### REMUNERATION REPORT TISCALI S.P.A.

**April 28 2017** 

#### INTRODUCTION

This remuneration report ("Report") was prepared by Tiscali S.p.A. (the "Company" or "Issuer") pursuant to the applicable legislation and Article 6 of the Corporate Governance Code (hereinafter, the "Code"), the Report was approved by the Board of Directors of April 28 2017, following the opinion of the Remuneration Committee and is submitted to the examination and to the advisory vote of the shareholders in approving the financial statements ending 31/12/2015 pursuant to Art. 123 ter, Paragraph 6, of Legislative Decree no. 58, of 24 February 1998 (hereinafter "TUF" [Testo Unico delle Disposizioni in Materia di Intermediazione Finanziaria - Consolidated Finance Act]). The Report consists of two sections: the first describes the essential lines of the Company's remuneration policy, also applied to the other Companies of the Tiscali Group. The second shows the remuneration of the members of the Board of Directors and the Board of Statutory Auditors and of the other Key Management Personnel (hereinafter, also the "Executives") attributed or paid during 2015. Given the primary holding function of the Company and Executives of the operating companies of the Group, Tiscali Italy S.p.A. Aria S.p.A. and Veesible Srl, wholly owned by the Company, directly and indirectly respectively, are also considered. Regarding the Executives, compensation is provided in aggregate mode in accordance with current legislation.

## **SECTION I. The Company's Remuneration Policy.**

### 1. Introduction.

This Remuneration Policy was adopted by the Board of Directors on 28 April 2017, on the proposal of the Committee for Remuneration, jointly with the approval of the Report. The Remuneration Policy defines, in accordance with the recommendations of the Code, the aims pursued and the principles that underlie the determination of remuneration of the management bodies and Executives.

# 2. Preparation and approval of the remuneration policy.

The main parties and bodies involved in the preparation and approval of the Remuneration Policy are: the Shareholders' Meeting, the Board of Directors, the Committee for Appointments and Remuneration and the Board of Statutory Auditors.

#### 2.1 Board of Directors.

The Board of Directors:

- Establishes, within the board, a Committee for Appointments and Remuneration;
- determines, upon proposal of the Committee for Appointments and Remuneration, after consulting the Board of Statutory Auditors, the remuneration of directors vested with special powers;
- defines, upon proposal of the Committee for Appointments and Remuneration, the Remuneration Policy;
- approves the Remuneration Report subjecting it to the Assembly;
- pursuant to Article 114-bis TUF, provides for any remuneration plans based on shares or other financial instruments by subjecting them to the approval of Shareholder's Assembly and overseeing their implementation.

## 2.2 Committee for Appointments and Remuneration.

The Committee for Appointments and Remuneration is established within the Board of Directors consisting predominantly, of non-executive and independent directors. The Committee currently in office, appointed at the Board meeting of 16 February 2016, was initially comprised of: Paola De Martini (Chairperson of the Committee and Independent Director), Konstantin Yanakov, Nikolay Katorzhnov, Anna Belova (Independent Director) and Franco Grimaldi (Independent Director). Following the resignation of Konstantin Yanakov and Nikolay Katorzhnov, on February 24, 2017, Dmitry Gavrilin and Sergey Sukhanov were appointed members of Committee. The Committee for Appointments and Remuneration has the following duties:

- submit proposals to the Board of Directors for the remuneration of the CEO and other Directors with special duties;
- submit general recommendations to the Board of Directors on the remunerations of key management personnel of the Group;
- assists the Board in the preparation and implementation of any remuneration plans based on shares or other financial instruments;
- evaluate the adequacy and application of the Remuneration Policy.
- I line with the provisions of the Code, the Remuneration Committee's works are coordinated by a Chairman, the Remuneration Committee meetings are held in collegial form and duly minuted.
- No Director takes part in Remuneration Committee meetings in which the Remuneration Committee put proposals relating to his or her own remuneration forward to the Board of Directors. Representatives of corporate functions and independent experts and/or other individuals can take part in Committee meetings, by invitation, if their participation is deemed to be helpful.

• In order to perform its duties, the Remuneration Committee has the right to access the necessary company's information and functions and avails itself of the Issuers' corporate structures and facilities. The Committee may as well use the services of an external consultant in order to obtain information on market standards for remuneration policies, under the terms established by the Board of Directors.

## 2.3 Shareholders' Meeting.

The Shareholders' Meeting:

- Determines the remuneration of the members of the Board of Directors and Board of Statutory Auditors pursuant to Article 2364, Paragraph 1, no. 3, of the Italian Civil Code);
- expresses an advisory opinion on the first section of the Report;
- pursuant to Article 114-bis of the TUF, approves any remuneration plans based on shares or other financial instruments intended for directors, employees and collaborators, including key management.

## 2.4 Board of Statutory Auditors.

The Board of Statutory Auditors expresses its opinion on proposals for remuneration of the executive directors, and more generally, for directors holding particular positions, verifying the consistency of these proposals with the Remuneration Policy.

## 3. Principles and purpose of the Remuneration Policy.

The remuneration of Directors, the General Manager, if any, and key Management is defined in order to ensure a total compensation structure able to recognize the professional value of those involved and to attract, motivate and retain resources possessing the professional skills necessary to successfully pursue the Company's objectives. The remuneration is designed to create value in the medium and long term for the Company, its shareholders and other stakeholders. In addition, the Remuneration Policy is aimed at encouraging people in key positions in the pursuit of operational performance objectives of the Company and the Group, with the aim of maintaining constant alignment between the interests of management and those of all shareholders.

The objective of the Remuneration Policy is to attract and retain highly professional personnel, with a special focus on positions considered key to the development of the organisation and with appropriate skills for the complex, specialist nature of the business. In this regard, a great deal of attention has been paid to performance management, which is considered to be the cultural cornerstone of any reward system. The Remuneration Policy is therefore linked to the evaluation of individual and corporate performance indicators in order to create an integrated system that measures and rewards individual performance consistent with economic and financial indicators for corporate growth. The incentive scheme is therefore aimed at encouraging improvements in results for short-term and medium- to long-term targets.

In line with the general aims illustrated above, the Remuneration Policy is based on the following reference principles:

- a suitable balance between the fixed component and the variable component based on the Company's strategic targets and risk management policy, which also takes into account the business segment and the nature of the activity actually carried out;
- the definition of limits for the variable components;
- the predetermination and measurability of performance targets relating to the payment of the variable components.

The Remuneration Policy is designed to pursue the Company's short-term and medium- to long-term interests. For this purpose, the composition of the remuneration package for the Chief Executive Officer and Managers with strategic responsibilities is defined in accordance with the following criteria:

- providing a balanced overall remuneration structure with a suitable balance between fixed and variable components, in order to avoid behaviours not aligned with the creation of sustainable value in the short and medium- to long-term;
- providing a direct link between pay and performance through mechanisms that establish different bonus levels according to the partial or full achievement of targets;
- providing overall remuneration levels that are capable of recognising the professional value of people and their contribution to the creation of sustainable value in the medium- to long-term.

The allocation of variable remuneration components (short-term or medium- to long-term) is linked to the achievement of reasonable, predetermined qualitative and quantitative performance targets set by the Board of Directors, on the proposal of the Remuneration Committee. In particular, the short-term variable part of compensation is subject to the achievement of specific objectives, possibly combined. Such targets are determined by the Board of Directors, based on a proposal from the Remuneration Committee and have the following features: priority, specific, measurable, realistic, time-based. The above described principles guiding the Remuneration Policy of executive the Chief Executive Officer and of Managers with strategic responsibilities apply both with reference to the Company, and, possibly, with respect to similar key figures in relevant companies belonging to the Tiscali's Group.

In the event that the Company enters into the special operations of key importance and which may affect Company results, the Board of Directors, upon proposal of the Committee for Remuneration has the right to grant, at its discretion, specific bonuses to the Executive Directors, Executives or other persons specifically identified involved in these operations.

#### 4. REMUNERATION COMPONENTS

The remuneration of directors assigned special duties includes a fixed component, a variable short-term component and long-term incentives in order to promote the achievement of specific objectives in the interest of all shareholders. The long-term incentives component is especially geared towards promoting the achievement of long-range objectives with the aim of aligning the interest of managers with those of shareholders.

### 4.1 Fixed component

The level of fixed remuneration is mainly correlated: (i) with professional specialization; (ii) with the organizational role performed; and (iii) with responsibilities. The fixed remuneration component is anyway sufficient to remunerate the director or manager concerned even if the variable component is withheld due to failure to accomplish the associated performance objectives. Given the aim of attracting and motivating qualified and competent professionals, the Company constantly monitors market practices in relation to the fixed remuneration components in order to ensure alignment with the relevant best practices.

## 4.2 Short-term variable component - Management by Objectives

Part of the variable remuneration is correlated with performance in the short term, construed as both individual performance and the results of the Company and the Group. The variable remuneration component is never higher than 30% of the fixed component.

On November 29 2016, the Committee for Nomination and Remuneration approved the guidelines of the management incentive system (MBO) for the year 2016. In the MBO 2016 System, Tiscali assigned for each role a set of objectives: a corporate objective that will form the threshold for access to the bonus and individual objectives, each of which is assigned a percentage value. Each individual objective will be valued and paid individually. In addition, the Company, in compliance with the provisions of the Corporate Governance Code and in line with market best practices, provides for the adoption of "clawback" mechanisms in variable incentive systems. Therefore, the Company reserves the right to require the return, in whole or in part, of the bonus paid on the basis of results that have been shown not actual or no lasting, according to the plan specifications.

## 4.3 Long-term incentives

The variable remuneration component is also oriented towards a medium/long-term horizon, thereby: (i) focusing the attention of beneficiaries on factors of strategic interest; (ii) building loyalty; (iii) aligning remuneration with the creation of value for shareholders in the medium/long-term; and (iv) guaranteeing a level of remuneration that is globally competitive.

With regard to equity-based compensation plans, the Shareholders' Meeting of 16 February 2016 approved the Stock Option Plan 2015-2019 (hereinafter, the Plan) intended for Renato Soru as Chairperson of the Board of Directors and the relative authorisation to the Council for the increase in share capital of the above-mentioned Plan up to Euro 16,371,192.25. The authorisation regards the issuing of a maximum of 251,622,551 ordinary shares, to service a maximum of 251,622,551 options to be reserved for the beneficiary of the Plan.

The Board of Directors, having heard the Committee for Appointments and Remuneration, will attribute the options and adopt appropriate regulations in line with the Information Document on the already prepared Plan pending approval of the Assembly and available in the "Governance" section of the Company website.

The Shareholders' Meeting of June 16, 2016 approved the Stock Option Plan 2016-2021 (hereafter the Plan 2016-2021) for the CEO and the key Group management and the relevant increase in share capital, by payment and in tranches, for a maximum amount of Euro 25,193,708 to be allocated to the capital with exclusion of subscription rights pursuant to art. 2441, paragraphs 5 and 6, Italian Civil Code, by issuing up to no. 314,528,189 new ordinary shares of Tiscali, to serve a maximum of 314,528,189 options valid to subscribe ordinary shares for the CEO and the Group management as beneficiaries of the Plan 2016-2021. The Plan 2016 - 2021 is described in the document ex Article 114-bis of the Consolidated Finance Act are present at the AGM approved and available in the "Governance" section of the Company website.

## 4.4 Treatments to be applied in the case of termination of the office or of the employment contract

The Remuneration Policy provides, in specific cases to be assessed from time to time, the signing of agreements with directors, executives or employees who hold key positions, governing ex ante economic issues in the event of termination of office or concerning the possible early termination of the relationship on the initiative of the Company or of the person concerned. These ad hoc agreements designed to govern suspension of the relationship or termination of the office for reasons other than just cause or justified objective reason (for example in the event of termination of the relationship by the Company without just cause or objective reason or due to termination by the natural person for just cause such as, as an example but not limited to, the substantial modification of the role or assignments and/or change in control). In this case, if appropriate and advantageous, the Company evaluates, from time to time, the possible conclusion of such agreements aimed at governing, by consensus, the conclusion of the report. Subject to the legal and contractual obligations, the Company looks to market standards always placing primary regard to the company's interests. As an exception and under special situations, possibly also in conjunction with the above-mentioned agreements, the Group may enter into with the CEO, the General Manager, Executives or other employees who occupy key positions, non-compete agreements providing a consideration based on salary and term and scope of the obligation resulting from said agreement. However, the constraint is based on the industry and to the area in which the Group operates

In defining this remuneration policy, the Company has not used the services of independent experts.

## 4.5 Insurance coverage

The Directors, whether executive or otherwise, the General Manager, if any, and Managers benefit from insurance on civil liability for acts committed in while exercising their functions with the exception of cases of willful misconduct and gross negligence.

#### 5. Remuneration of Directors

## 5.1 Remuneration of directors with special duties

The remuneration payable to directors holding special positions is defined by the Board of Directors, upon proposal of the Remuneration Committee and is constituted of: (i) an annual fixed component that takes into account the particular responsibilities that administrators are invested; and (ii) variable components referred to in the preceding paragraph 4.

#### 5.2 Remuneration of non-executive directors

The remuneration of non-executive directors is normally determined by Shareholders' Meeting. The directors' remuneration is not linked to the performance of the Company.

## 5.3 Remuneration of general managers and key management.

The remuneration of the Managing Directors, which is currently not foreseen, and Executives is established in line with the above-mentioned general principles, consists of a significant fixed annual component, congruous with the position and commitment required and such to attract, maintain and motivate the necessary professionals. There may be an annual variable component that is based on the achievement of pre-defined business objectives linked to the expected results based on the Strategic Plan approved by the Company. The variable component is commensurate to specific, defined, measurable, realistic, adequately challenging and incentive creating objectives and, in any case, with a maximum limit equal to not greater than 30% of the fixed gross annual remuneration. Non-monetary benefits are foreseen, such as company car and adherence to pension and insurance plans that reflect ordinary protection, relative to National Insurance contributions and as provided by the National Collective Labour Agreement.

## SECTION II. The remuneration of the Directors, the Statutory Auditors, General Manager and other key management personnel for the year 2016.

#### 1. The remuneration of the Board Members.

1.1 Non-executive Directors. Non-executive Directors in office until February 16 2016 were granted a fixed annual remuneration of gross Euro 25,000, approved at the Shareholder's Meeting of 30 April 2015. No increases were expected for the Chairperson, (on the other hand, ad hoc remuneration was in place for the CEO) and the members of the Committees established within the Board of Directors; no attendance fees were expected, and expenses incurred for the assignment were reimbursed by the Company. The Remuneration Policy did not provide for the payment of non-monetary benefits nor any compensation for the termination of office.

At the non-executive directors in office since February 16, 2016 and for the year 2016 were paid a gross annual fee of 50,000 euros, approved by the nominating Shareholders Meeting of 16 February 2016. Furthermore, the Board of Directors on February 16, 2016, resolved on the payment it was expected as attendance fee for the members of the Committees established within the Board of Directors, in addition to reimbursement of expenses incurred in performing

their

With reference to the director Alexander Okun, the Board of Directors resolved on 22 February 2016 that the same may be paid gross Euros per annum 50,000, additional remuneration as a Director, to the position of Vice President held from February 16 to 12 May 2016. Subsequently, following the resignation of Renato Soru as Chairman and the appointment of Alexander Okun as Chairman of the Board of Directors, dated from July 22, 2016, the Board of Directors resolved that the same receives a gross annual salary of EUR 50 000, the additional remuneration as a Director, for the office of President. With reference to the director Paola De Martini, the Board of Directors resolved on 22 February 2016 that she receives an annual remuneration of EUR 25,000, in addition at the remuneration as a Director, for the position of Corporate Secretary. The Remuneration Policy did not provide the payment of non-monetary benefits nor any compensation for the termination of the charge.

## 1.2 Executive Directors.

With regard to the directors in office until February 16, 2016, the remuneration of the CEO, Renato Soru, the only Executive Director from January 2016 to February 16 2017, only provided for a fixed component of gross Euro 350,000 per year, plus the reimbursement of expenses incurred for the office combined with non-monetary benefits shown in Table 1 below; there was no variable part. Said compensation included the salary provided for non-executive Directors and had been approved on the proposal of the Committee for Appointments and Remuneration, by the Board of Directors of 30 April 2015.

On 28 June 2016, following a positive opinion of the Related Party Committee, was approved by the Board of Directors an agreement regulating the terms and conditions of the termination by operating positions held by Renato Soru at various Group companies as a result of his resignation. In this context, provision

was made for the payment of an annual comprehensive sum of Euro 300,000 until April 30, 2018, certain non-monetary benefits, in addition to a monthly repayment fees of up to Euro 1000. Renato Soru maximum perceives also the fixed remuneration for the position of Director.

The remuneration of the CEO, Riccardo Ruggiero, provides for a fixed component of € 700,000 gross per year, some non-monetary benefits, reimbursement of expenses incurred for the office and a maximum variable component of Euro 350,000 will be due to the attainment of some key performance indicators as determined by the Board of Directors and / or any other competent organ of the Company. The remuneration is in line with the position held, the commitment required, and the knowledge and quality necessary and is such as to attract, maintain and motivate the figures appropriate to the role of CEO. The CEO did not receive the fixed compensation for the position of Director.

The remunerations due to the Directors for the year 2016 are summarized in Table 1 below.

## 2. The remunerations of the Board of Statutory Auditors.

The remuneration of the Board of Statutory Auditors in office until February 16, 2016 was approved by the Shareholders meeting on 30 April 2015, which appointed Paolo Tamponi as Chairperson and Rita Casu and Andrea Zini as Standing Auditors. No compensation was provided for the Alternate Auditors beyond the amount due for any period spent as alternates. The remuneration approved by the above-mentioned appointment Assembly, was equal to gross Euro 35,000 per year for the Chairperson of the Board of Statutory Auditors, Paolo Tamponi and gross Euro 25,000 per year each, for the Standing Auditors Rita Casu and Andrea Zini. For members of the Board of Statutory Auditors. No variable compensation, non-monetary benefits, share incentive plans, or other plans, were provided.

The remuneration of the Statutory Auditors in office since February 16, 2016 had been resolved by the appointment Shareholders Meeting of February 16, 2016, which appointed Paolo Tamponi as Chairman and Emilio Abruzzese and Valeria Calabi Statutory Auditors. No compensation was provided for the alternate auditors except as due for any period of substitution. The compensation set by that nominating Assembly amounted to 45,000 euros gross per annum for the Chairman of the Board Paolo Tamponi and 35,000 euros gross per year for each of the Statutory Auditors Emilio Abruzzese and Valeria Calabi. For the Statutory Auditors no variable compensation was not expected, non-monetary benefits or stock incentive plans or otherwise.

Compensation actually received by members of the Board of Statutory Auditors for 2016, is specified in Table 1 below.

# 3. Compensation of the General Manager and Key Management.

In 2015, remuneration for Luca Scano, General Manager of the Italian subsidiary Tiscali S.p.A., was equal to gross Euro 29 thousand per year, plus compensation as non-executive Director of Tiscali S.p.A. referred to in Paragraph 1 above, and the non-monetary benefits shown in Table 1 below. There was

a variable part commensurate with the achievement of medium and long-term objectives with a maximum payable of 60% of the gross annual salary. At the meeting of 14 November 2013, upon proposal of the Committee for Appointments and Remuneration, the Council approved a stability pact (hereinafter "the Stability Pact") for the General Manager, which provided for an allowance equal to 42 gross monthly remuneration, including the fixed and variable part, for a total amount equal to Euro 1,120,000, where, in the first three years following an extraordinary operation involving a change of control or disposal of the Group's major assets, the following occurs: the termination of the employment relationship not due to just cause or justified objective reason, resignation or demotion for other just cause, or the refusal of transfer to another place of employment. This allowance will be paid by way of the TFR supplementation and is understood to include any and all of the different allowances legally and contractually provided including indemnity in lieu of notice.

Following the completion of the integration process between the Tiscali Group and the Aria Group and the occurrence of the conditions provided by the Stability Pact, Luca Scano has resigned from positions held in the Company and Group Companies in February 2016. In line with the remuneration policy approved by the Company's Board of Directors and with the Stability Pact, Luca Scano will receive a bonus equal to gross Euro 1,000,000 in order to supplement severance indemnities, in addition to compensation related to the actual severance indemnities, as follows:

- Euro 150,000, no later than 10 days after termination of the employment relationship as previously governed;
- for the remaining gross amount of Euro 850,000, by 8 consecutive monthly installments of equal amounts with effect from 31 May 2016.

There will be no non-compete agreement.

In the opinion of the Company, during 2016 there were 13 Key Executives pursuant to current legislation, some of which employees of the subsidiaries Tiscali Italy S.p.A., Aria S.p.A. or Veesible Srl. The total remuneration due to them for 2015 is equal to gross Euro 2.742.467 per year. Generally, there is a variable component linked to the achievement of the medium and long term objectives and with a maximum total payable amount equal to gross Euro 457,000; Specific consideration for termination of the employment relationship is not foreseen.

## 4. Incentive plans in favor of members of the Board, the General Manager and other Key Executives.

In 2016, there were, in favor of Board Members, the General Manager and other Executives, no plans based on financial instruments other than the ones based on stock option plans.

The details of the 2015-2019 Plan and the Plan 2016 - 2021 referred to in paragraph 4.3 of Section I, are shown in Table 2 below.

## 5. Interest held by Members of the administrative and control bodies, the General Manager and Key Executives.

The holdings in the Company held by Members of the administrative and control bodies and the General Manager in 2016, are summarized in Table 3 below. Of the 13 Executives, only one had 8,614 ordinary shares of Tiscali S.p.A. as at 31 December 2015, and he had not made any purchase or sales during 2016.

## TABLE 1 Remuneration 2016 (Amounts in thousands of Euro)

### Board of Directors from 1.1,2016 to 16.2,2016

Nome e cognome	Carica	Periodo in cui è stata ricoperta la carica	Scadenza della carica	Compensi Fissi	Compensi per la partecipazione a comitati	Bonus e altri incentivi	Benefici non monetari*	Altri compensi	Totale
Renato Soru	Presidente e Amm. Delegato	1.1.2016 - 16.2.2016	16/02/2016	43,75		-	6,25	1,5	51,5
Luca Scano	Consigliere	1.1.2016 – 16.2.2016	16/02/2016	3,125	-	1000****	0,20569	25***	1028,3307
Franco Grimaldi	Consigliere	1.1.2016 -16.2.2016	16/02/2016	3.2	-	-	-	-	3.2
Gabriele Racugno	Consigliere	1.1.2016 – 16.2.2016	16/02/2016	3.2	-	-	-	72 ****	75.2
Assunta Brizio	Consigliere	1.1.2016 - 16.2.2016	16/02/2016	3.2	-	-	-	-	3.2

<sup>\*</sup> Non-monetary benefits: use of telephone, corporate car and insurance and / or social security policies.

### Board of Directors from 16.2.2016 to 31.12.2016

Nome e cognome	Carica	Periodo in cui è stata ricoperta la carica	Scadenza della carica	Compensi Fissi	Compensi per la partecipazione a comitati	Bonus e altri incentivi	Benefici non monetari*	Altri compensi	Totale
Bonoto Souitt	Presidente	16.2.2016 - 12.5.2016	Approvazione bilancio 31.12.2017	156,25			43,75	151,5	351,5
	Consigliere	16.2.2016- 31.12.2016		150,25					
Alexander Okun***	Vice Presidente	16.2.2016 -12.5.2016	Approvazione bilancio 31.12.2017	87.1					87.1
Alexander Okum	Presidente	12.5.2016- 31.12.2016	31.12.2017						
Riccardo Ruggiero	Amministratore Delegato	16.2.2016- 31.12.2016	Approvazione bilancio 31.12.2017	611			5	4	619

<sup>\*\*</sup> Reimbursement of expenses.

<sup>\*\*\*</sup> Fees received by Luca Scano as General Manager of the subsidiary Tiscali Italia S.p.A.

<sup>\*\*\*\*</sup> Compensation that the professional studio of Attorney Gabriele Racugno receives for his consultative activities provided to the subsidiary Tiscali Italia S.p.A.

<sup>\*\*\*\*\*</sup> integration tfr

Franco Grimaldi	Consigliere	16.2.2016- 31.12.2016	Approvazione bilancio 31.12.2017	43.5	7		50.5
Paola De Martini	Consigliere	16.2.2016- 31.12.2016	Approvazione bilancio 31.12.2017	71.8	6.5		78.3
Anna Belova	Consigliere	16.2.2016- 31.12.2016	Approvazione bilancio 31.12.2017	43.5	7		50.5
Alice Soru	Consigliere	16.2.2016- 31.12.2016	Approvazione bilancio 31.12.2017	43.5			43.5
Konstantin Yanakov	Consigliere	16.2.2016- 31.12.2016	Approvazione bilancio 31.12.2017	43.5	3		46.5
Nikolay Katorzhnov	Consigliere	16.2.2016- 31.12.2016	Approvazione bilancio 31.12.2017	43.5	2.5		46

<sup>\*</sup> Non-monetary benefits: use of telephone, corporate car and insurance and / or social security policies.

# Board of Statutory Auditors from 1.1.2016 to 16.2.2016

Nome e cognome	Carica	Periodo in cui è stata ricoperta la carica	Scadenza della carica	Compensi Fissi	Compensi per la partecipazione a comitati	Bonus e altri incentivi	Benefici non monetari*	Altri compensi	Totale
Paolo Tamponi	Presidente	1.1.2016- 16.2.2016	16/02/2016	4.5	-	-	-	-	4.5
Rita Casu	Sindaco Effettivo	1.1.2016- 16.2.2016	16/02/2016	3.2	-	-	-	-	3.2
Andrea Zini	Sindaco Effettivo	1.1.2016- 16.2.2016	16/02/2016	3.2	-	-	-	-	3.2
Piero Maccioni	Sindaco Supplente	1.1.2016- 16.2.2016	16/02/2016	-	-	-	-	-	-
Giuseppe Biondo	Sindaco Supplente	1.1.2016- 16.2.2016	16/02/2016	-	-	-	-	-	-

<sup>\*\*</sup> Chairman of the Board held from 16.2.2016 to 12.5.2016

<sup>\*\*\*</sup> Acting Vice-Chairman from 12.5.2016 to 22.7.2016, acting Chairman of the Board from 22.7.2017 to 31.12.2017

Valeria Secchi	Sindaco Supplente	1.1.2016- 16.2.2016	16/02/2016	-	-	-	-	-	-	
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# Board of Statutory Auditors from 16.2.2016 to 31.12.2016

Nome e cognome	Carica	Periodo in cui è stata ricoperta la carica	Scadenza della carica	Compensi Fissi	Compensi per la partecipazione a comitati	Bonus e altri incentivi	Benefici non monetari*	Altri compensi	Totale
Paolo Tamponi	Presidente	16.2.2016- 31.12.2016	Approvazione bilancio 31.12.2017	39	-	-	-	-	39
Emilio Abruzzese	Sindaco Effettivo	16.2.2016- 31.12.2016	Approvazione bilancio 31.12.2017	30	-	-	-	-	30
Valeria Calabi	Sindaco Effettivo	16.2.2016- 31.12.2016	Approvazione bilancio 31.12.2017	30	-	-	-	-	30
Augusto Valchera	Sindaco Supplente	16.2.2016- 31.12.2016	Approvazione bilancio 31.12.2017	-	-	-	-	-	-
Federica Solazzi Badioli	Sindaco Supplente	16.2.2016- 31.12.2016	Approvazione bilancio 31.12.2017	-	-	-	-	-	-

TABLE 2

Remuneration plans based on financial instruments

Nome e cognome o categoria			QUADRO 2									
(1)	(da indicare solo per i soggetti riportati nominativamente)		Stock option Piano 2015- 2019									
		O	Sezione 1  Opzioni relative a piani, in corso di validità, approvati sulla base di precedenti delibere assembleari  (8)									
		Data della delibera assembleare (12)  Descrizione strumento (12)  Generale delibera (13)  Data di esercitate esercitate delibera (13)  (13)  Data di esercizio esercizio (13)  (10)  Prezzo di mercato delle possibile esercizio sottostanti alla data di										

							Tranche 1 Euro		Dal 24.12.2016
							0,060		al 24.6.2019
									come segue:
Renato Soru	Amministratore di Tiscali S.p.A.	16.2.2016	Opzione call con liquidazione su azioni di Tiscali S.p.A.	Non applicabile	Non applicabile	Non applicabile	Tranche 2 0,069	Non applicabile	Tranche 1 dal 24.12.2016 al 24.12.2018 Tranche 2 dal 24.12.2017 al
							Tranche 3		24.12.2018
							0,078		Tranche 3

Note: Opzioni complessive n. 251.622.551 (esercitabili nella Tranche 1 n. 157.264.095, esercitabili nella Tranche 2 n. 47.179.228 esercitabili nella Tranche 3 n. 47.179.228)

Nome e cognome o categoria	Carica	QUADRO 2
(1)	(da indicare solo per i soggetti riportati nominativamente)	Stock option Piano 2016 - 2021
		Sezione 2  Opzioni relative a piani, in corso di validità, approvati sulla base di precedenti delibere assembleari  (9)

		Data delibera assembleare	Descrizione strumento (12)	Numero opzioni	Data di assegnazione (10)	Prezzo di esercizio	Prezzo di mercato delle azioni sottostanti alla data di assegnazione	Periodo del possibile esercizio (dal-al)		
		Componer	iti del Consiglio di <i>i</i>	Amministrazione (	della Societa' Emiti	tente				
(2) Riccardo	Amministratore	16.6.2016	Opzioni su azioni	125.811.278	Data delibera cda	Euro 0,0700	n.d.	dal 25 dicembre		
Ruggiero	Delegato di Tiscali		di Tiscali S.p.A.		e cpr:	,		2017 al 24		
	S.p.A.		con liquidazione					dicembre 2019		
			fisica							
					12.5.2016					
		Componen	ti del Consiglio di A	Amministrazione d	lelle Società Contr	ollate				
ĺ										

(2) Dario Amata	Amministratore di	16.6.2016	Opzioni su azioni	6.290.499	Data delibera cda	Prima Tranche:	n.d.	Prima Tranche:
	Veesible s.r.l.		di Tiscali S.p.A.		e cpr:	Euro 0,0700		dal 25 dicembre
			con liquidazione					2017 al 24
			fisica					dicembre 2019
					12.5.2016	Seconda Tranche:		
						0,0886		Seconda Tranche:
								dal 25 dicembre
						Terza Tranche:		2019 al 24
						rerza franche:		dicembre 2020
						0,1019		
(2) Massimo Castell	i Amministratore di	16.6.2016	Opzioni su azioni	22.017.000	Data delibera cda	Prima Tranche:	n.d.	Prima Tranche:
	Tiscali Italia S.p.A.		di Tiscali S.p.A.		e cpr:	Euro 0,0700		dal 25 dicembre
			con liquidazione					2017 al 24
			fisica					dicembre 2019
					12.5.2016	Seconda Tranche:		
						0,0886		Seconda Tranche:
								dal 25 dicembre
						Terza Tranche:		2019 al 24 dicembre 2020
						0,1019		

(2) Marco [	De Amministratore di	16.6.2016	Opzioni su azioni	22.017.000	Data delibera cda	Prima Tranche:	n.d.	Prima Tranche:
Lorenzo	Tiscali Italia S.p.A.		di Tiscali S.p.A.		e cpr:	Euro 0,0700		dal 25 dicembre
20101120			con liquidazione					2017 al 24
			fisica					dicembre 2019
					12.5.2016	Seconda Tranche:		
						0,0886		Seconda Tranche:
								dal 25 dicembre
						Terza Tranche:		2019 al 24
						rerza franche:		dicembre 2020
						0,1019		
(2) Paolo Perfetti	Amministratore di	16.6.2016	Opzioni su azioni	22.017.000	Data delibera cda			Prima Tranche:
	Tiscali Italia S.p.A.		di Tiscali S.p.A.		e cpr:	Euro 0,0700		dal 25 dicembre
			con liquidazione					2017 al 24
			fisica					dicembre 2019
					12.5.2016	Seconda Tranche:		
						0,0886		Seconda Tranche:
								dal 25 dicembre
								2019 al 24
						Terza Tranche:		dicembre 2020
						0,1019		
						0,1013		

(2) Daniele Renna	Amministratore di Aria S.p.A.	16.6.2016	Opzioni su azioni di Tiscali S.p.A. con liquidazione fisica	2.201.700	Data delibera cda e cpr: 12.5.2016	Prima Tranche: Euro 0,0700  Seconda Tranche: 0,0886  Terza Tranche:	n.d.	Prima Tranche: dal 25 dicembre 2017 al 24 dicembre 2019  Seconda Tranche: dal 25 dicembre 2019 al 24 dicembre 2020
						0,1019		
Note			1	1	1	1	1	1
			Direttori (	Generali dell'Emit	tente			
(3)	===	===	===	===	===	===	===	===
Note								•
			Persone fisic	he controllanti l'E	mittente			
(4)	===	===	===	===	===	===	===	===
Note	•	1	•	1	1	1	1	
	Altri diri	genti con respons	abilità strategiche c	dell'emittente azi	oni che non risulta	di "minori dimens	ioni"	
(5)	===	===	===	===	===	===	===	===
Note				,				

		Dirigenti con respo	onsabilità strateg	iche dell'Emittente			
(6) Dirigenti con responsabilità strategiche dell'emittente (n. 6)	16.6.2016	Opzioni su azioni di Tiscali S.p.A. con liquidazione fisica	65.107.197	Data delibera cda e cpr:	Prima Tranche: Euro 0,0700	n.d.	Prima Tranche: dal 25 dicembre 2017 al 24 dicembre 2019
					Seconda Tranche: 0,0886		Seconda Tranche:
					Terza Tranche: 0,1019		dal 25 dicembre 2019 al 24 dicembre 2020

Note

Nella presente categoria sono inclusi n. 4 beneficiari (per un totale di n. 52.526.199 Opzioni) che fanno parte altresì della categoria dei beneficiari Componenti del Consiglio di Amministrazione delle Società Controllate (v. sopra).

Dirigenti con responsabilità strategiche di Società Controllate

(6) Dirigenti con responsabilità strategiche di società controllate (n.2)		16.6.2016	Opzioni su azioni di Tiscali S.p.A. con liquidazione fisica	17.298.870	,	Prima Tranche: Euro 0,0700  Seconda Tranche: 0,0886		Prima Tranche: dal 25 dicembre 2017 al 24 dicembre 2019 Seconda Tranche:
						Terza Tranche: 0,1019		dal 25 dicembre 2019 al 24 dicembre 2020
Note								
			Altri D	ipendenti dell'Em	ittente			
(7)	===	===	===	===	===	===	===	===
Note								
			Altri Diper	ndenti di Società (	Controllate			

(7) Altri dipendenti di società controllate appartenenti al Gruppo Tiscali (n. 6)			Opzioni su azioni di Tiscali S.p.A. con liquidazione fisica			Prima Tranche: Euro 0,0700 Seconda Tranche:		Prima Tranche: dal 25 dicembre 2017 al 24 dicembre 2019
						0,0886		Seconda Tranche:
						Terza Tranche: 0,1019		dal 25 dicembre 2019 al 24 dicembre 2020
Note			<u> </u>		<u> </u>	<u> </u>		<u> </u>
			Collaborator	i non dipendenti d	ell'Emittente			

(7) Collaboratori		16.6.2016	Opzioni su azioni	22.017.000	Data delibera cda	Prima Tranche	n.d.	Prima Tranche:
di società			di Tiscali S.p.A.	22.017.000		Euro 0,0700	11.0.	dal 25 dicembre
controllate					e cpr:	Euro 0,0700		
appartenenti al			con liquidazione					2017 al 24
Gruppo Tiscali (n.			fisica					dicembre 2019
1)					12.5.2016	Seconda Tranche:		
						0,0886		Seconda Tranche:
						Terza Tranche: 0,1019		dal 25 dicembre 2019 al 24 dicembre 2020
Note	1	ı	•	•	1	1	•	1
Il Collaboratore so	opra indicato è altres	ì incluso nella cate	goria dei beneficiai	ri Componenti del (	Consiglio di Ammin	istrazione delle Soc	cietà Controllate (v	. sopra).
			Collaboratori no	n dipendenti di So	cietà Controllate			
(7)	===	===	===	===	===	===	===	===
Note							<u> </u>	

**TABLE 3** – Shares held by of the members of the administrative and control bodies and general managers 31.12.2016

## **Board of Directors**

In carica dal 1 gennaio al 16 febbraio 2016

Nome – Cognome	Carica	N. azioni possedute al 01.01.16	N. azioni acquis tate/sottoscritte	N. azioni vendute	N. azioni possedute al 31.12.16
Renato Soru	Presidente e Amm. Delegato	329.650.508	-	-	329.650.508
Luca Scano	Consigliere e Direttore Generale	-	-	-	-
Franco Grimaldi	Consigliere	-	-	-	-
Gabriele Racugno	Consigliere	-	-	-	-
Assunta Brizio	Consigliere	-	-	-	-

In carica dal 1 gennaio al 16 febbraio 2016

Nome – Cognome	Carica	N. azioni possedute al 01.01.16	N. azioni acquistate/sottoscritte	N. azioni vendute	N. azioni possedute al 31.12.16
Renato Soru*	Presidente/Amministratore	329.650.508	-	-	329.650.508
Riccardo Ruggiero	Amministratore Delegato	-	-	-	-
Alex Okun**	Vice-Presidente/Presidente	-	-	-	-
Franco Grimaldi	Consigliere	-	-	-	-

Anna Belova	Consigliere	-	-	-	-
Paola De Martini	Consigliere	-	-	-	-
Konstantin Yanakov	Consigliere	-	-	-	-
Nikolay Katorzhnov	Consigliere	-	-	-	-
Alice Soru	Consigliere	-	-	-	-

<sup>\*</sup>Dimesso dalla carica di Presidente in data 12.5.2016

# Statutory Auditors

In carica dal 1 gennaio al 16 febbraio 2016

Nome – Cognome	Carica	N. azioni possedute al 01.1.16	N. azioni acquistate/ sottoscritte	N. azioni vendute	N. azioni possedute al 31.12.16
Paolo Tamponi	Presidente	-	-	-	-
Andrea Zini	Sindaco Effettivo	-	-	-	-
Rita Casu	Sindaco Effettivo	-	-	-	-

<sup>\*\*</sup> Vice-Presidente dal 16.2.2017 al 12.5.2016 - Presidente dal 12.5.2016

Piero Maccioni	Sindaco Supplente	-	-	-	-
Giuseppe Biondo	Sindaco Supplente	-	-	-	-
Valeria Secchi	Sindaco Supplente	-	-	-	-

## In carica dal 16 febbraio 2016

Nome – Cognome	Carica	N. azioni possedute al 01.1.16	N. azioni acquistate/ sottoscritte	N. azioni vendute	N. azioni possedute al 31.12.16
Paolo Tamponi	Presidente	-	-	-	-
Emilio Abruzzese	Sindaco Effettivo	-	-	-	-
Valeria Calabi	Sindaco Effettivo	-	-	-	-
Augusto Valchera	Sindaco Supplente	-	-	-	-
Federica Solazzi Badioli	Sindaco Supplente	-	-	-	-