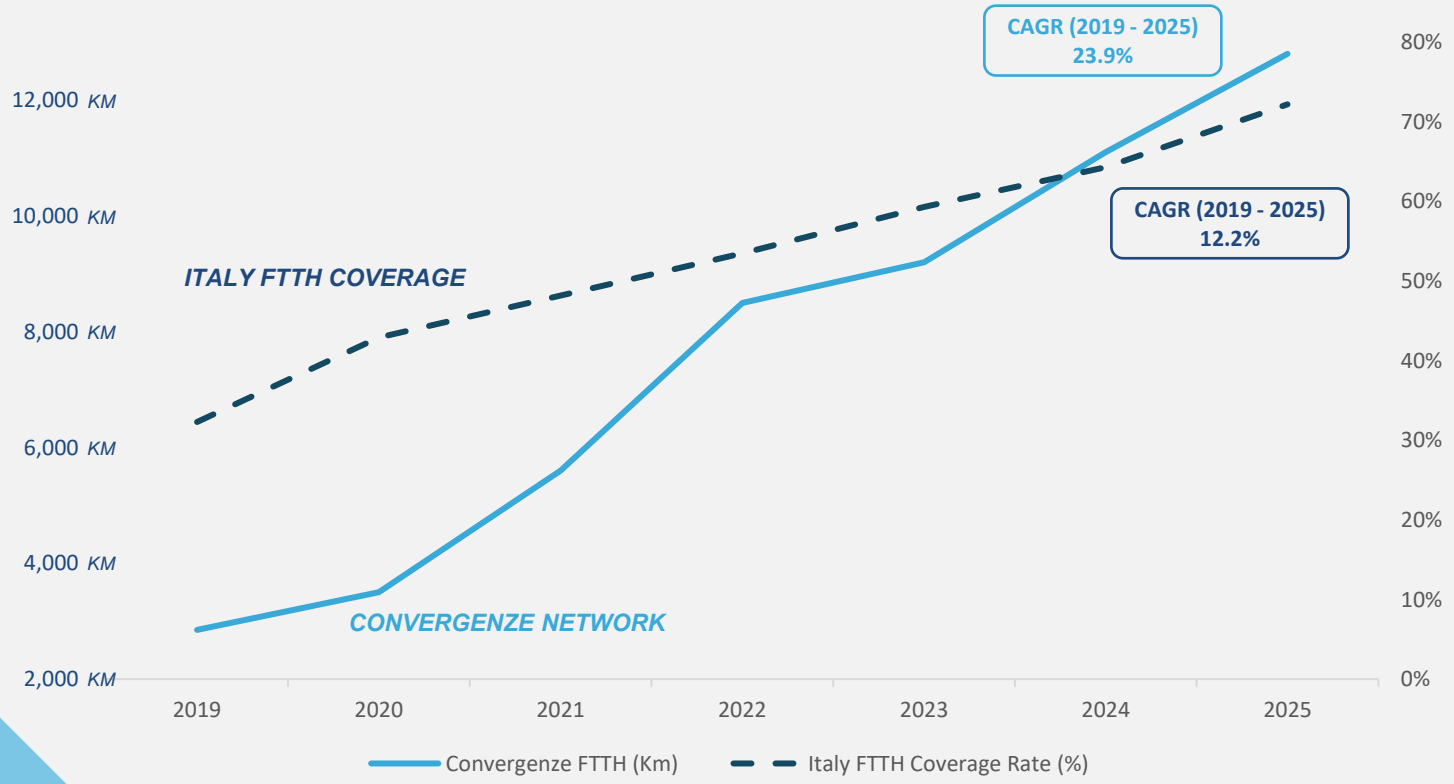


TLC – FTTH NETWORK

PROPRIETARY FTTH NETWORK: UNLIMITED SPEED, CONTROL, AND SCALABILITY

Convergenze is expanding its proprietary FTTH network, exceeding **14,000 km** and 130+ 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

Source: FTTH COUNCIL EUROPE – FTTH Market Panorama (09/2025)

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



ENERGY

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 **45 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.



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

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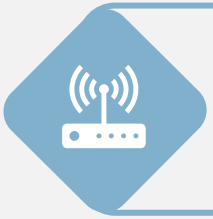
STRATEGIC DEVELOPMENT

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



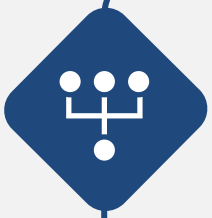
M&A

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

PRODUCT DEVELOPMENT

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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H1 2026 FINANCIAL RESULTS

€ 13.1 M

REVENUES

(€ 12.7 M
in H1 2025)

€ 2.0 M

Adj. EBITDA

(€ 2.2 M
in H1 2025)

€ 0.9 M

EBIT

(€ 1.0 M
in H1 2025)

€ 0.4 M

NET INCOME

(€ 0.5 M
in H1 2025)

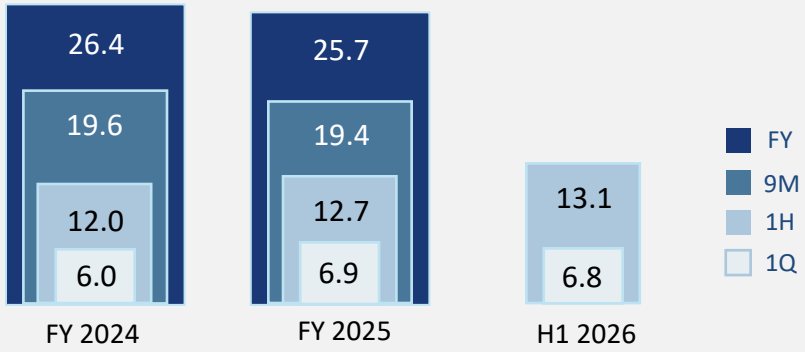
€ 4.5 M

NET DEBT

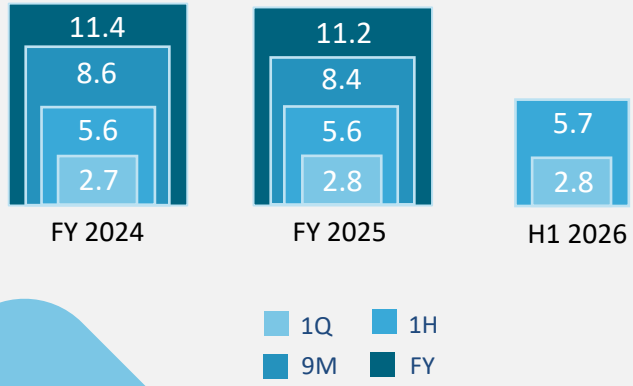
(€ 4.8 M
in FY 2025)

FOCUS ON TOP LINE

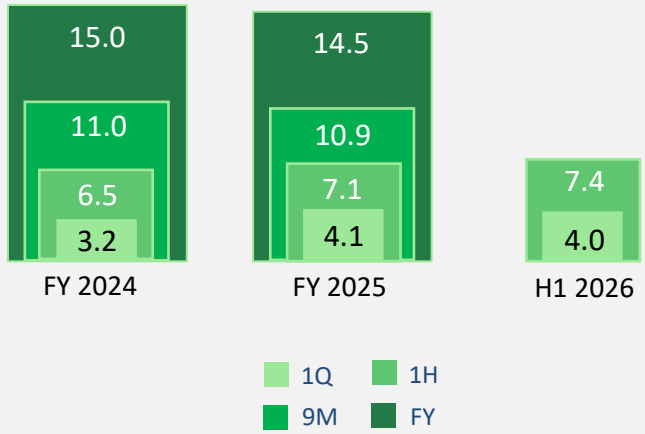
REVENUES (€/M)



REVENUES TLC BU (€/M)

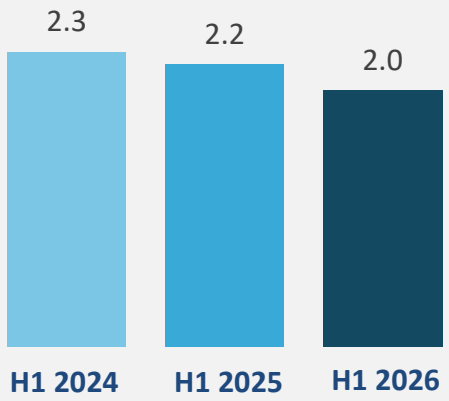


REVENUES ENERGY BU (€/M)

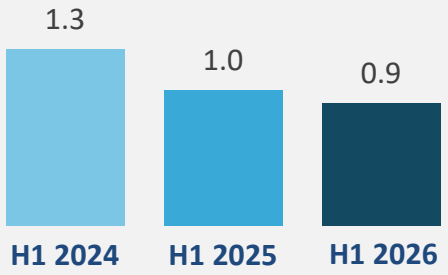


KEY HIGHLIGHTS H1 2026

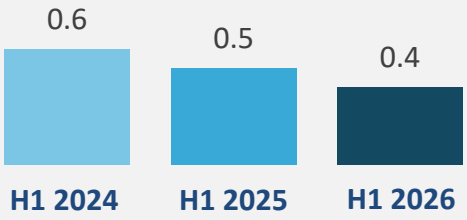
ADJ. EBITDA (€/M)



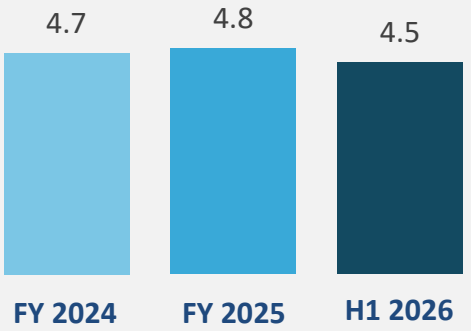
EBIT (€/M)



NET INCOME (€/M)

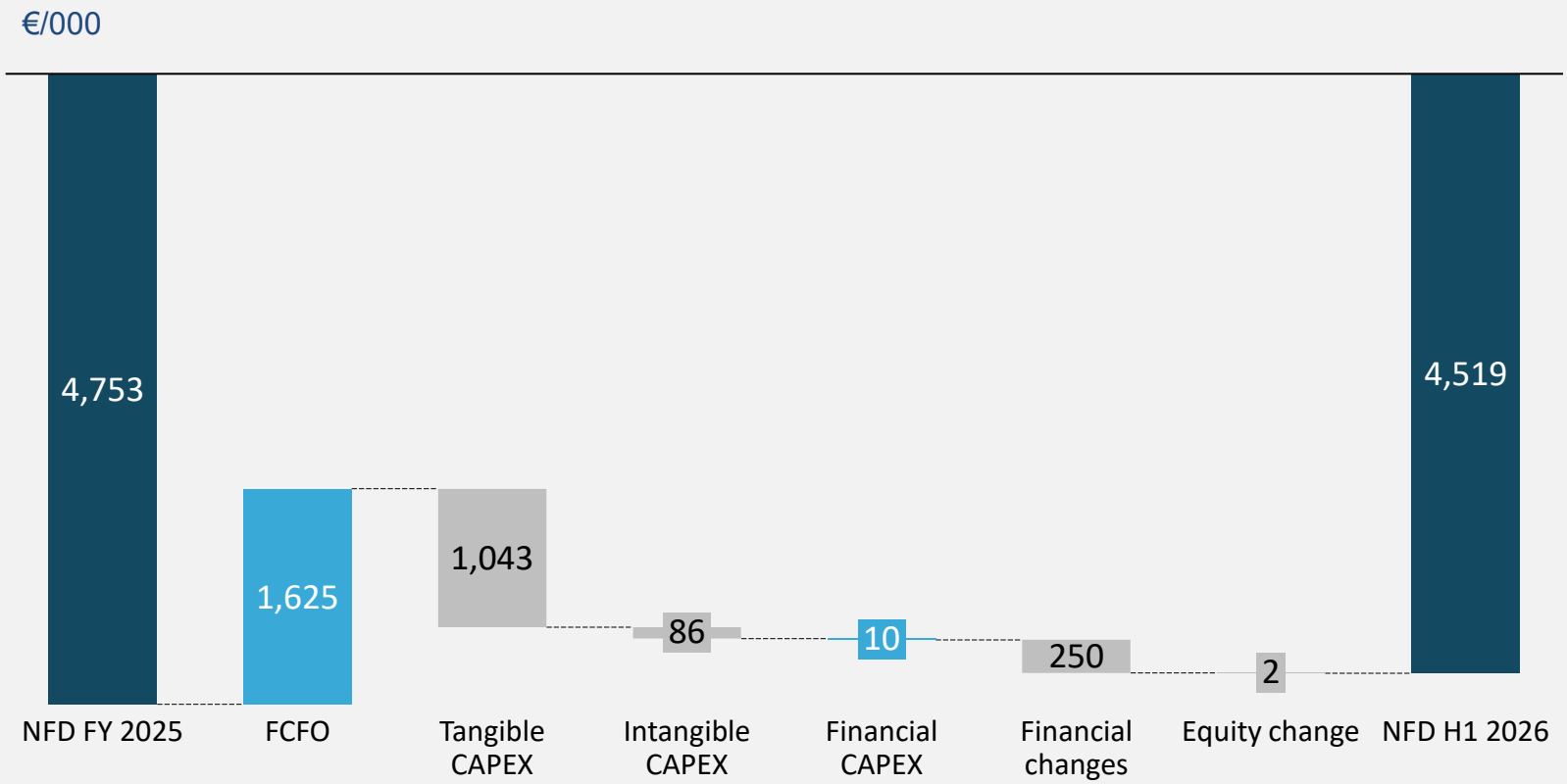


NET DEBT (€/M)



NFD BRIDGE (H1 2026)

DISCIPLINED CASH FLOW MANAGEMENT SUPPORTING STABLE NET DEBT



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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)



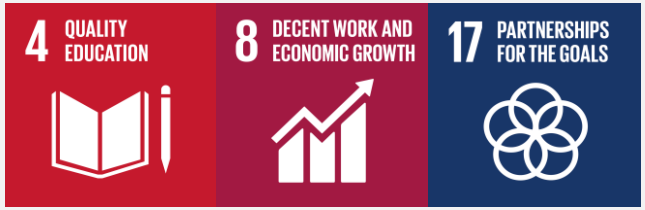
FUNDRAISING

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

CONVERGENZE'S ESG TARGETS



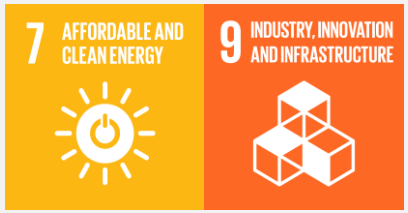
Spread and promote the **culture of eco-sustainability and green mobility**



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



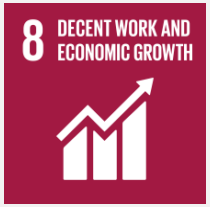
Fostering **digitization** via ultra-broadband electronic networks



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 (over 14,000 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

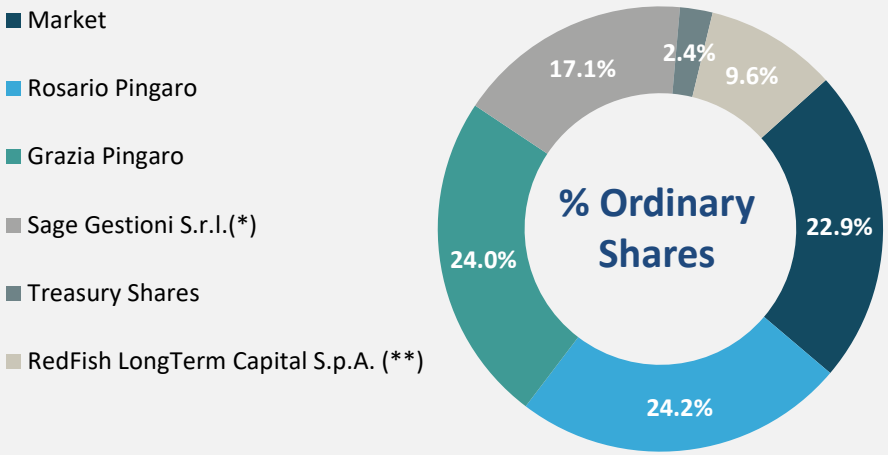
Innovation & diversification remain the cornerstone for long-term value creation

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CORPORATE GOVERNANCE

Shareholding Structure (12.10.2026)



Shareholder	N. total shares	% voting rights
Rosario Pingaro	1,815,000	24.2%
Grazia Pingaro	1,800,000	24.0%
Sage Gestioni S.r.l. (*)	1,278,000	17.1%
RedFish LongTerm Capital S.p.A. (**)	716,500	9.6%
Treasury Shares	179,500	2.4%
Market	1,708,509	22.8%
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

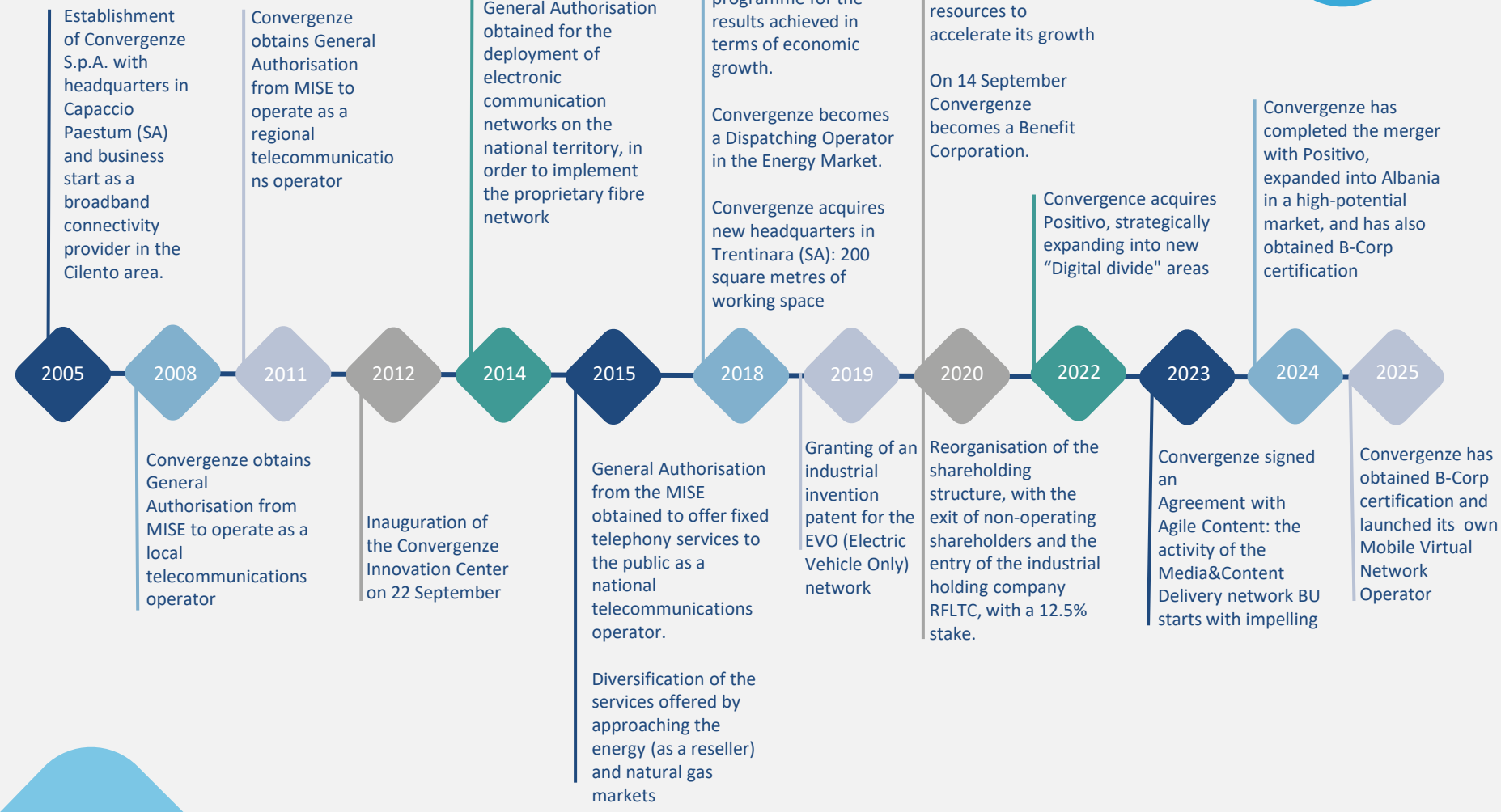
Board of Directors

Pingaro Rosario	Chairman
Pingaro Grazia	Vice Chairman
Pescetto Paolo	Director
Palladino Teresa	Director
Malito Rebecco 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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