



# Convergenze<sup>®</sup>

internet - phone - TV - energie



European Midcap Event Parigi  
October 21 -22, 2021



Rosario Pingaro  
*Chairman and CEO*



Grazia Pingaro  
*Vice- Chairman and  
Director BU Energy*



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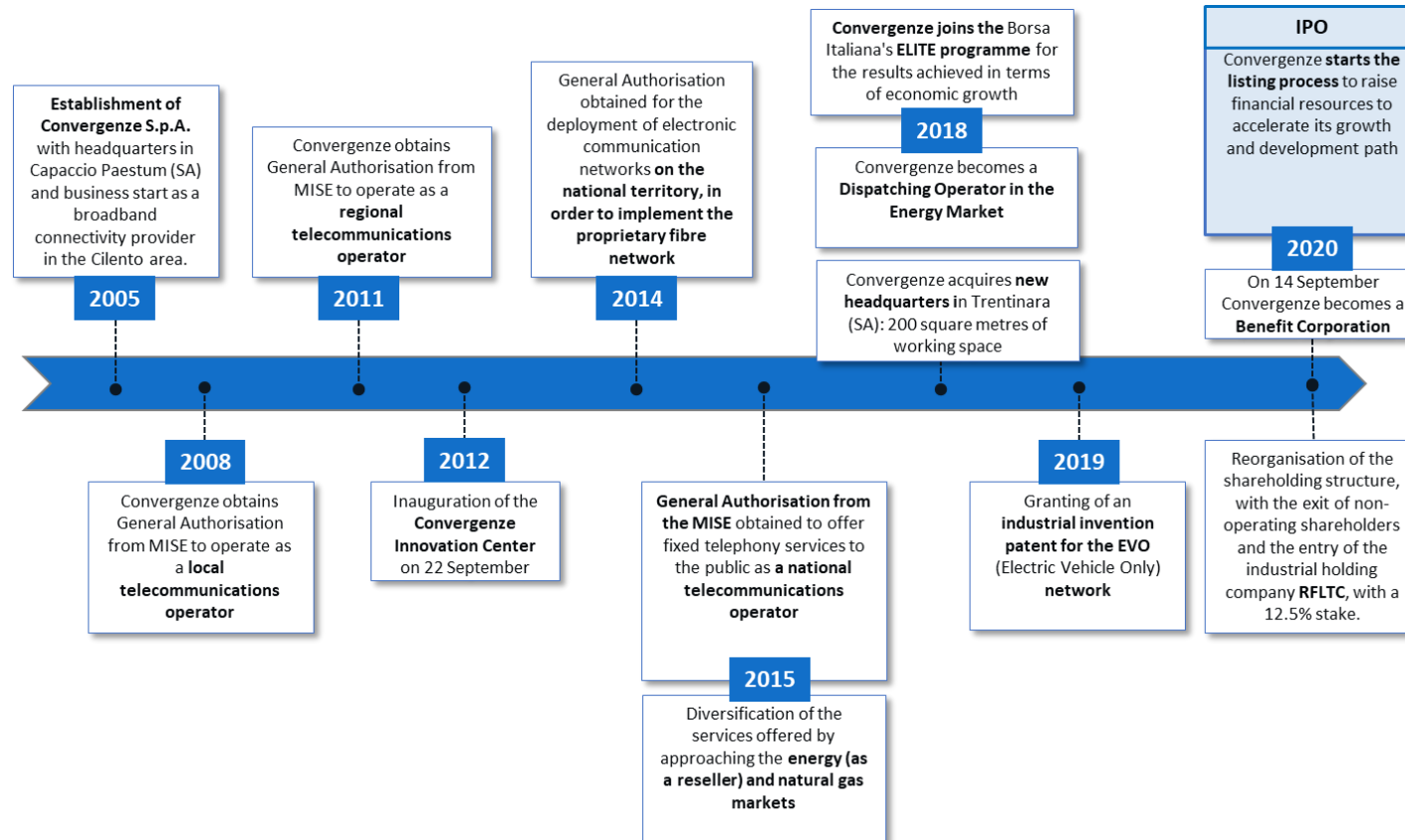
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# Company overview

**Convergenze S.p.A. Società Benefit** is an integrated technology operator active on a national level in the **Telecommunications** and **100% green Energy** sectors, with charging points for electric cars through its **patented EVO (Electric Vehicle Only) network**.

The company, established in **2005** in **Capaccio Paestum (SA)**, started operating in the Telecommunications sector by offering internet and fixed telephony services, later becoming a national player. Since 2015 it has diversified its activities, introducing the **Energy Business Unit** to supply electricity and natural gas. The main operational headquarters is the "**Convergenze Innovation Center**", which embodies the company's values of **sustainability and innovation**. It houses one of the Company's two proprietary **Data Centers**, one of the most powerful and advanced in Southern Italy. Convergenze became a **Benefit Corporation** on 14 September 2020, thus confirming its focus on sustainability and corporate social responsibility. Since 30 December 2020 **it has been listed on the AIM market of Borsa Italiana**.



# The TLC and Energy BUs

## TLC

### Internet



### Voice



### Unique services/DCaaS



Among the various connectivity services:

- ConFibra (FTTH on proprietary network and in WHS) / ConNGA / ConADSL/
- ConULL/ ConWIFI (on proprietary network)
- ConVoip: (Voice Over IP)
- ConFree PBX: cloud-based switchboard
- OPEN NET: public connectivity service, free wifi
- ConVision: streaming service for live content or video;

Cloud services (Data Center As A Service):

- My Workforce or Virtual Machine: software that simulates a physical computer without hardware support
- My Life: Cloud space where all personal files are stored and shared
- Con Housing: installation of customer servers in Convergenze's Data Center.
- Con Hosting: space on servers to host customer websites
- Disaster Recovery, for companies' IT security
- Transport and interconnection services to Mix- MI Namex RM

## ENERGY

### Electricity and Natural Gas



EVO è il tuo network di ricarica per auto elettriche.

### ConLuce

A zero-impact electricity supply service guaranteed through the cancellation of Guarantees of Origin.

Different subscriptions for private, residential and business.

### ConGas

Natural gas supply service.

Different subscriptions for private, residential and business.

In providing its services, Convergenze pays particular attention to transparency, with billing based as far as possible on actual consumption.

### EVO

The project stems from Convergenze's idea of promoting eco-sustainable mobility.

The charging unit, patented in 2019, is accessible via EVO Card or smartphone.

For individuals and companies:

- EVO WALL BOX (wall charging)
- EVO STATION (charging station)

Easy-to-install charging stations for home and business. Both can become EVO Hospitality units with geolocation, free/busy alerts and consumption metering.

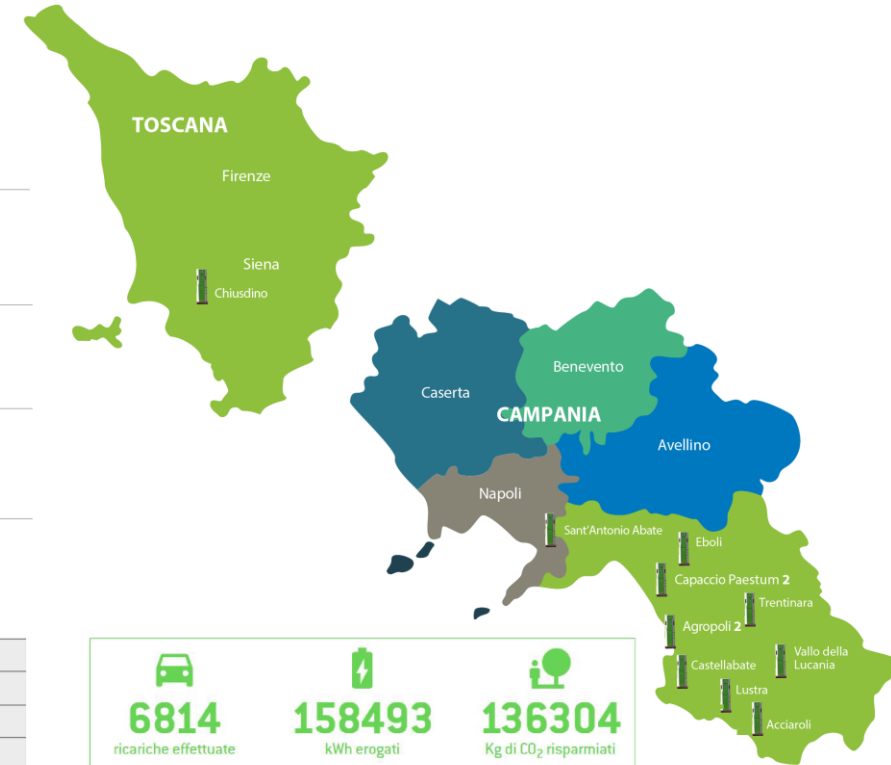


- A nationwide supplier of electricity and natural gas, Convergenze has set up a network of charging stations and points called EVO (Electric Vehicles Only), for which it has obtained a patent for an industrial invention, in support of electric mobility.
- ✓ The 12 EVO stations currently up and running are located in the provinces of Salerno and Naples, while 6 are being installed in the provinces of Salerno, Avellino and Siena.
- ✓ In addition to the EVO network, six EVO Wall Boxes have already been installed in the provinces of Salerno and Siena.



	<b>Punto di ricarica</b>
	Accesso libero h24 SS 18 TIRRENA INFERIORE KM 79+250 Eboli (SA) - 84025 Presso Parcheggio Cilento Outlet Village
	<b>2 Punti di ricarica</b>
	Accesso libero h24 Via Seliano, 2 Capaccio Paestum (SA) - 84047 Presso Convergenze Innovation Center
	<b>2 Punti di ricarica</b>
	Accesso libero h24 Piazza della Repubblica, 1 Agropoli (SA) - 84043 Presso Comune di Agropoli
	<b>Accesso libero h24</b> Località Mattine Agropoli (SA) - 84043 Presso Centro Commerciale LE TORRI
	<b>Punto di ricarica</b>
	Accesso libero h24 Piazza Paolo Matarazzo Santa Maria di Castellabate (SA) - 84048 Presso Parcheggio Villa Matarazzo
	<b>Punto di ricarica</b>
	Accesso libero h24 Via Porto Acciaroli-Pollica (SA) - 84048 Presso Parcheggio pubblico

	<b>Punto di ricarica</b>
	Accesso libero h24 Via Cafasso Vallo della Lucania (SA) - 84048 Presso Parcheggio pubblico
	<b>Punto di ricarica</b>
	Accesso libero h24 Via Lettere Sant'Antonio Abate (NA) - 80057 Presso Parcheggio pubblico
	<b>Punto di ricarica</b>
	Accesso libero h24 Comune di Trentinara (SA) - 84070
	<b>Punto di ricarica</b>
	Accesso libero h24 Stazione di servizio Missano Lustra (SA) - 84050 C.da Corticelle
	<b>Punto di ricarica</b>
	Accesso libero h24 Via Montecapino Chiusdino (SI) - 53012
	<b>Punti di ricarica pianificati</b>
	Comune di Serino (AV)
	Comune di Ascea (SA)
	Comune di Vibonati (SA)
	Comune di Calitri (AV)



# The new BU: Media & Content Delivery



The ongoing process of digital revolution and the increasing integration of the entertainment and media and TLC and Internet market segments have prompted the Convergenze management to **set up a new BU, which is not yet active.**



The new Bu (Media & Content Delivery) aims at developing a **Set top box** to provide Convergenze's customers with the **best possible experience in enjoying online video content** through ultra-fast connectivity. The new Bu's customers will also have the opportunity to **purchase other Convergenze's services at dedicated and exclusive prices**, thus creating new cross selling opportunities.



BU customers will have the opportunity to access the **catalogue of online media platforms at discounted rates**, which can be paid to Convergenze in a **single invoice**, taking advantage of integrated and innovative payment systems.



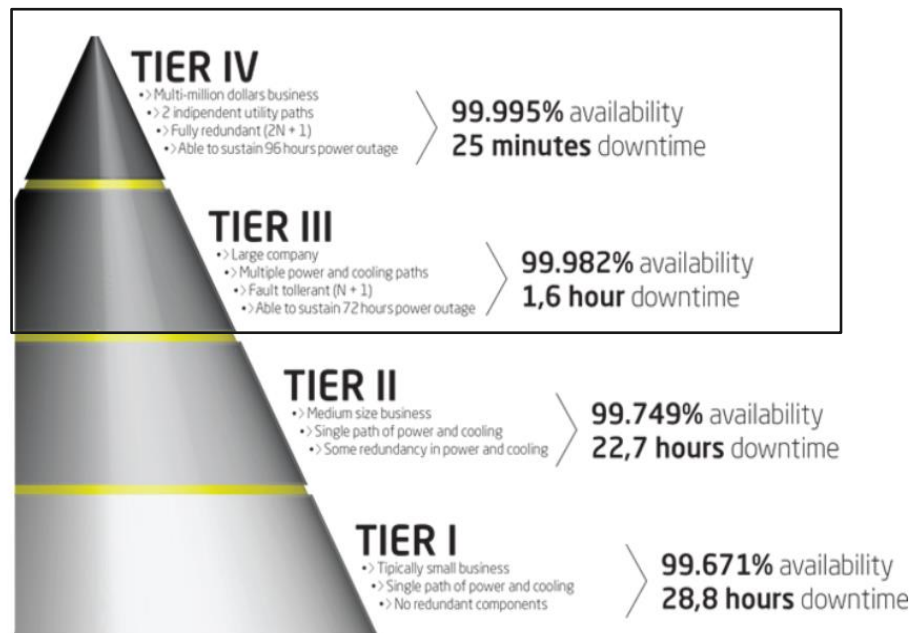
Thanks to ConFibra offers, the new BU will provide a high-performance, reliable and fast Internet connection (up to 1 Gbps), and the new solutions called "**Convergenze Calling and conferencing**" (voice calls and high-definition video) and "**ConFibra TV**", for viewing video content by signing contracts with the best TV streaming platforms.



The new BU is aimed at providing new services and greater freedom and customisation of the offer **by combining Internet connection with other types of services: video content, video calls, games, security, video surveillance.**

# Convergenze Innovation Center & Data Center

- The basement of the Convergenze Innovation Center hosts one of the largest and most advanced proprietary data centers in Southern Italy; it expands over two rooms, it conveys Fastweb, TIM and Convergenze fibers, and it is doubly connected via multi-fiber to the Seliano site, thus guaranteeing service continuity.
- 27001-certified with the annexed extensions 27017 and 27018, a useful certification to become a Cloud service provider for Public Administrations.
- The Data Center meets the requirements of TIER III and TIER IV levels, although it has not yet obtained certification.



20 racks  
of  
equipped  
space used

400 KvA  
redundant  
UPS  
expandabl  
e to 800  
KvA

60 racks  
of available  
equipped  
space

450 kW  
of generator  
set

70 kW  
of double  
refrigerant  
circuit

400 gbps  
of  
connectivity

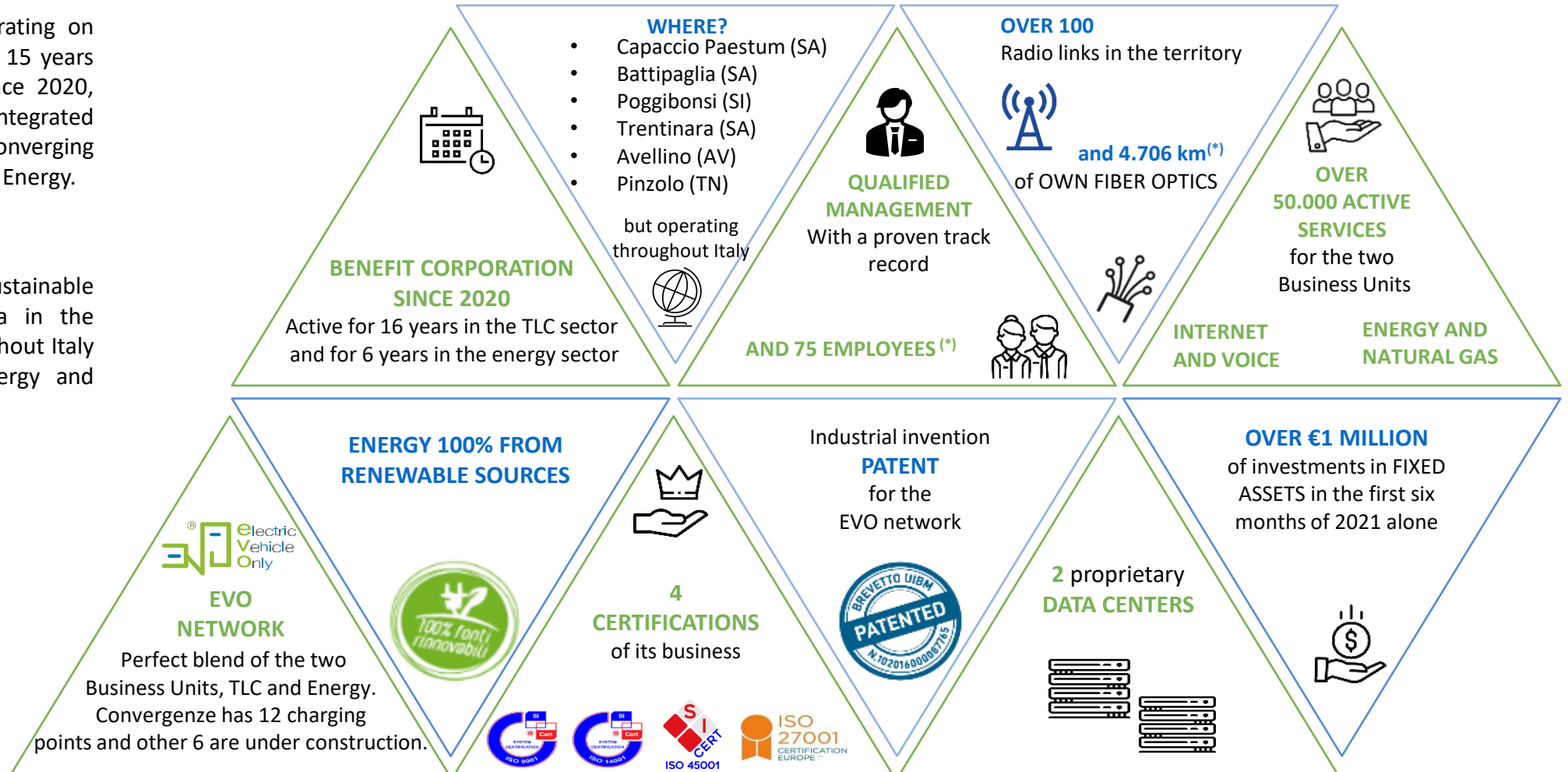




# At a glance

Convergenze, a company operating on the TLC market for more than 15 years and a Benefit Corporation since 2020, proposes itself as an integrated technology partner with two converging BUs: Telecommunications and Energy.

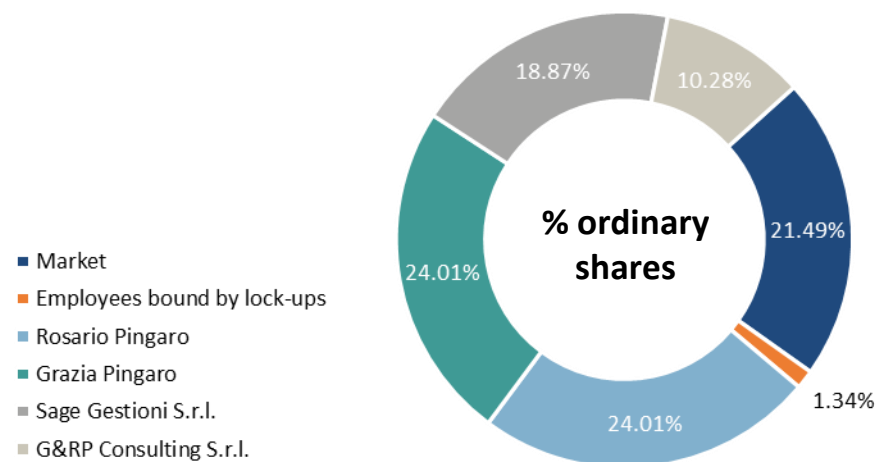
It is an innovative and sustainable company, active in Campania in the province of Salerno and throughout Italy with Internet and Voice, Energy and Natural Gas services.



(\*) Data as at 30<sup>th</sup> June 2021

# Shareholders and Corporate Governance

## Shareholding structure



Shareholder	N. of shares held	N. PAS	N. total shares	% voting rights	% of ordinary shares
Rosario Pingaro	1,682,400	117,600	1,800,000	24.46%	24.01%
Grazia Pingaro	1,682,400	117,600	1,800,000	24.46%	24.01%
Sage Gestioni S.r.l. (*)	1,322,400	117,600	1,440,000	19.57%	18.87%
G&RP Consulting S.r.l. (**)	720,000		720,000	9.78%	10.28%
Employees bound by lock-ups	94,000		94,000	1.28%	1.34%
Market	1,506,000		1,506,000	20.46%	21.49%
<b>Total</b>	<b>7,007,200</b>	<b>352,800</b>	<b>7,360,000</b>	<b>100.00%</b>	<b>100.00%</b>

(\*) Company attributable to the Prearo family

(\*\*) Company attributable to Redfish Longterm Capital RFLTC S.p.A.

## Corporate governance

### Board of Directors

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

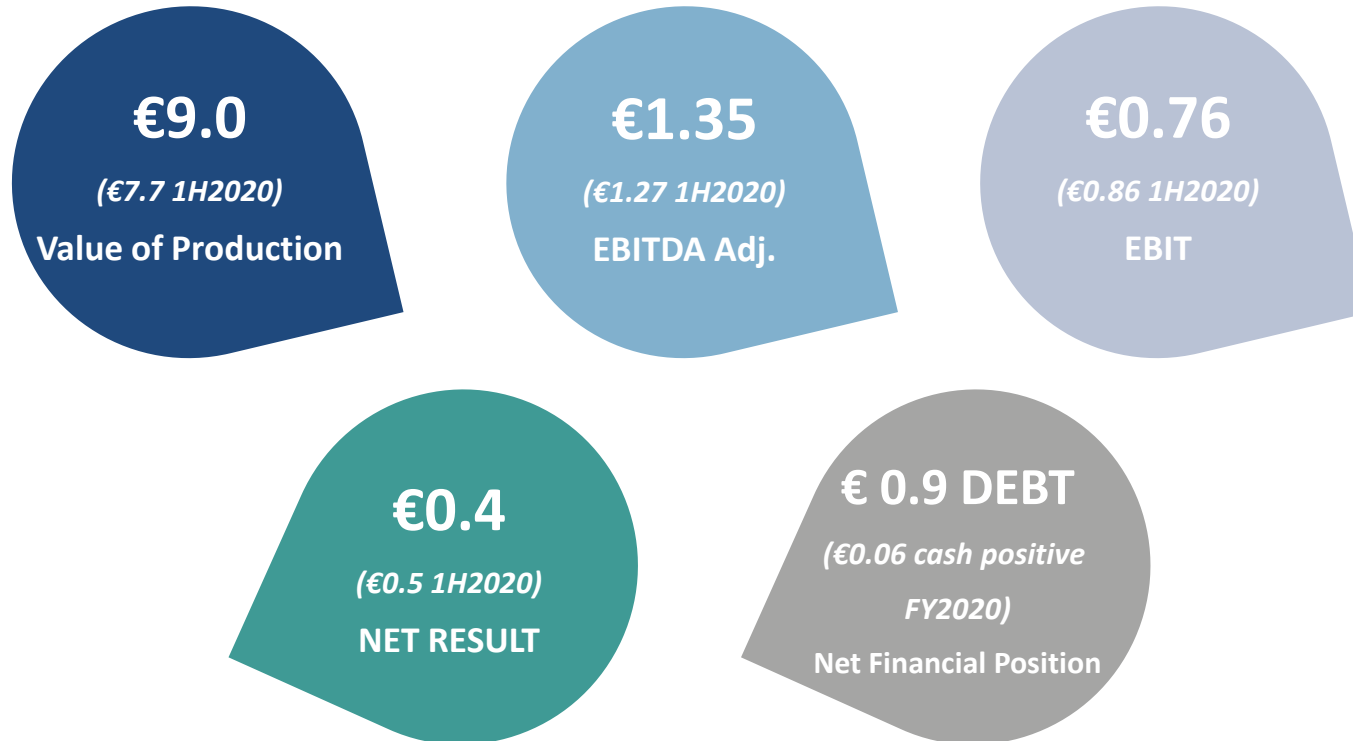
### Board of Statutory Auditors

Manguso Giosuè	Chairman
Caliendo Domenico	Auditor
Spagnuolo Fabio	Auditor
Bernardi Gerardo	Alternate Auditor
Tartaro Massimo	Alternate Auditor

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# Highlights 1H 2021 vs 1H2020

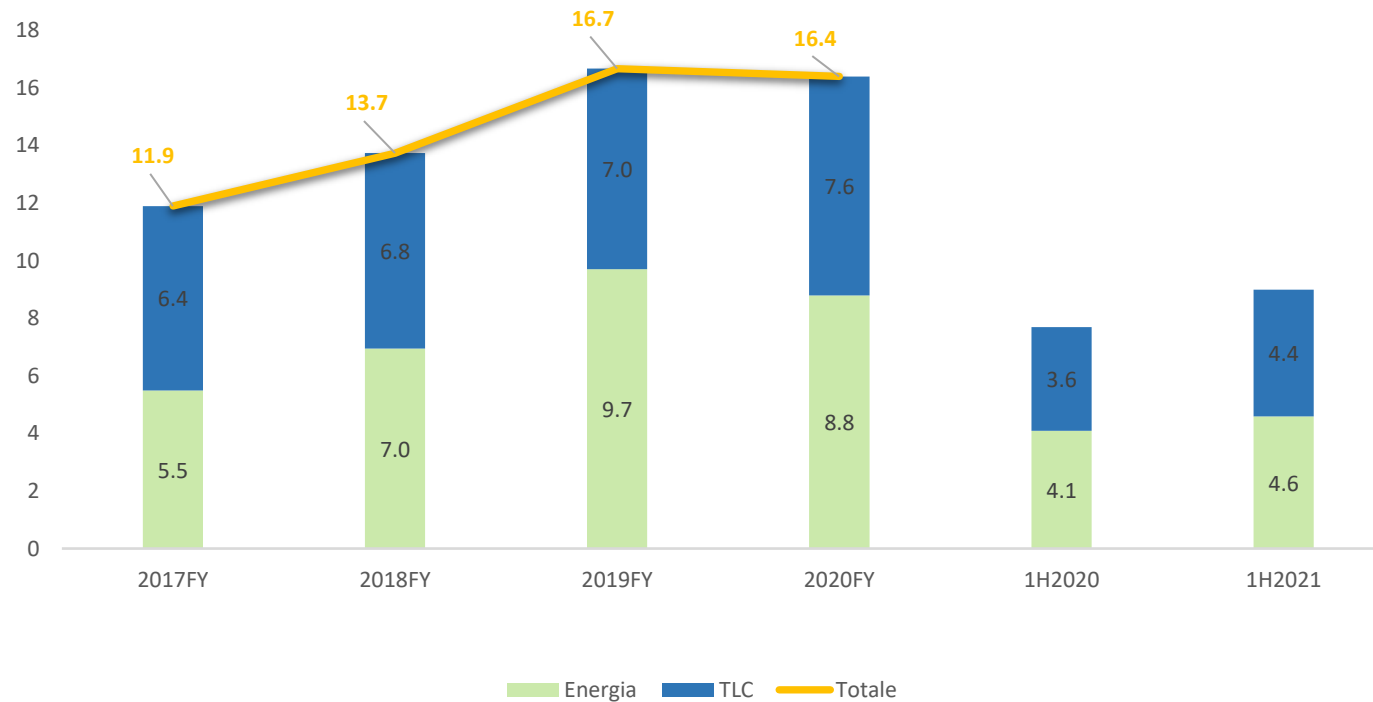
€/million



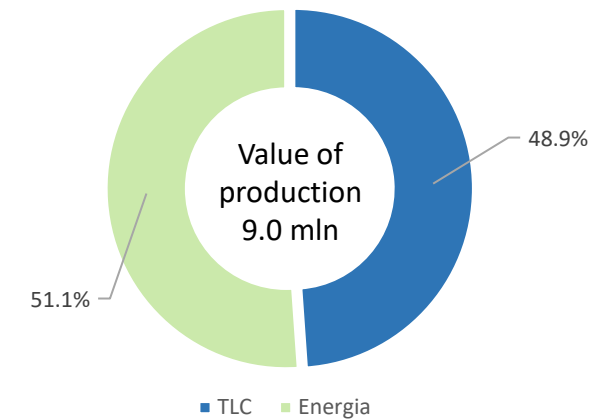
# Value of production: performance

€/million

## Value of production 2017-1H2021



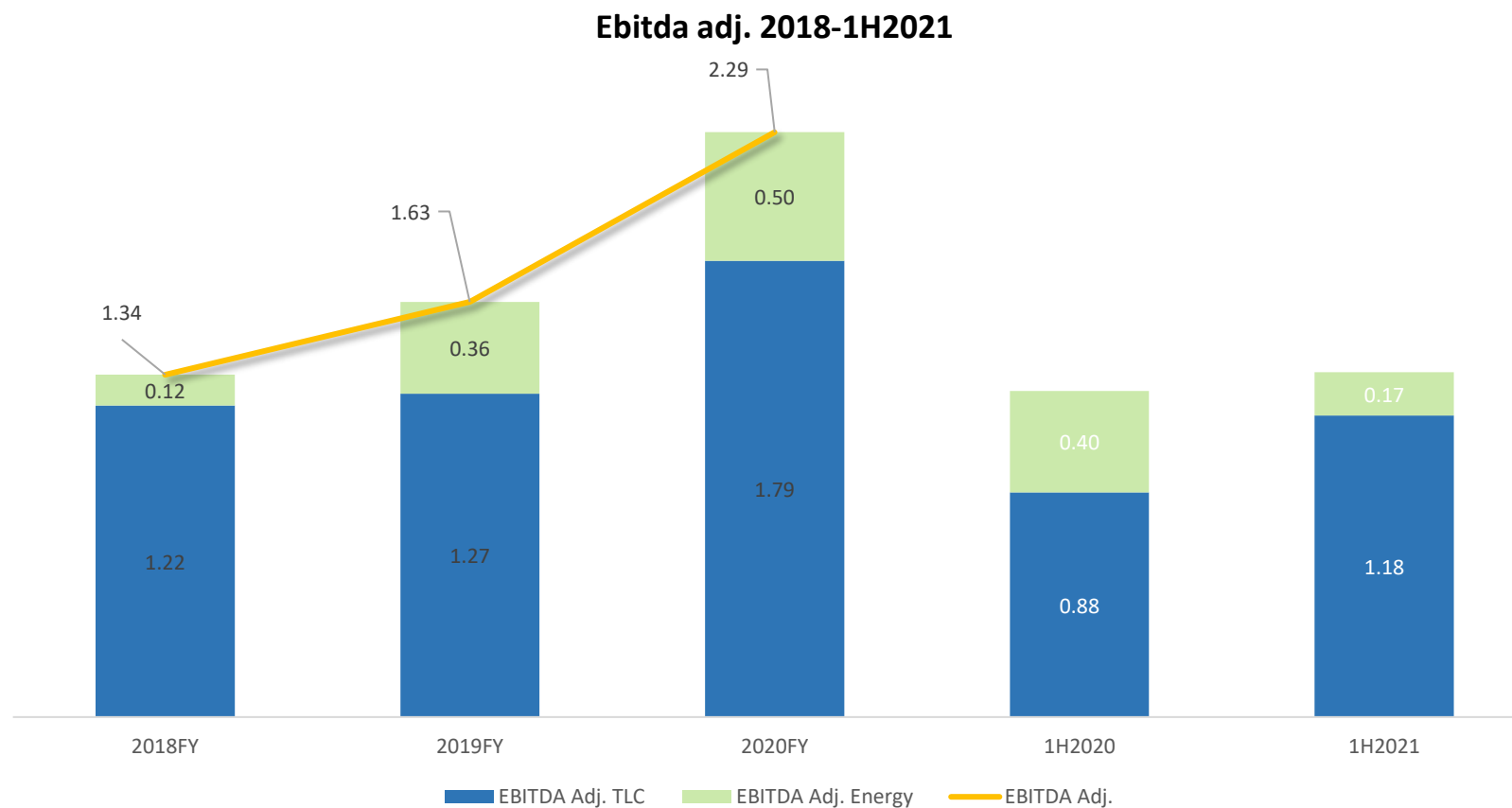
## Value of production breakdown 1H2021





# EBITDA Adj: performance

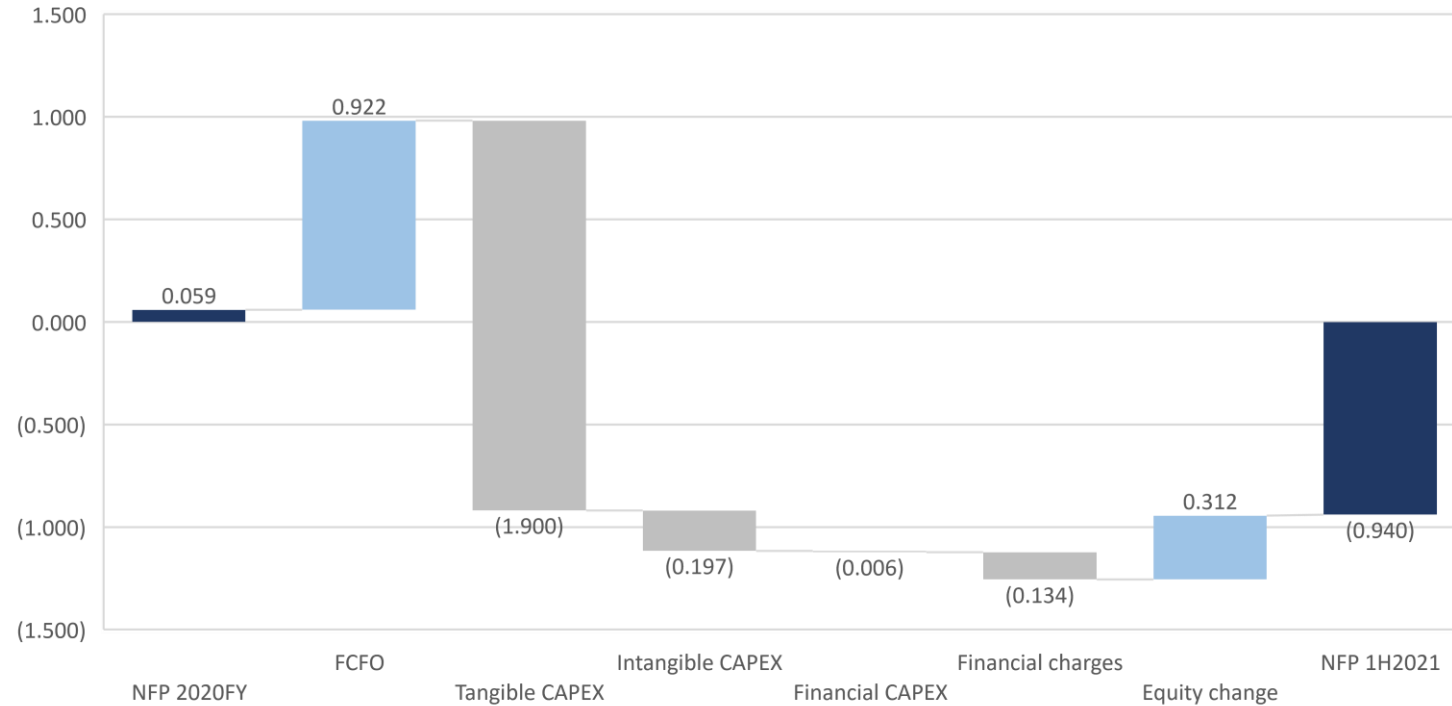
€/million



# Net financial position and fixed assets

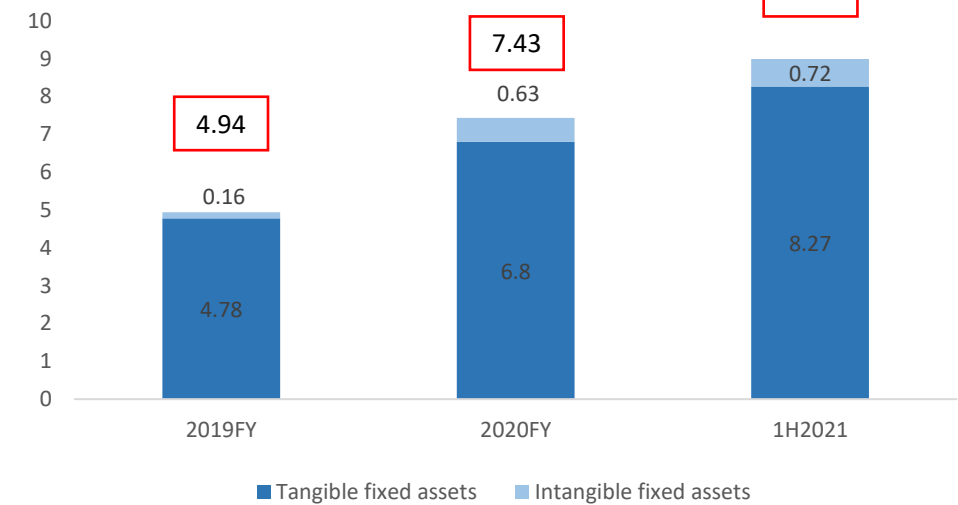
€/million

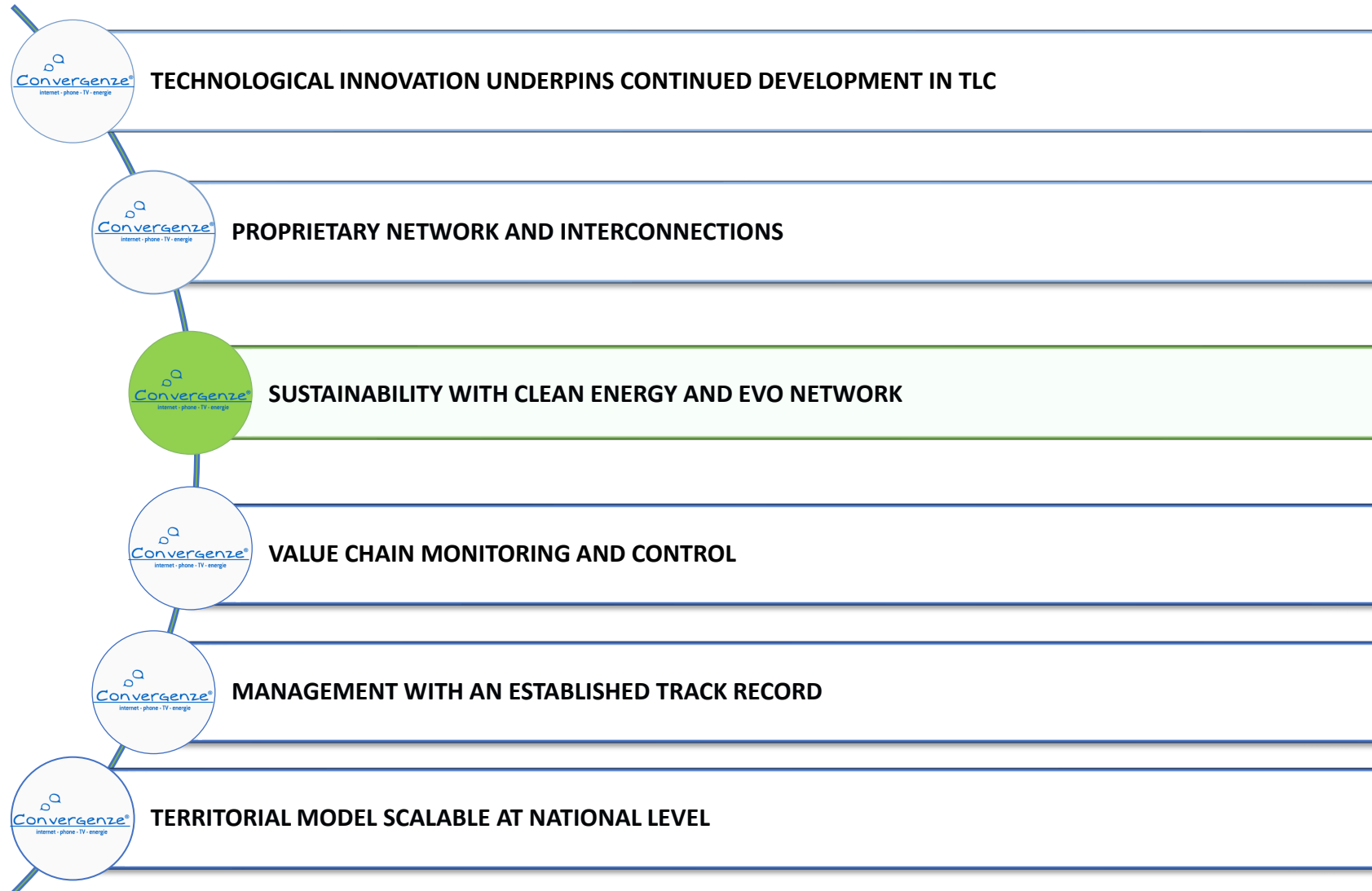
NFP BRIDGE



€/million

Fixed assets 2019-1H2021







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**Jan 12<sup>th</sup> 2021**

Opening of a new **Wholesale division** within its TLC Business Unit

**Jan 25<sup>th</sup> 2021**

Opening of two new **e-commerce websites** for the sale of ConFIBRA and ConGAS services

**Mar 22<sup>nd</sup> 2021**

Signing of an **interoperability agreement with Enel X** to allow its customers to recharge their vehicles on Enel X's public network

**Jan 19<sup>th</sup> 2021**

Implementation of the **Amazon Pay solution** to enable its customers to complete in a few steps the purchase of all Convergenze services

**Feb 8<sup>th</sup> 2021**

Convergenze has become operational **in its new Tuscany office in Poggibonsi**, in the province of Siena, which opened in October 2020.

**May 3<sup>rd</sup> 2021**

Received by **Cerved Rating Agency S.p.A.** the upgrade of **public rating**, passed from B1.2 a B 1.1, and the **confirm of public rating of B 1.1 on minibond** issued on 14<sup>th</sup> April 2020



**May 24<sup>th</sup> 2021**

Opening of a new commercial base in **Avellino**, accelerating Convergenze's expansion in new territories

**Aug 2<sup>nd</sup> 2021**

Launch of the new **HOVIO app**, which enables to set a landline number on the smartphone

**Sep 28<sup>th</sup> 2021**

Approved the adoption of the **231 Model**, the Code of Ethics and the **Supervisory Body** was appointed

**May 19<sup>th</sup> 2021**

The **first sustainability report** has been approved

**June 21<sup>st</sup> 2021**

Upgrade of the proprietary **Wireless network infrastructure**, by the activation of a new node

**Sep 2<sup>nd</sup> 2021**

Convergenze takes part in the **47<sup>th</sup> edition of the Forum "The European House – Ambrosetti"**, for the 5<sup>th</sup> year in a row and for the first time as a listed society

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## Proprietary fibre optics and Wifi

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

## Diversification of supply

- In order to offer its customers an increasingly complete and integrated bundle of services, Convergenze aims at diversifying its product portfolio through the introduction of the BU Media & Content Delivery.
- Furthermore, the Company will continue to expand its commercial proposition and implement its infrastructure by offering new value-added services such as cloud, datacenter as a service and virtualization services (servers and virtual machines).

## Cross selling and increasing active services BU Energy

Increase in the number of Energy customers served as dispatching operator, thanks to the increase in cross-selling between the TLC and Energy BUs, both at local level - also taking advantage of the extension and subsequent conversion of customers to proprietary fibre - and throughout the country - through e-commerce portals, as well as targeted marketing actions. In addition, further cross-selling opportunities will be possible following the planned opening of the new BU Media & Content Delivery

## Network expansion and consolidation

One of Convergenze's strategic objectives is to be recognised as a national operator by expanding its presence throughout Italy. Between 2020 and 2021, the Company opened an additional branch office in Poggibonsi (SI), a commercial presence in Pinzolo, Madonna di Campiglio (TN) and a commercial presence in Atripalda (AV).

## IOT and Mobile Virtual Operator

- The company is ready to seize the important development opportunities expected in the IoT sector, especially following the transition from experimental to production technology of the LoRaWAN project. In this regard, the Company has already taken important steps by investing, for example, in research to perfect metering technologies and by entering into an agreement with the Faculty of Computer Engineering of the University of Salerno.
- Furthermore, one of the company's objectives is to offer its own proprietary network to national and international providers that do not have their own in the area, since a fibre optic backbone is an essential requirement for the future implementation of 5G technology.

## M&A

Convergenze's management highlighted the possibility of growing through M&A by acquiring other TLC players with a complementary geographical location.

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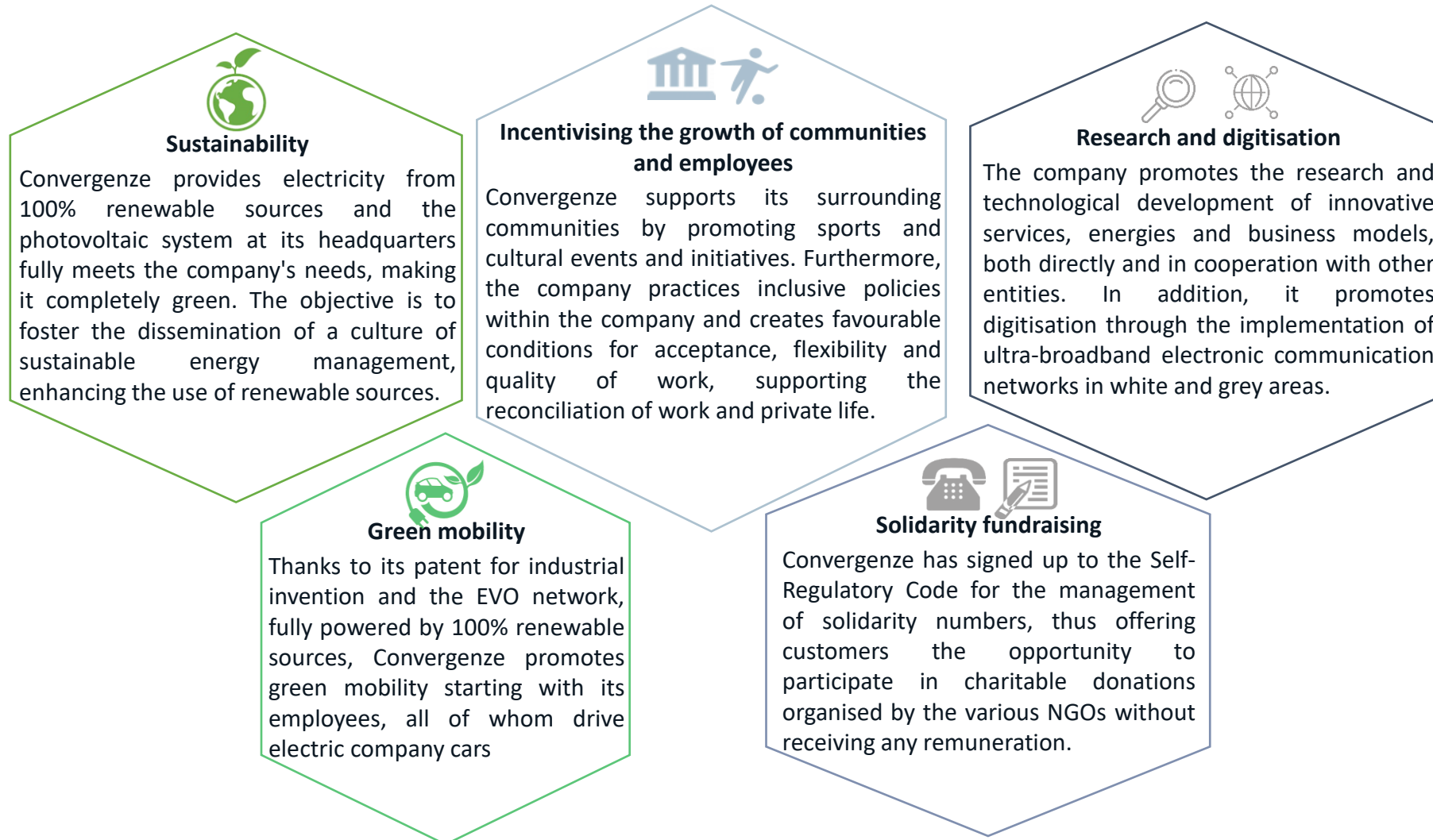
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The focus on sustainability and corporate social responsibility enabled Convergence to become a Benefit Corporation on 14 September 2020. As such, Convergence, while doing business, pursues one or more goals of common good in addition to profit, operating in a responsible, sustainable and transparent manner towards its territory and its community.



## Convergenze has obtained 4 certifications:



- ✓ ISO 9001, certifying the efficiency and proper management of company processes



- ✓ ISO 14001 for environmental quality, which certifies concrete efforts to limit direct company impacts



- ✓ ISO 45001 related to the international standard ISO 9001:2015 that Convergenze S.p.A. Società Benefit has obtained, guarantees the quality and continuous improvement of its telecommunications services and all the company's internal procedures.



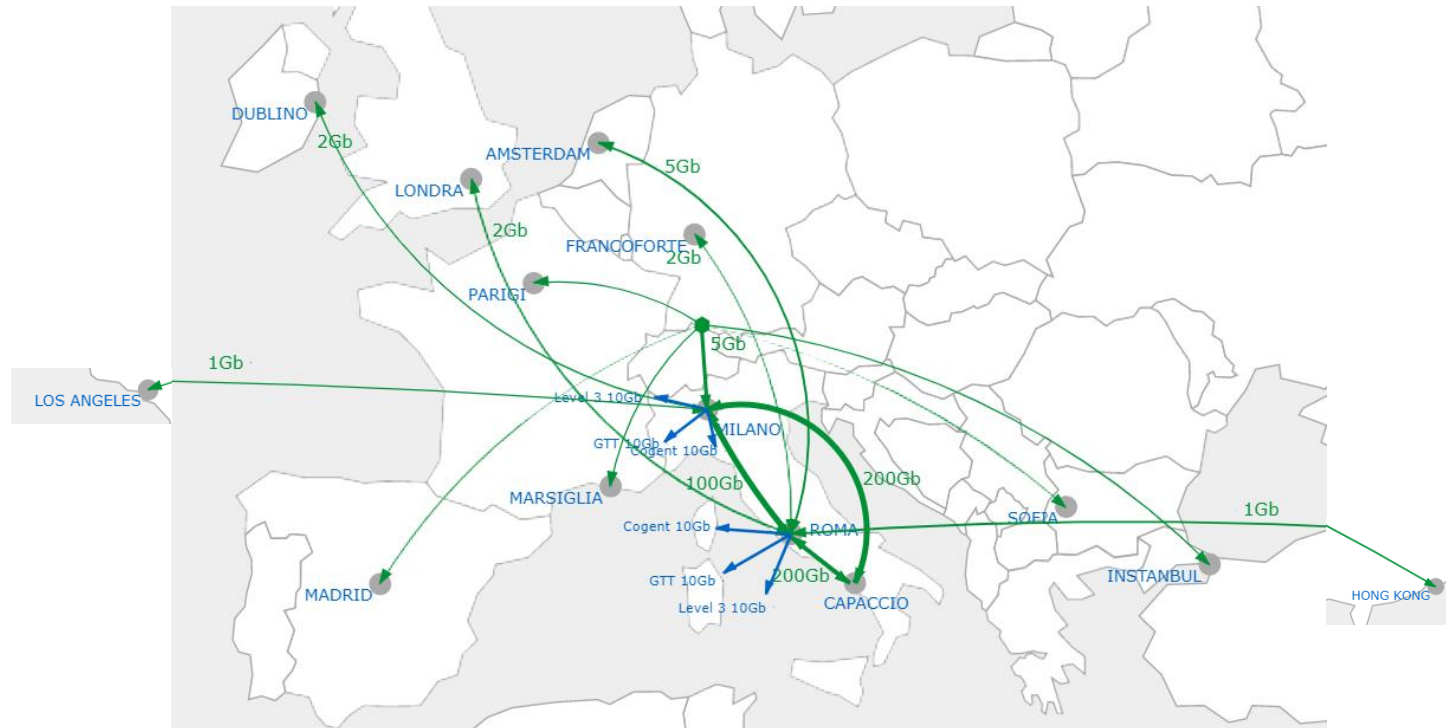
- ✓ ISO 27001, certifying the efficiency of the information security management system and ensuring the integrity, confidentiality and management of all sensitive data



- ✓ Convergenze supplies certified green energy through the annulment of Guarantees of Origin (GO). The Guarantee of Origin (GO) is an electronic certification issued by GSE, certifying the renewable origin of the sources used by IGO qualified plants.
- ✓ In 2019, the Company obtained from the Ministry of Economic Development a patent for industrial invention for the creation and implementation of the EVO (Electric Vehicle Only) network.

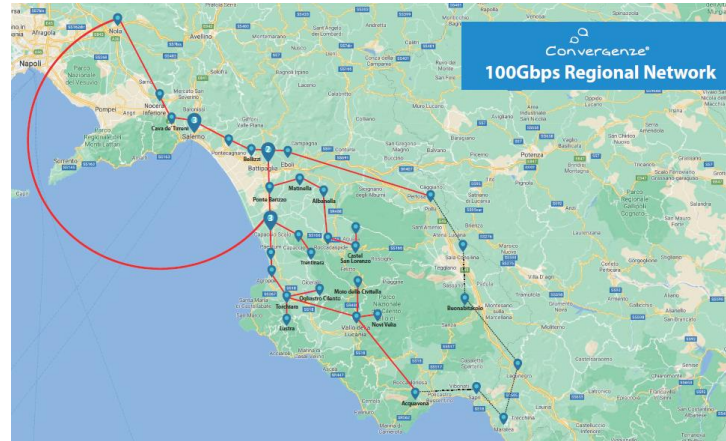
# Data infrastructure: national and international

- The Internet Network of Convergenze S.p.A. Benefit Company grows daily. At present, our nearest NOC, in the town of Capaccio, is connected to Rome, to the NaMeX point (30 Gbps) by different communication channels and then it reaches the MIX point in Milan (30gbps):
  - ✓ Rome is our strategic hub where, in addition to buying transit from Tinet (2.5gbps), Cogent (2.5gbps) and Level3 (2.5gbps), we also reach two European interchange centers, namely AMS-IX (5gbps) and LINX (500 Mbps)
  - ✓ In Milan, in addition to the balanced transits with Rome, we reach the NETIX network (2.5Gbps), the De-CIX exchange point in Francoforte (2gbps), Any2 exchange point in Los Angeles (1Gbps) and HKIX exchange point in Hong Kong (1gbps)
- The capillary professional presence at European level has led Convergenze to be, with about 2300adjacencies, the most interconnected network in Italy and the 10th in the world. Our President Rosario Pingaro has been a member of NaMeX BoD since 2013, which is the second NAP in Italy.

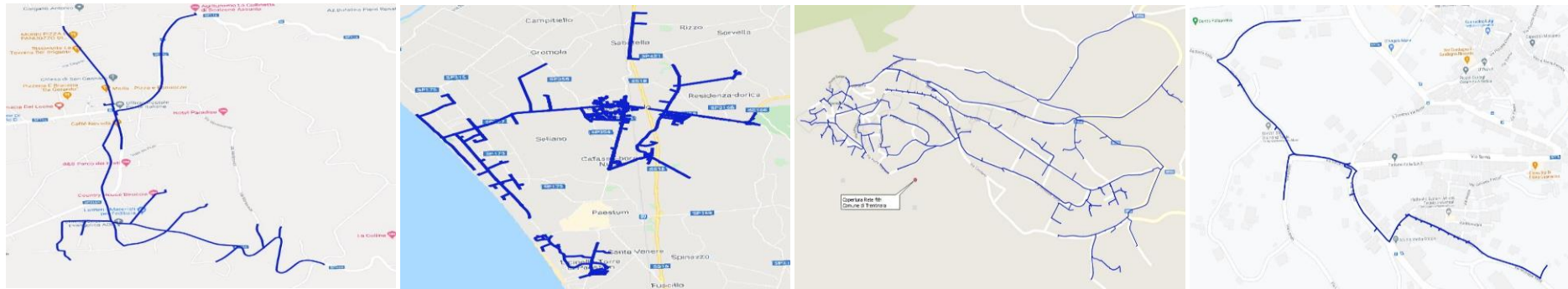


# Data infrastructure: regional and local

At regional level, Convergenze is present in Campania with a 1.036 km network of 100gbps IRU fibre ready for an upgrade to 400gbps.



**4.706 km of fibre in the province of Salerno as at 30 June 2021; over €1.0 invested in fixed assets during first half 2021**



Convergenze's proprietary fibre optic network covers the following areas:

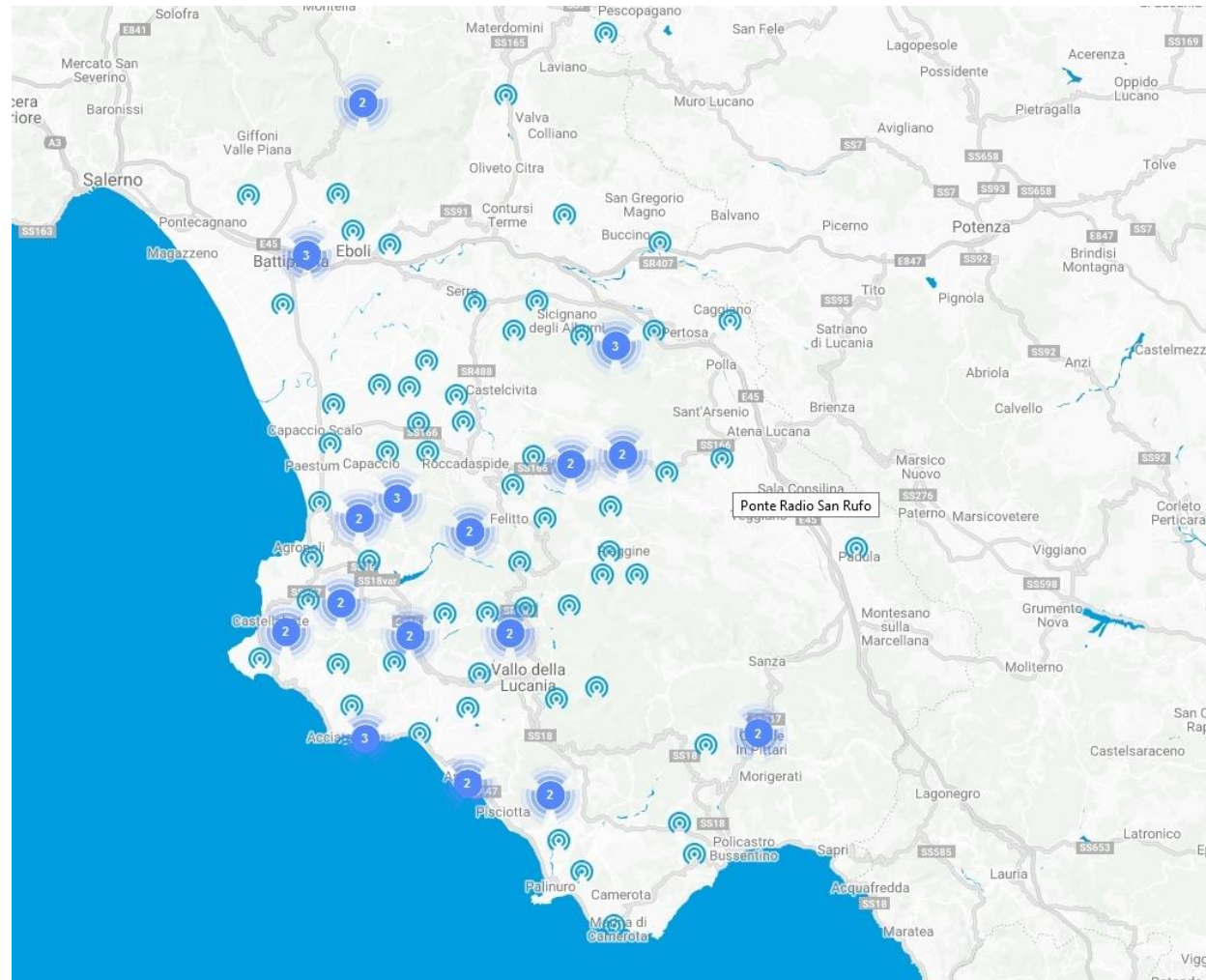
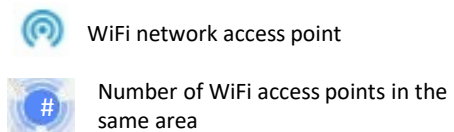
- Municipality of Capaccio-Paestum and the hamlets of Capaccio Scalo, Licinella, Borgonuovo, Cafasso, Torre di Mare, Laura and Rettifilo
- Municipality of Trentinara
- Municipality of Albanella and its hamlet Matinella



# Wireless Infrastructure

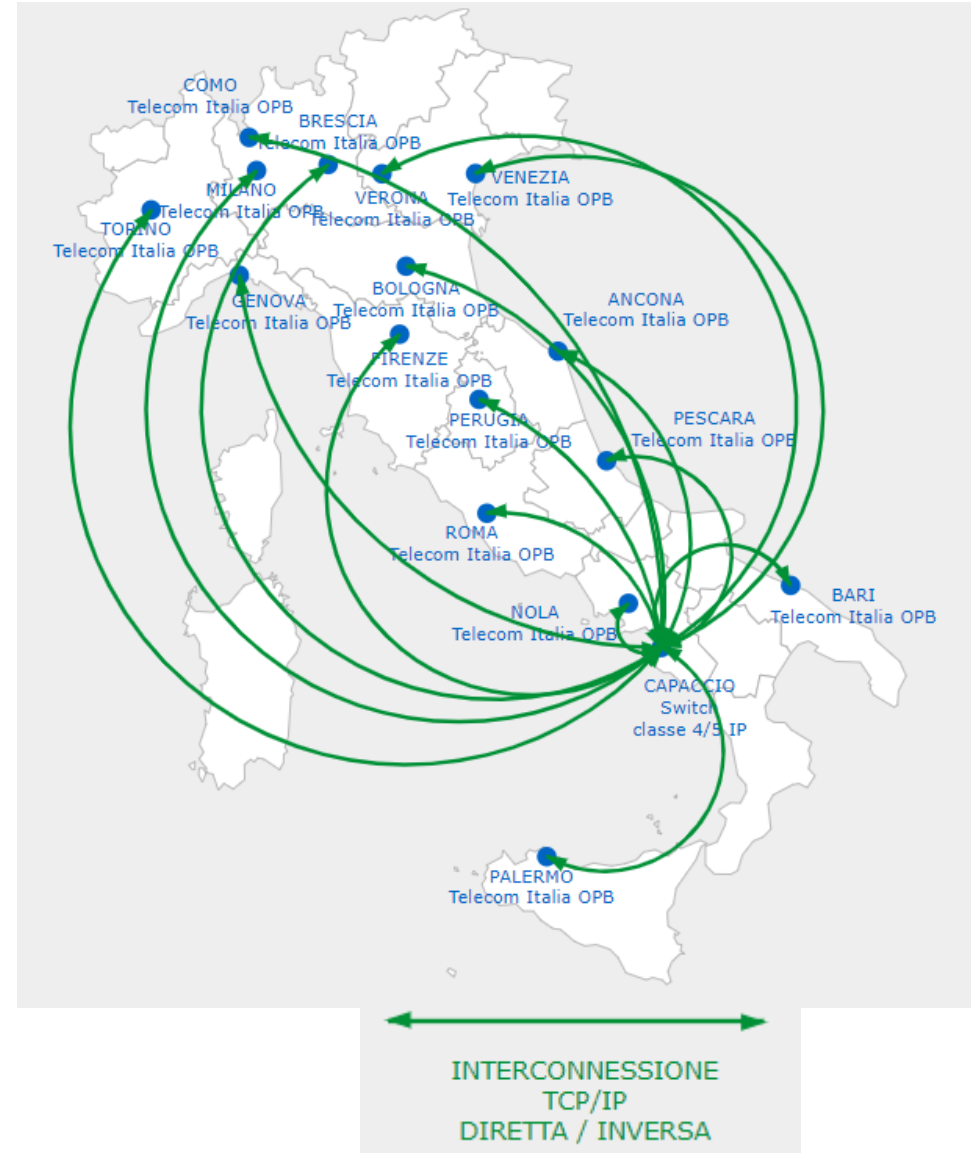
In the regions where it is active, Convergenze owns more than 100 radio links powered by UWA (Ultra Broad band Wireless Access) technology.

They represent Convergenze's first territorial presence and play a strategic role in the company's commercial development in new areas.





- Convergenze's network for the provision of voice services has undergone no minor evolution and is now based on a dual architecture: TDM SS7 and ITC-IP, the latter derived from SIP VoIP technology.
- Interconnection points with TIM's voice network are constantly expanding (4 new nodes/year) and include the following OPBs (Optical Packet Backbone): Rome, Pescara, Brescia, Nola, Ancona, Florence, Perugia, Milan, Bari, Verona, Palermo, Turin, Bologna, Genoa, Venice and Como.



# Income statement highlights

INCOME STATEMENT HIGHLIGHTS		
€	1H2021	1H2020
Sales revenues	8,759,212	7,705,930
<b>Value of production</b>	<b>8,994,970</b>	<b>7,737,888</b>
Total operating costs	(7,649,739)	(6,460,055)
<b>EBITDA Adj</b>	<b>1,345,231</b>	<b>1,277,833</b>
EBITDA margin adj	15.0%	16.5%
<b>EBIT</b>	<b>757,301</b>	<b>858,699</b>
<b>EBT</b>	<b>622,385</b>	<b>734,212</b>
<b>NET RESULT</b>	<b>408,555</b>	<b>538,720</b>

- The **value of production** (Revenues from sales and services and other revenues and income) at 30 June 2021 amounted to € 9.0 million, an increase of 16.2% compared to 30 June 2020 (€ 7.7 million) . In detail, the revenues of the TLC BU contributed significantly to the overall growth in the value of production, amounting to € 4.4 million, + 22.3% compared to 30 June 2020. BU Energy rise to €4.6 million (+ 10.9% compared to € 4.1 million of the corresponding period last year).
- **Adjusted EBITDA** amounts to € 1.34 million, up 5.3% compared to the € 1.28 million in the first half of the previous year, reporting an Adjusted EBITDA Margin equal to 15% on the value of the production (16.5% 1H 2020).
- The **operating result (EBIT)** is positive for € 0.76 million (€ 0.86 million at 30 June 2020), reporting an EBIT Margin of 8.4%.
- The **net result** at 30 June 2021 stood at € 0.4 million (€ 0.5 million in the corresponding half of the previous year).

# Income statement highlights - BU

INCOME STATEMENT HIGHLIGHTS - BU TLC		
€	1H2021	1H2020
Sales revenues	4,275,861	3,602,767
<b>Value of production</b>	<b>4,441,705</b>	<b>3,631,895</b>
Total operating costs	(3,266,699)	(2,752,347)
<b>EBITDA Adj</b>	<b>1,175,006</b>	<b>879,548</b>
EBITDA margin adj	26.5%	24.2%



INCOME STATEMENT HIGHLIGHTS - BU ENERGY		
€	1H2021	1H2020
Sales revenues	4,484,351	4,103,163
<b>Value of production</b>	<b>4,553,265</b>	<b>4,105,993</b>
Total operating costs	(4,383,040)	(3,707,708)
<b>EBITDA Adj</b>	<b>170,225</b>	<b>398,285</b>
EBITDA margin adj	3.7%	9.7%

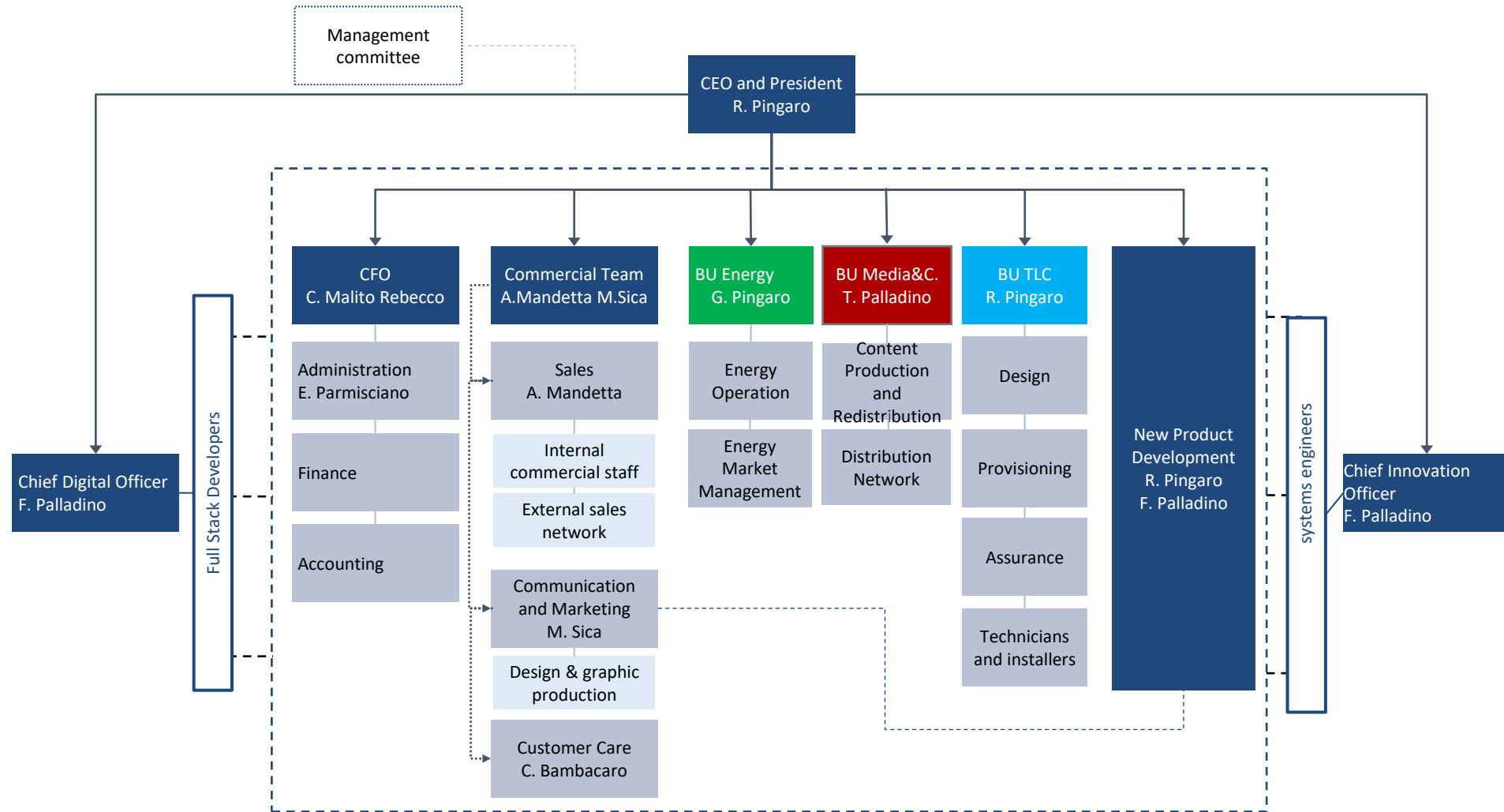
\* Despite the persistence of the pandemic, the Company still achieved good results in terms of turnover thanks to consumer customers, while business customers, being still impacted by the limitations of Covid-19, contributed in a limited way to the generation of results. At the same time, the cost of supply has undergone speculative increases linked to the recovery of consumption on a global scale.

# Balance sheet highlights

BALANCE SHEET HIGHLIGHTS					
ASSETS			LIABILITIES AND EQUITY		
€	FY2020	1H2021	€	FY2020	1H2021
<b>Fixed assets</b>	<b>7,498,716</b>	<b>9,058,365</b>	<b>Net Financial Position</b>	<b>(59,135)</b>	<b>946,909</b>
<b>Net working Capital</b>	<b>(2,047,203)</b>	<b>(1,850,263)</b>	<b>Equity</b>	<b>5,040,781</b>	<b>5,761,770</b>
Provisions and other funds	(469,867)	(499,423)			
<b>NET INVESTED CAPITAL</b>	<b>4,981,646</b>	<b>6,708,679</b>	<b>TOTAL LIABILITIES AND EQUITY</b>	<b>4,981,646</b>	<b>6,708,679</b>

- The **Net Financial Position** (NFP) is equal to € 0.95 million, up compared to the previous negative value of € 0.06 million (cash positive) at 31 December 2020. This change is justified and is directly related to the investment activities carried out during the first half year 2021. In particular, at 30 June 2021 € 1.08 million was invested for the extension of the FTTH fiber optic network owned in the Municipalities of Capaccio (SA), Trentinara (SA), Ogliastro Cilento (SA), Albanella (SA) and Torchiara (SA). In addition, other resources were invested for the development of the WiFi network, which through the activation of new nodes has reached a supra-regional dimension. These interventions played a fundamental role in increasing market shares and the overall marginality of the TLC BU. At the same time, the Company continued the implementation of proprietary data centers, in order to increase production capacity with dedicated cloud services and the system and the storage and computing capacity of the internal company system. With regard to the increase in intangible capex, during the first half of 2021 the Company capitalized an additional € 70 thousand in R&D, relating to the activities carried out by the internal team aimed at developing new lines of services that will expand the current offer.
- **Shareholders' equity** amounted to approximately € 5.7 million, an increase compared to € 5.0 million at 31 December 2020.
- **Net invested capital** at 30 June 2021 is € 6.7 million and shows an increase of € 1.8 million compared to the previous year's value. This change is mainly due to: (i) an increase in fixed assets for € 1.6 million and (ii) an increase in net working capital for € 0.2 million

# Organizational structure



75 employees  
as at 30 June 2021

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