Linking the sustainable future

Prysmian Group company presentation
A journey that began two centuries ago

1879
Prysmian Group’s history has its roots in the history of the Pirelli Group. Società Cavi Pirelli was established in Italy as the cable division of the recently founded company.

1987
Start of a 20-year period of global acquisitions, which included Philips Optical Fibres and Alcatel.

1990
The Company acquired Silca, a leading energy and industrial business, and Helix/HiTemp, a manufacturer of high-end enterprise network products.

1998
The company began targeted acquisitions, including the power cable businesses of Siemens, BICC, Metal Manufacturers Ltd and NKF.

2005
Prysmian was founded in July 2005 through the acquisition of the energy and telecom cables and system activities of Pirelli.

2007
Prysmian went public in the Milan stock exchange after the sale of 46% of the shares held by the Goldman Sachs Group.

2011
The combination of the two market leading companies culminated in Prysmian Group.

2016
The Company acquired Stabiley and NUAl aluminum building wire brands, acquired ProCables of Colombia, and acquired Prestolite Wire, serving predominately original equipment manufacturers (OEM) and distributors.

Birth of the global leader
The Prysmian Group provides its customers worldwide with superior cable solutions based on pioneering technology and consistent excellence in execution, ultimately delivering sustainable growth and profit.

Draka
1910
Draka was founded under the name of Hollandsche Draad & Kabel Fabriek.

1970
The company was acquired by Philips and became part of the Wire and Cable division.

General Cable
1927
General Cable was originally incorporated in New Jersey bringing together several older companies founded in the 1800s.

1990
The Company acquired the Carol Cable Company and the industry leading Carol® Brand cord, cordset and automotive product lines.
A truly global group leader in the cable industry

A global footprint ensuring higher diversification by portfolio and geographical area

€+12BN
Sales

29,000
Employees

50
Countries worldwide

108
plants

26
R&D Centres
Technology for all applications

**POWER GRIDS**
HV&Submarine | Transmission | Distribution | Offshore Wind Farms | Power from Shore | Asset Monitoring Systems | Network Components | Installation Capabilities | Overhead

**TELECOMS**
Optical Fibre | Telecom Networks | Submarine Telecom | Multimedia and Enterprise Networks

**ELECTRONICS**
PRY-CAM Asset Monitoring Solutions | Partial Discharge Measurement | Diagnostics

**CONSTRUCTION & INFRASTRUCTURE**
Power & Control | Multimedia

**TRANSPORTATION & MOBILITY**
Elevator & Escalator | Aerospace | Automotive | Rolling Stock | Marine | Railway

**INDUSTRIES**
Solar & Photovoltaics | Wind Turbines | Oil & Gas | Marine | Mining | Crane | Nuclear Plants | Military & Defence | Other Plants | Other Industries
Partner of the world key player
Solid financial performance

2021 SALES BY GEOGRAPHICAL AREA

€12,736 million

- 52% EMEA (*)
- 30% North America
- 9% Latin America
- 9% Asia Pacific

(*) Europe, Middle East, Africa.

2021 SALES BY BUSINESS AREA

€12,736 million

- 13% Projects
- 75% Energy
- 50% of which Energy & Infrastructure
- 22% of which Industrial & Network Components
- 3% of which Others
- 12% Telecom
SHARE OWNERSHIP BY TYPE AND SIGNIFICANT SHAREHOLDERS

- 81.6% Institutional Investors
  - 74% BlackRock, Inc.
  - 4.7% UBS AG
  - 4.5% Crédit Agricole S.A.
  - 4.1% T. Rowe Price Group, Inc.
  - 3.7% AXA S.A.
  - 2.2% Sun Life Financial, Inc.
  - 2.9% The Vanguard Group, Inc.
  - 2.7% Hardman Johnston Global Advisers LLC
  - 2.2% Schroders PLC
  - 64.6% Other

- 8.3% Retail
- 1.8% Own shares
- 3.0% Employees + Management
- 5.3% Other

INSTITUTIONAL INVESTORS BY GEOGRAPHICAL AREA

- 30% US
- 27% UK
- 12% France
- 7% Italy
- 4% Sweden
- 16% Rest
- 4% ROW
Defining our purpose

We drive the flow of energy and information everywhere to enable and sustain human achievement.
Our vision and mission

Vision

Energy and information help communities develop. That’s why it’s so important that they’re always available, and that they’re supplied: Effectively. Efficiently. Sustainably.

Mission

We provide our customers with superior cable solutions based on state-of-the-art technology and consistent excellence in execution, ultimately delivering sustainable growth and profit.

Drive

We aim to lead the industry evolution, combining our ability to develop people and business, in a clear direction while anticipating customer needs.

Trust

We want to create an environment of trust that leverages diversity and collaboration, where people are empowered to make decisions with integrity.

Simplicity

We strive to simplify anything we can, focusing on high value generating activities and timely decisions to boost our company results.
Sustainability plays a central role for Prysmian, as we are committed to promoting a business model that integrates economic, social and environmental responsibility in every aspect and activity of the Group.
Our sustainability strategy at Prysmian Group

- ESG criteria integrated into the business
  - ✓ 48% of annual revenues from “Low-carbon enabling” products
- 16 ESG objectives in the medium-long term
- Top management remuneration aligned with ESG objectives
- Focus on:
  - ✓ Sustainable innovation
  - ✓ Business Ambition: Net-zero project
  - ✓ People first D&I: Social Ambition
- High positioning in the sustainability indexes (Dow Jones Sustainability Indices, CDP, ECovadis)
Innovation defines us

We focus our innovation efforts in a way which reinforces our company purpose: to enable the energy transition and power the digitalisation and electrification of our communities in a sustainable way.

**KEY FIGURES**

- **104 mln €** Invested in research centres*
- **5,600** about Patents covering the main innovations
- **203** Product families launched during the year
- **50** Collaborations with research centres and universities
- **26** Research centres
- **900** Professionals

* Euro 90 million in operating expenses and Euro 14 million in investment expenditure.
R&D in focus

Core area

The main aspect guiding the strategy of the Prysmian Group is the need to concentrate on factors that facilitate the development of cabled infrastructures for the transportation of power and information.

3 areas of innovation

Digital Ambition

It is the guiding principle that will enable the transition from leading manufacturer of cabling systems to solution provider for the energy and telecom sectors.

Corporate Hangar

Prysmian Group established Corporate Hangar, an accelerator focused on supporting the Group in its open innovation goals. Corporate Hangar has incubated 3 startups: Alesea, Kablee and Cultifutura.

Prysmian Electronics

Prysmian Electronics is the Group's division fully dedicated to electronic solutions for power systems' monitoring, based on PRY-CAM technology. It includes the most recent development for the LV residential market: PRY-CAM HOME, designed to help electricians during commissioning, maintenance and periodic controls of domestic electrical installations, it also allows homeowners to monitor the efficiency and safety of their electrical system.
Executive team overview
Helping to meet today’s great challenges

The energy transition
From fossil fuels to renewable sources for low carbon future

The digitalisation of our world
Channelling and transporting an explosion of big data

The electrification of society
Enabling the application of electrical power throughout the world

Strong position in high-tech sectors
Advanced proprietary technologies
Product innovation
Customer proximity
A driving force in the energy transition

Our cable solutions are the backbone of next-generation grids, connected to cleaner, greener energy.

- **Offshore wind solutions** bring power from sea to shore
- **Submarine cable systems** go deeper and further
- **Land interconnectors** bring power to where it’s needed most
Powerlink and leadership in HV & Submarine cables and systems

Our key success factors

3. Integrated worldwide *organisation and technology master*

HQ in Milan

Regional offices worldwide

+ 1000 people

Integrated unit for submarine and HV
Submarine cable industry
Offering the widest range of manufacturing and installation assets

Centre of excellence

1. Arco Felice (Italy)
2. Nordenham (Germany)
3. Pikkala (Finland)
4. Drammen (Norway)

Cable laying vessels

Best-in-class vessels and equipment
- Giulio Verne
- Ulisse

Extended project versatility
- Cable Enterprise
- Leonardo Da Vinci

Deep water installation capability up to 3,000 m

Shallow water and near shore installation solutions
- Jetting machines
- Vertical injector
- Hydroplow
- Heavy duty plough
- SeaREX

Burial tools
Leonardo Da Vinci: The most advanced cable-laying vessel in the world

The state of the art vessel represents a unique asset for the development of efficient and sustainable power grids to support the energy transition

With 171 metres, Leonardo da Vinci will CONSOLIDATE THE GROUP’S LEADERSHIP and boost the capability of submarine cable operations.

2 rotating platforms of 7,000 and 10,000 tons to ensure the HIGHEST CAROUSEL CAPACITY IN THE MARKET.

The capstan capacity of up to 100 tons IS DOUBLE THE INDUSTRY AVERAGE.

Bollard pull of about 200 tons has the HIGHEST PULLING/TOWING CAPACITY in its class.

Equipped to carry out the deepest power cable installations of up to 3,000 METRES.

All technical features can lead to a REDUCED TRANSPORTATION TIME from the factory to the site, IMPROVING OVERALL PROJECT EFFICIENCY.

The first mission assigned to the Leonardo da Vinci vessel is the installation of the Viking Link submarine cable connection between the UK and Denmark, the world’s longest power interconnection.

Other projects: Lanzarote-Fuerteventura, Saint Nazaire offshore wind farm, Sofia.
Powerlink and leadership in HV & Submarine cables and systems

Our key success factors

1. **Leadership** in cables system solution
   - 2020 order intake: ~15 projects concluded, >60 projects currently in execution, >65,000 tons of submarine cables
   - >25 countries worldwide with active projects,
   - >2,000 km of submarine cables, >850 km of submarine cables installed
   - 2.6 BN sales, 91% Submarine Power, 6% Submarine Telecom, 3% Offshore Specialties

2. **Projects-based** business model and turn-key approach
   - >65,000 tons of submarine cables,
   - ~35 offshore wind farms delivered in the last 10 years

Prysmian Group
Heritage in high-performing submarine cables & systems

140 years of experience

~ 30 interconnections delivered in the last 10 years

>1600 km of DC extruded submarine cables installed in the last 10 years

1 HTP Hudson Transmission Project New Jersey – Manhattan
4 Trans Bay Cable San Francisco-Pittsburg
3 Exxon/Santa Ynez Oil Platform - California
4 Neptune New Jersey - Long Island
5 Cobra Netherlands - Denmark
6 Western HVDC Link Scotland – England
7 Shannon River Ireland
8 Normandie 3 France – Jersey Island
9 Romulo Spain – Mallorca
10 Ibiza – Mallorca Baleari Islands (Spain)
11 Spain - Morocco II (Remo) Spain – Morocco
12 Messina II (Sicily–Italian Peninsula
13 Normandie 1&3 UK – France
14 IFA2 France - UK
15 NSL Norway - UK
16 Mon.Ita. Montenegro - Italy
17 Sa.Pe.I. Sardinia – Italian Peninsula
18 Capri –T. Annunziata Italy
19 Dardanelles Turkey
20 Cyclades Syros – Greece
21 Italy – Greece Italy – Greece
22 Zakum Oil Field Abu Dabi – U.A.E.
23 GCCIA Saudi Arabia – Bahrain
24 Doha Bay Crossing Qatar
25 Phu Quoc Island Vietnam
26 Basslink Victoria – Tasmania
27 CNP 1 & 3 (Cebu-negros – Panay) Philippin 230 kV - 52 km
Flagship offshore windfarms in Europe and America

1. Hornsea 2 – UK
   HVAC 66 kV

2. Horns Rev3 – Dk
   HVAC 245 kV

3. Saint Nazaire / Fécamp / Calvados – FR
   HVAC 220 kV various sizes

4. GWYN-T-MOR – UK
   HVAC 220 kV various sizes

5. Ormonde – UK
   HVAC 132 kV 3x800 mm²
   33 kV various sizes

6. Walney I and II – UK
   HVAC 132 kV 3x800 mm²
   33 kV various sizes

7. Hollandse Kust Zuid III & IV
   HVAC 66 kV

8. Greater gabbard – UK
   HVAC 132 kV
   3x800 mm²

9. Gunfleet sands – UK
   HVAC 132 kV 3x800 mm²
   33 kV various sizes

10. Thanet – UK
    HVAC 132 kV
    3x1000 mm² and 3x630 mm²
    33 kV various sizes

    HVAC 66 kV various sizes

12. East Anglia – UK
    HVAC 66 kV

13. Robin Rigg – UK
    HVAC 132 kV
    3x300 mm²

14. Barrow – UK
    HVAC 33 kV various sizes

15. Teesside – UK
    HVAC 33 kV various sizes

16. Bligh bank 2 – BBE
    HVAC 33 kV various sizes

17. Rentel – BE
    HVAC 33 kV various sizes

18. Egmond – NL
    HVAC 33 kV, various size

19. Westermeerwind – NL
    HVAC 33 kV various sizes

20. Provence grand large – FR
    HVAC 66 kV various sizes

    HVAC 132 kV
    3x760 mm²

22. Nysted – DK
    HVAC 132 kV
    3x760 mm²

23. Helwin1 – GER
    HVAC ±250 kV various sizes
    HVAC 155 kV 3x400 mm²

24. Helwin2 – GER
    HVAC ±320 kV various sizes
    HVAC 155 kV 3x400 mm²

25. Northwestern 2 – BLG
    HVAC 33 kV

26. Alpha Ventus – GER
    HVAC 110 kV 3x240 mm²

27. West of Adlergrund – GER
    HVAC 220 kV 3x1200 mm²

28. Dolwin5 – GER
    HVAC ±320 kV various sizes

29. Sylwin1 – GER
    HVAC ±320 kV various sizes

30. Borwin2 – GER
    HVAC ±300 kV various sizes
    HVAC 155 kV 3x800 mm²

31. Borwin3 – GER
    HVAC ±320 kV various sizes

32. Dolwin3 – GER
    HVAC ±320 kV various sizes

33. Merkur – GER
    HVAC 33 kV various sizes

34. Deutsche Bucht – GER
    HVAC 155 kV 3x400 mm²

35. Butendiek – GER
    HVAC 155 kV 3x400 mm²
    33 kV various sizes

36. OWP Wikinger – UK
    MV 33 kV various sizes

37. Niagara Wind Farm – USA
    MV 35 kV

38. Vineyard – USA
    HVAC - 220 kV

Flagship offshore windfarms in Europe and America
Milestone HV underground cable projects

1. Capital Grid
   Washington DC, US
   HVDC, 230 kV
2. Burnham Tayler
   Chicago, US
   HVAC, 345 kV
3. Olympic Tunnel
   London, UK
   HVAC, 400 kV
4. ALEGrO
   Belgium - Germany
   HVDC, ± 320 kV
5. Barajas Airport
   Madrid, ES
   HVAC, 400 kV
6. Kasso – Tjele Links
   Denmark
   HVAC, 400 kV
7. Centralnaya - Yuzhnaya
   Russian Federation
   HVAC, 330 kV
8. Umm Al Amad - Lusail
   Qatar
   HVAC, 400 kV
9. Inelfe
   France – Italy
   HVDC, ± 320 kV
10. Puerto Bravo
    Perú
    HVAC, 500 kV
11. Wagerup
    Western Australia
    HVAC, 300 kV
12. ElecLink
    France - UK
    HVDC, ± 320 kV
13. Ingula
    Republic of South Africa
    HVAC, 400 kV
14. Anhui Xiang Shuijian
    China
    HVAC, 500 kV
15. Transco
    United Arab Emirates
    HVAC, 400 kV
16. Piedmont-Savoy
    Italy - France
    HVDC, ± 320 kV
Powerlink and leadership in HV & Submarine cables and systems

Our key success factors

4. The champion in enabling the energy transition

- **P-Laser**
  100% eco-friendly HTPE and fully recyclable materials

- **Leonardo da Vinci**
  The most advanced CLV in the world with reduced environmental footprint

- **Synthetic armor**
  ~30% lighter than the equivalent steel

- **66 kV**
  Innovative & sustainable cables for offshore wind industry
Our organisation

Our five business units help us to serve our customers more effectively – and with the specialist knowledge they require.

- Telecom Solutions
- Multimedia Solutions (MMS)
- Optical Fibre
- Connectivity
- OPGW and Specials
Telecom:
In a connected world, fibre is the common denominator

- Residential
- Antennas
- Administration
- Business
- Buildings
- Ships
- Data centres
- Rural areas
- IoT
- Industry 4.0
- CCTV
- Offices
The challenges of our time

Our telecoms solutions are realising the infrastructure of today and tomorrow, helping the world to meet its most pressing challenges:

**Digitalisation**
Data networks must support the exponential demands of IoT, 5G, connected buildings, Industry 4.0 and more, ensuring high-speed connectivity.

**Network congestion**
Providing an extreme fibre count and reduced diameter, the right cables are a crucial part of the world’s shift towards flexible and reliable connectivity.

**Fast-paced, competitive markets**
We may have a global footprint, but we have a local feel when it comes to getting to know each and every customer’s business – and discovering what solutions they need. Our unrivalled footprint means we can serve our customers faster, and with shorter lead times than our competitors, providing complete end-to-end solutions.

**Our approach to the market**
Prysmian Group Telecoms offers a one-stop-shop service solution for all your telecom needs. From fibre to cables to connectivity. From R&D and production to installation, testing maintenance and beyond. You name it, we do it all. In-house.
Becoming closer to our customers

The rise of ecommerce, the evolution of technology and a global explosion in data consumption are all examples of the increasing pressures businesses face. And at Prysmian, we’re here to help.

We may have a global footprint, but we have a local feel when it comes to getting to know each and every customer’s business – and discovering what solutions they need.

Our unrivalled footprint means we can serve our customers faster, and with shorter lead times than our competitors, providing complete end-to-end solutions – not just mass-produced products.

And because we have plants across the world, supply chains are shortened and resulting logistics costs are lower, so we can pass those savings on to our customers too, for a lower TCO.
Our approach to the market

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From fibre to cables to connectivity. From R&D and production to installation, testing maintenance and beyond. You name it, we do it all. In-house.

Made up of five business units working as one integrated whole, you’ll benefit from the commitments and efficiency of a single-source provider, and the combined knowledge and capabilities of multiple specialists.

It means we can offer integrated, end-to-end solutions, and guaranteed expertise at every step.
Electrification

Cable solutions for the electrification of all sectors, industries and infrastructures

Construction  Renewable Energies  Transportation  Heavy Industry & Plants  Electrified mobility  Condition assessment & asset monitoring
Linking global challenges to a variety of industries

At Prysmian Group, we are helping OEM and industrial businesses across the world meet ever-changing and increasingly demanding challenges.

Innovation
Our commitment to innovation has allowed us to engineer bespoke product designs, drive the evolution of our product portfolio and excel in developing high-end technologies.

Efficiency Increase, Reliability & Performance
For industries where reliability of equipment performance is paramount, our cables provide the backbone of dependable and high performing equipment, with high performance under electrical, physical and mechanical stresses, torsion, bending, radiation and any other stress linked to harsh environments.

Decarbonisation & Electrification
We are powering greater sustainability for the renewable industry, both wind and solar; we are driving efficiency and safety of operations for heavy industries – such as crane and mining, and industrial infrastructures – such as nuclear, hydro and power plants; and we are enabling decarbonisation in transportation, whether for railway, rolling stock or marine.
OEM & Industrial key drivers

- Innovation
- Sustainability
- Digitalisation
- Servitisation

- Customer intimacy
- Global capabilities & local presence
- Outstanding & complete product portfolio/no compromise on product quality

Innovation, Sustainability, Digitalisation, Servitisation.
Our main industrial applications

Our eight main industrial applications business units help us to serve OEM and industrial businesses across the world meet ever-changing and increasingly demanding challenges.
For data-driven power

Services
Partial Discharge Spot Measurement
Fault Location Diagnostics

Power Grids Monitoring
Partial Discharge
Temperature
Pressure
Currents
Acoustic Events

Low Voltage Residential
Instrumental tests for certification
Safety of home electrical installation and appliances
Power Quality Consumption