Linking energy and information to global growth

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 is established in Italy as the cable division of the recently founded company.

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

1927
Originally incorporated in New Jersey bringing together several older companies founded in the 1800s.

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

1990
Acquired the Carol Cable Company and the industry leading Carol® Brand cord, cordset and automotive product lines.

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

1986
The business became independent through a buyout financed by Parcom and Flint Beheer. The name Draka was born.

1987
A spree of global acquisitions over a 20 year period followed including Philips Optical Fibres and Alcatel.

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

2007
Prysmian becomes a listed company quoted 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.

2012
Acquired Stabiloy and NUAL aluminum building wire brands, acquired Procables of Colombia, and acquired Prestolite Wire, serving predominately original equipment manufacturers (OEM) and distributors.

2018
General Cable joins Prysmian Group.
Trust and transparency: Prysmian Group is a public company

A listed company without a controlling shareholder, with over 7,400 employees’ as investors, managed on a transparent basis and leveraging its ability to gain and maintain the continued confidence of its stakeholders.

Ownership structure by main investors
235,5 Million shares

- Institutional Investors - 77,8%
- Other - 6,9%
- Retail - 8,3%
- Treasury shares - 3%
- Prysmian Group Employees - 4%

Date: 22nd May 2018
Relying on our strengths

Everyday we bring to life our purpose inspired by six core pillars

<table>
<thead>
<tr>
<th>1. INNOVATION &amp; SUSTAINABILITY</th>
<th>2. FINANCIAL SOUNDNESS</th>
<th>3. ETHICS &amp; INTEGRITY</th>
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<tr>
<td>Setting industry standards (P-Laser, FlexTube, Pry-Cam)</td>
<td>True public company</td>
<td>Governance</td>
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<td>Sustainability policies</td>
<td>Sound results</td>
<td>Ethical policies</td>
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<td></td>
<td>Credibility</td>
<td>Compliance</td>
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<tr>
<th>4. OPERATIONAL EXCELLENCE &amp; CUSTOMER INTIMACY</th>
<th>5. PEOPLE &amp; TALENT</th>
<th>6. LEADERSHIP &amp; PRESENCE</th>
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<td>People value</td>
<td>Global track record</td>
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<td>Customer proximity</td>
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<td>Global footprint</td>
<td>Employee experience</td>
<td>Strong reputation</td>
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<td></td>
<td>Entrepreneurship</td>
<td>Ownership</td>
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A truly Global Group

- +50 COUNTRIES
- 112 PLANTS
- 25 R&D CENTERS
- ABOUT 30,000 EMPLOYEES
- OVER 11 BILLION ANNUAL SALES

NORD AMERICA
- 23 plants

EUROPE
- 51 plants

LATAM
- 15 plants

MEA
- 5 plants

APAC
- 18 plants
Sales breakdown by Geography

- EMEA - 54%
- North America - 28%
- Latam - 9%
- APAC - 9%

Over € 11 bln.
Regional Focus

NORTH AMERICA
- 6 R&D CENTERS
- OVER 5,800 EMPLOYEES
- 23 PLANTS

LATAM
- 3 R&D CENTERS
- OVER 4,200 EMPLOYEES
- 15 PLANTS

EMEA
- 14 R&D CENTERS
- OVER 16,000 EMPLOYEES
- 56 PLANTS

APAC
- 2 R&D CENTERS
- ABOUT 3,000 EMPLOYEES
- 18 PLANTS
The widest cable technology offer worldwide

POWER GRIDS
HV&Submarine / Transmission / Distribution / Offshore Wind Farms / Power From Shore / Asset Monitoring Systems / Network Components / Installation capabilities

OIL & GAS
Exploration & Production / Pipelines & LNG / Refineries & Petrochemical / Services

TELECOMS
Optical Fiber / Telecom Networks / Multimedia & Enterprise / Networks / Submarine Telecom

ELECTRONICS
Partial Discharge / Measurements with PRY-CAM / PFT Solutions / Submarine Cable Solutions

CONSTRUCTION & INFRASTRUCTURE
Power & Control / Multimedia / Railways

TRANSPORTATION & MOBILITY
Elevator / Aerospace / Automotive / Trains & Trams / Marine

INDUSTRIES
Military & Defense / Mining / Crane / Nuclear Plants / Solar & Photovoltaics / Wind Turbines / Other Plants / Other Industries

OVERHEAD
The highest installation capabilities

Cable Lay Vessels & Burial Equipment

Best of class vessels and equipment providing extended project versatility

Wide ranging track record and global experience

Deep water installation capability up to 2,000m
Shallow water and near shore installation solutions
Our Business Strengths

- Strong position in **high-tech sectors**
- Advanced proprietary **technologies**
- Innovation in **product**
- **Customer** proximity
Partner of the world’s key players

7,6% WORLDWIDE MARKET SHARE
(Source: CRU, April 2018)
Getting stronger. The merger with General Cable

- Enhances Prysmian Group’s worldwide leadership.
- Ensures extended worldwide presence.
- Provides wider product portfolio and solutions.
- Combines management expertise and best practices leveraging on human capital talents.
- Increases capability to exploit global trends.

The merger with General Cable drives significant value creation for all stakeholders supported by Prysmian Group’s proven execution capabilities.
A new organization

• **Protect our business**
The new organization is designed to reflect our go-to-market strategy and combined product portfolio to prevent revenue loss

• **Keep a focus on value creation**
The combined structure is agile, flexible, and allows us to use capital efficiently and generate strong cash flow from operations

• **Foster accountability**
The new structure is simple and the model is easy to understand. This means clear accountability, with transparent monitoring of our progress towards business goals and expected results

• **Be sensitive to cultural differences**
We are aware of different national and company cultures. We are planning for a smooth, mutually beneficial blending of cultures
A flexible and efficient organization

BOARD OF DIRECTORS

CEO

Audit And Compliance
A. Nespoli

Also reporting to CFO as CIO

GROUP FUNCTIONS
R&D
S. Siripurapu

HR & ORGANIZATION
F. Rutschmann

FINANCE ADMIN & CONTROL & IT
P. Facchini

CORPORATE AFFAIRS
E. Bernasconi

COMMUNICATION
L. Caruso

CORPORATE STRATEGY & DEV.
F. Romeo

DIGITAL INNOVATION
S. Brandinali

BUSINESS AREAS
ENERGY
F. Fanciulli

TELECOM
P. Vanhille

PROJECTS
H. Ozmen

OPERATIONS
A. Pirondini

OPERATIONS

UK
M. Del Brenna

NORTH EUROPE
J. M. Arata

SOUTH EUROPE
L. Tardif

CENT. EAST EUROPE
F. Persson

NORTH AMERICA
M. Battaini

LATAM
J. Mogollon

MIDDLE EAST, AFRICA & TURKEY
A. Habaj

CHINA
M. Bavaresco

AUSTRALIA & NZ
H. Shroff

ASEAN
P. R. Atkinson

REGIONS/COUNTRIES
Our Corporate Purpose

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

General Cable joins Prysmian and Draka, operating as the Group’s third commercial brand.

While the Prysmian Group Corporate Brand embodies global leadership in the cable industry, the commercial brands champion customer proximity.

Our Corporate purpose represents a new way to approach the market: from a cable producer supplying to several industries, to a technology enabler making progress happen.
Thank you.