LINKING THE FUTURE
The worldwide leader in the cable industry

Company Presentation
LINKING THE FUTURE

“We help our customers make tomorrow’s world a better place by providing them with highly innovative solutions that enable them to meet their future challenges.

We create those vital connections that ensure energy and information is carried effectively, efficiently, everywhere.”

Valerio Battista
CEO Prysmian Group
OUR STRENGTHS

World leader in the energy and telecom cables and systems industry, partner of the world’s key players

- WIDE RANGE OF PRODUCTS, TECHNOLOGIES, SERVICES
- STRONG POSITION IN HIGH-TECH SECTORS
- A PUBLIC COMPANY, LISTED ON THE MILAN STOCK EXCHANGE

VIDEO, DATA AND VOICE TELECOMMUNICATIONS

INDUSTRIAL APPLICATIONS

ADVANCED PROPRIETARY TECHNOLOGIES

CABLING AND DISTRIBUTION OF ELECTRICITY TO RESIDENTIAL AND COMMERCIAL BUILDINGS

SUBMARINE AND UNDERGROUND POWER TRANSMISSION AND DISTRIBUTION

INNOVATION IN PRODUCT

- Deliver value and superior results to all shareholders
- Keep a fair valuation to remain independent and enable growth strategy
- Match corporate governance benchmarks
- Create trust of shareholders
Almost 140 years of history
50 countries
88 plants
17 R&D centres
Over 19,000 employees
About 7.5 billion sales in 2015

A TRULY GLOBAL GROUP
PARTNER OF THE WORLD'S KEY PLAYERS

6.1% WORLDWIDE MARKET SHARE
(Source: CRU, January 2016)
A GLOBAL COMPANY, OPERATING IN ENERGY AND TELECOM

Sales by geography
FY 2015

- NORTH AMERICA: 16%
- EMEA: 63%
- LATIN AMERICA: 8%
- APAC: 13%

Sales by business
FY 2015

- 63% Energy Products
- 24% Industrial & Netw. Comp.
- 15% Telecom
- 2% Other
- 38% E&I
- 22% Energy Projects

€ 7.36 BILLION
FY 2015 KEY FINANCIALS

Sales

<table>
<thead>
<tr>
<th>Year</th>
<th>Excl. WL</th>
<th>+1.8%*</th>
<th>+5.3%</th>
<th>+2.7%*</th>
<th>+5.9%*</th>
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</thead>
<tbody>
<tr>
<td>2013</td>
<td>6.995</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2014</td>
<td>6.840</td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>2015</td>
<td>7.361</td>
<td></td>
<td></td>
<td></td>
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</tbody>
</table>

Adjusted EBITDA (1)

<table>
<thead>
<tr>
<th>Year</th>
<th>Excl. WL</th>
<th>8.8%</th>
<th>7.4%</th>
<th>8.5%</th>
<th>8.7%</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>613</td>
<td>8.8%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2014</td>
<td>509</td>
<td>7.4%</td>
<td></td>
<td></td>
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<tr>
<td>2015</td>
<td>623</td>
<td>8.5%</td>
<td></td>
<td></td>
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</tr>
</tbody>
</table>

Operative Net Working Capital (2)

<table>
<thead>
<tr>
<th>Year</th>
<th>Excl. OCI and GCDT</th>
<th>5.6%</th>
<th>6.2%</th>
<th>2.0%*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dec-13</td>
<td>392</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dec-14</td>
<td>423</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dec-15</td>
<td>383</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Net Financial Position

<table>
<thead>
<tr>
<th>Year</th>
<th>Excl. OCI and GCDT</th>
<th>529*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dec-13</td>
<td>805</td>
<td></td>
</tr>
<tr>
<td>Dec-14</td>
<td>802</td>
<td></td>
</tr>
<tr>
<td>Dec-15</td>
<td>750</td>
<td></td>
</tr>
</tbody>
</table>

(1) Adjusted excluding non-recurring income/expenses; (2) Defined as NWC excluding derivatives;
VISION

We believe in the effective, efficient and sustainable supply of energy and information as a primary driver in the development of communities.

MISSION

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

VALUES

INTEGRITY

We uphold the highest standards of integrity in our actions.

EXCELLENCE

Every day, we relentlessly pursue excellence in all we do.

UNDERSTANDING

We listen carefully to our customers to really understand their needs.
Anticipating customer needs

Prysmian continuously strives to improve its competence in research, innovation, customer centricity, employees development and environmental sustainability.

Balanced growth

Prysmian balances short and long-term objectives, and seeks healthy value creation through a governance and a business model that allow results to be sustained in the long run.

Financial discipline

Great attention is paid to operating margin and cash generation, with a particular focus on working capital management, the reduction of fixed costs and employed capital.

Market confidence

As a public company, Prysmian is keen on ensuring strict maintenance of commitments and delivery of on-target results. We use international best practices to promote transparency and credibility of decisions.

Sustainable expansion

When deciding where to expand, the Group gives priority to preserving adequate profitability, even at the expense of an increase in market share. The pursuit of growth, both organic and via acquisitions, is opportunity-driven.

Aggregator and leader

Prysmian is recognized for its ability to optimize industrial processes, including well-executed integration with acquired companies, as shown by the successful integration with Draka.
A JOURNEY THAT BEGAN TWO CENTURIES AGO

**ESTABLISHMENT**
Company founded as “Pirelli Cavi” Establishment of first operation in Italy

**ORGANIC GROWTH**
Organic growth
Product range enlargement
Internationalization

**GROWTH BY ACQUISITION**
Acquisitions
(Siemens, NKF, MM, BICC)

**RESTRICTURING PROCESS**
Closure of 11 plants
Disposal of non core activities

**PROFITABLE GROWTH**
July 28, '05
GS acquisition and birth of Prysmian

**LISTING**
May 3, '07
Listing on the Milan Stock Exchange (IPO)

**MANAGING THE DOWNTURN**
Strategic investments

**FOUNDATION**
Founded in Netherlands as “Hollandsche Draad & Kabel Fabriek”

**INDEPENDENCE**
Independent through a buyout financed by Parcom and Flint Beheer: the name Draka was born

**EXTERNAL GROWTH**
A spree of global acquisition over a 20 year period followed including Philips Optical Fibres and Alcatel

**BIRTH OF THE PRYSMIAN GROUP**
Merger between Prysmian and Draka and creation of the worldwide leader of the cable industry

**2011**

**2012/16**

# 1 CABLE MAKER
A listed company without a controlling shareholder, managed on a transparent basis and leveraging its ability to gain and maintain the continued confidence of its investors.

**OWNERSHIP STRUCTURE BY MAIN INVESTORS**

- **216.7 million shares**
  - 75% Institutional Investors
  - 16% Other
  - 8% Retail
  - 1% Treasury shares

Date: December 2015
OUR MANAGEMENT

Chief Executive Officer
Valerio Battista

Internal Audit
M. Sinagra

R&D
M.A. Andrade

HR & Organization
F. Rutschmann

Admin, Finance, Control & IT
P.F. Facchini

Corporate Affairs
E. Bernasconi

Corporate & Business Communication
L. Caruso

Corporate Strategy & Dev.
F. Romeo

Energy Projects
M. Battaini

Energy Products
H. Nieman

Telecom
P. Vanhille

Chief Operating Officer
A. Pirondini

WHO WE ARE 13
HR policies and processes to **continuously improve** HR search, selection and development

**Initiatives to empower leadership and knowledge** program: Graduate Program and Prysmian Group Academy

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**OUR PEOPLE**

- **People Quality Process**
- **Social and Internal Relations**
- **Leadership Alignment**
- **Organizational Efficiency**

**HUMAN RESOURCES**

> **19,000 people**: our most valuable asset

> **600 people** yearly trained at the Prysmian Academy

**24,000 hours** of training delivered in 2014

> 19,000 people: our most valuable asset

> 600 people yearly trained at the Prysmian Academy

24,000 hours of training delivered in 2014
Long established relationships with major universities and research centres

73 million invested in R&D (2015)
17 R&D centres
More than 500 professional
About 5,000 patents
**SUSTAINABLE APPROACH TO THE BUSINESS**

**ECONOMIC**
- Reliability, accuracy and transparency of information
- Compliance with corporate governance best practices
- Great attention to risk management, innovation and customer satisfaction

**ENVIRONMENTAL**
- Commitment to environmental stewardship and to the conservation of natural resources
- Production systems focused on prevention of environmental impact through efficient use of resources, optimisation of logistics and responsible waste management

**SOCIAL**
- The human capital strategy as the basis of our competitive edge
- Investing in human resources is to develop innovative ideas, products and services
- At the same time, attention to the local communities

**DIMENSIONS**

- 91% Plant certified ISO 14001
- 63% Plant certified OHSAS 18001
- Strong Research On sustainable Products
- 70% Local purchases of services
A MULTIBRAND COMPANY WITH A MATRIX MODEL

ONE COMPANY, TWO COMMERCIAL BRANDS

Prysmian Group is the organisational, financial and industrial platform that allows the two commercial brands – Prysmian and Draka - to operate.

THE MATRIX ORGANIZATIONAL MODEL PER BUSINESS UNITS

The Prysmian Group matrix organizational model ensures proximity to local businesses through country organizations, and presence in global markets through Business Units.
Our Business is organised into Energy and Telecom
The Energy sector has a dual market approach

ENERGY PROJECTS
Partners in high voltage systems for underground and underwater projects. SURF solutions for the oil and gas extraction industry

ENERGY PRODUCTS
Product approach, based on a wide range of products. Special cables for medium and low voltage systems in construction and buildings and industrial applications

TELECOM
Innovative technologies and outstanding portfolio. Optical and copper cables, optical fibre and connectivity for data, voice and video broadcasting
The Energy Products Operating Segment covers the businesses offering a complete and innovative product portfolio designed to meet the various and many demands of the market:

- **Energy & Infrastructure**, (including Power Distribution and Trade & Installers) and **Industrial & network Components** (comprising Specialties & OEM, Oil & Gas, Elevators, Automotive and Network Components).

- Medium Voltage cables and systems to connect industrial and residential buildings to primary distribution grids; and low voltage ones for power distribution and the wiring of buildings.

- Integrated cabling solutions for the Industrial market (trains, aircraft, ships, port systems, cranes, mines, nuclear, defence, electro-medical, and renewables, petrochemicals, elevators, automotive).

The Energy Projects Operating Segment covers high-tech and high value-added businesses whose focus is on projects and their execution, as well as on product customisation.

- **High and Extra High Voltage cables for underground and submarine power transmission** directly from power stations to the primary distribution networks. Advanced services for the construction of submarine power lines for offshore wind farms, ranging from project management to cable installation.

- The Group also offers a full range of **SURF** (Subsea Umbilical, Riser and Flowline) products and services for offshore exploration activities by the oil industry.
FIBRE

A wide range of optical fibres designed and made to cater to the broadest possible spectrum of customer applications, including single-mode, multimode and specialty fibres.

The Group also has at its disposal every currently available technology for the manufacture of optical fibre, allowing it to achieve optimal solutions for different applications.

TELECOM SOLUTIONS

Solutions and connectivity products used for telecommunication networks.

Wide range of STANDARD optical cables (from 1 to 1,700 fibres) or designed for challenging environments. Passive connectivity solutions to ensure efficient management of optical fibre within networks. Copper cables for underground and overhead cabling solutions.

MULTIMEDIA SOLUTIONS

Cable solutions serving communication needs in infrastructure, industry and transport, for a diverse range of applications: cables for television and film studios, cables for rail networks, light-signalling cables and cables for track switching devices, as well as cables for mobile telecommunications antennae and for communication networks.
**MAJOR PROJECTS**

**STATE-OF-THE-ART SUBMARINE POWER LINKS**

Submarine power links for utilities and grids, such as the [Western HVDC Link](#) from Scotland to England, which will operate at the record voltage level of 600 kV.

**LEADER IN OFFSHORE WIND FARMS**

World leader in offshore wind farm connections, including the landmark Germany’s [DolWin3](#) project in the North Sea, with a record power rating of 900 MW.

**UNDERGROUND CABLES**

HVDC underground cable systems leadership.

Also, successfully tested and installed P-Laser cable, the first-ever [eco-sustainable High Voltage cable](#) for electrical grids.

**CABLES FOR ARCHITECTURAL LANDMARKS**

Group’s fire-resistant cables lie at the core of spectacular constructions like the [Burj Khalifa](#) in Dubai, the world’s tallest building.
**MAJOR PROJECTS**

**TACKLING THE HARSHEST ENVIRONMENTS**

The Group has taken part in several O&G projects designing and supplying high-tech umbilical products and flexible pipes for offshore oil extraction, reaching 2,000 m below the sea.

**POWERING ELEVATORS**

Our cables power elevators in some of the world’s tallest and most prestigious buildings, such as the World Trade Centre currently being completed in New York City.

**TRAINS, SHIPS, SUBWAYS AND PLANES**

Prysmian has cabled some of the world’s largest aircraft and ships, such as the Airbus 380 and Royal Caribbean’s GENESIS fleet, as well as the fastest trains and most innovative subways.

**CONNECTING CONTINENTS**

Prysmian Group is working with the Australian government to create a Fibre-to-the-Premises network, bringing broadband to 93% of Australia.
SETTING INDUSTRY STANDARDS IN SUBMARINE CABLES

WESTERN HVDC LINK
Scotland – England
600 kV - 400 km

SHANNON RIVER
Ireland
220 kV - 3 km

NORMANDIE 3
France – Jersey Island
90 kV - 35 km

HTP HUDSON
Transmission Project
New Jersey – Manhattan
345 kV - 13 km

TBC TRANS BAY CABLE
San Francisco-Pittsburg
200 kV - 85 km

Exxon
Oil Platform - California
40 kV - 45 MV

NEPTUNE
New Jersey – Long Island
500 kV - 105 km

ROMULO
Spain mainland – Mallorca
300 kV - 230 km

IBIZA – MALLORCA
Balearic Islands (Spain)
132 kV - 123 km

SPAIN - MOROCCO II
(REMO)
Spain – Morocco
400 kV - 28 km

MESSINA II
(Sorgente – Rizziconi)
Sicily-Italian peninsula
400 kV - 44 km

MON.ITA.
Montenegro – Italy
500 kV - 400 km

SA. P.E.I.
Sardinia – Italian peninsula
500 kV - 430 km

CAPRI – TORRE ANNUNZIATA
Italy
150 kV - 30 km

DARDANELLES
Turkey
380 kV - 4 km

ZAKUM OIL FIELD
Abu Dabi – U.A.E.
11 kV and 33 kV - MV

GCCIA
Saudi Arabia – Bahrain
400 kV - 40 km

DOHA BAY CROSSING
Qatar
400 kV - 10 km

PHILIPPINES
Negros – Panay Islands
230 kV - HVAC

PHU QUOC ISLAND
Vietnam
150 kV - 58 km

BASSLINK
Victoria – Tasmania
400 kV - 300 km

CYCLADES
Syros – Greece mainland
150 kV - HVAC

ITALY – GREECE
Italy – Greece
400 kV - 163 km
IMPRESSIVE TRACK RECORD IN OFFSHORE WIND FARMS

- **ROBIN RIGG - UK**
  - HVAC 132 kV
  - 3x300 mm²

- **BARROW - UK**
  - HVAC 33 kV
  - Various sizes

- **WALNEY I and II - UK**
  - HVAC 132 kV 3x800 mm²
  - 33 kV various sizes

- **ORMONDE - UK**
  - HVAC 132 kV 3x800 mm²
  - 33 kV various sizes

- **EGMOND - NL**
  - 33 kV
  - Various sizes

- **GREATER GABBARD - UK**
  - HVAC 132 kV 3x800 mm²
  - 33 kV various sizes

- **GUNFLEET SANDS - UK**
  - HVAC 132 kV 3x800 mm²
  - 33 kV various sizes

- **THANET - UK**
  - HVAC 132 kV 3x1000 mm² and 3x630 mm²
  - 33 kV various sizes

- **SYLWIN1 - GER**
  - HVDC ± 320 kV various sizes
  - 159 km + 45 km

- **BUTENDIEK - GER**
  - HVAC 155 kV 3x400 mm²

- **NYSTED - DK**
  - HVAC 132 kV
  - 3x760 mm²

- **WIKINGER - GER**
  - MV 33 kV various sizes

- **WEST OF ADLERGRUND - GER**
  - HVAC 220 kV 3x1200 mm²

- **HELWIN1 - GER**
  - HVDC ± 250 kV various sizes
  - 85 km + 45 km
  - HVAC 155 kV 3x400 mm²

- **HELWIN2 - GER**
  - HVDC ± 320 kV various sizes
  - 85 km + 45 km
  - HVAC 155 kV 3x400 mm²

- **BORWIN2 - GER**
  - HVDC ± 300 kV various sizes
  - 125 km + 75 km
  - HVAC 155 kV 3x800 mm²

- **BORWIN3 - GER**
  - HVDC ± 320 kV various sizes
  - 130 km + 29 km

- **DEUTSCHE BUCHT - GER**
  - HVAC 155 kV 3x400 mm²

- **DOLWIN3 - GER**
  - HVDC ± 320 kV various sizes
  - 78 km + 83 km

- **ALPHA VENTUS - GER**
  - HVAC 110 kV 3x240 mm²
LEADER IN INNOVATION

**System Design**
Large conductor cross sections for higher current and higher power capacity

**Process/Material Technologies**
P-Laser and PPL for DC application in high-end voltage classes.

**Services**
Pry-Cam range of products for advanced monitor and diagnostic services.
**INDUSTRIAL MILESTONES**

1,200°C
the most heat-resistant cable. Jet Fire cable

600 kV, 2,200 MW
The highest voltage and the highest power rating ever. Western Link project

35 million km
Fibre optical cables produced per year by Prysmian Group

900 MW
Highest rating ever for a single submarine cable. DolWin3 project

4.8 fibre/mm²
nano Flextube® cable: a world record for fibre density

-60°C
the most cold-resistant cable. Rolling Stock cable

1,650 metres
deepest underwater cable installation at SA.PE.I. HVDC link

230 km
the longest power cable in one single continuous length. Romulo project
Cable solutions to support the development of the world’s energy infrastructure
INTRODUCTION TO THE BUSINESS

KEY CUSTOMERS
Customer base drawn from all major national distribution networks

OUR STRENGTHS

Worldwide leader in High Voltage & Submarine

Consolidated relationship with major international TSO (Transmission System Operator)

Partner in the most prestigious offshore projects

Leading position in underground High Voltage and Extra High Voltage in Europe, North America and Latin America

SALES BREAKDOWN 2015

33% High Voltage
56% Submarine
11% SURF

€ 1.6 BILLION
**OUR OFFER**

**HIGH VOLTAGE UNDERGROUND**

The widest range of **High and Extra High Voltage AC & DC underground cable systems** for power transmission both from power plants and within transmission and primary distribution grids.

- Voltage level up to **600 kV** with experimental applications up to **up to 1000 kV**
- **Extruded polymer and Paper insulation** technologies including P-Laser and PPL
- Large conductor cross-sections up to **3500 mm²** for higher current and higher transmission capacity
- Dedicated line for longer production lengths to achieve optimised total cost of ownership on long HVDC routes

**SUBMARINE**

Realisation of "turnkey" **submarine MV, HVAC and HVDC cable systems for power transmission and distribution.**

- Voltage level up to **600 kV**
- **Extruded and Paper insulation technologies**, including **PPL**
  - Single core and 3-core AC designs
  - 3 manufacturing units (Arco Felice, IT – Pikkala, FI – Drammen, NO)
- 2 laying vessels (Giulio Verne, Cable Enterprise)
- Marine installation extended capabilities

**SURF**

Solutions for use in the extraction and storage of hydrocarbons O&G industry segment. The portfolio includes **SURF (Subsea Umbilical, Riser and Flowline)** products and services:

- **Multifunction umbilicals** for transfer of energy and telecom services and for hydraulic powering of wellheads by offshore platforms and/or by FPSOs vessels
- High-tech **flexible pipes** for oil extraction up to 6” diameter
- Special DHT (**Downhole Technology**) solutions
P-Laser cable, the first-ever eco-sustainable Medium Voltage cable for electrical grids, successfully tested and marketed

Submarine power links for TSOs and utilities, such as the Western HVDC Link from Scotland to England, which will operate at the record voltage level of 600 kV

The Group has taken part in several SURF projects designing and supplying high-tech flexible tubes and pipes for offshore oil extraction, reaching great depths below the sea
Supporting the development of the world’s utility grids
OUR STRENGTHS

Consolidated relationship with major international grid operators. Partner of the major utilities worldwide for Power Distribution offering advanced cable solutions and systems for medium and low voltage.

Leading position in UNDERGROUND HIGH VOLTAGE in Europe, North America and Latin America

Particular expertise in HV transmission (Underground long distance - HVDC)
LEADING POSITION IN UNDERGROUND HV

US AND SOUTH AMERICA
- Market leader
- First HV plant in US

EUROPE
- Market leader
- Capacity increase in Russia

CHINA & MIDDLE EAST
- Market co-leader
- Doubling capacity in Baoying
MAJOR UNDERGROUND CABLE PROJECTS

INELFE POWER INTERCONNECTION BETWEEN FRANCE AND SPAIN

The largest 400kV underground cable system in the region and the largest EHV XLPE cable system in the world ever awarded to a single supplier.

TRANSCO POWER TRANSMISSION TURNKEY PROJECT IN ABU DHABI

With a route of approximately 190 km through the Alps, it is the longest HVDC link ever realised and will enable increasing transmission capacity between the two countries up to 1200 MW.

POWER TRANSMISSION LINK BETWEEN ITALY AND FRANCE

A world record for underground interconnection transmission capacity, with the highest direct-current voltage level ever achieved with cables using extruded technology.

The largest 400kV underground cable system in the region and the largest EHV XLPE cable system in the world ever awarded to a single supplier.
Linking power grids to sustainability
INTEGRATED SOLUTIONS FOR SUBMARINE PROJECTS

Complete control over the entire supply chain from project management to cable laying, jointing and protection.

High value-added services for the installation of submarine power connections both between grids and for offshore wind farms.

Impressive track record in submarine connections all over the world.

Particular expertise in HV transmission (AC/DC), HV export offshore wind farms and MV inter-array offshore wind farms.

2 cable-laying vessels among our strategic assets: Giulio Verne and Cable Enterprise.

Offshore wind farms.
SETTING INDUSTRY STANDARDS IN SUBMARINE CABLES

- **WESTERN HVDC LINK**
  Scotland – England
  600 kV - 400 km

- **SHANNON RIVER**
  Ireland
  220 kV - 3 km

- **NORMANDIE 3**
  France – Jersey Island
  90 kV - 35 km

- **HTP HUDSON**
  Transmission Project
  New Jersey – Manhattan
  345 kV - 13 km

- **TBC TRANS BAY CABLE**
  San Francisco-Pittsburg
  200 kV - 85 km

- **NEPTUNE**
  New Jersey - Long Island
  500 kV - 105 km

- **ROMULO**
  Spain mainland - Mallorca
  300 kV - 230 km

- **IBIZA – MALLORCA**
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  132 kV - 123 km

- **SPAIN - MOROCCO II (REMO)**
  Spain - Morocco
  400 kV - 28 km

- **MESSINA II**
  (Sorgente – Rizziconi)
  Sicily-Italian peninsula
  400 kV - 44 km

- **MON.ITA.**
  Montenegro - Italy
  500 kV - 400 km

- **SA.PE.I.**
  Sardinia – Italian peninsula
  500 kV - 430 km

- **CAPRI – TORRE ANNUNZIATA**
  Italy
  150 kV - 30 km

- **DARDANELLES**
  Turkey
  380 kV - 4 km

- **ZAKUM OIL FIELD**
  Abu Dabi – U.A.E.
  11 kV and 33 kV - MV

- **GCCIA**
  Saudi Arabia - Bahrain
  400 kV - 40 km

- **DOHA BAY CROSSING**
  Qatar
  400 kV - 10 km

- **PHILIPPINES**
  Negros – Panay Islands
  230 kV - HVAC

- **PHU QUOC ISLAND**
  Vietnam
  150 kV - 58 km

- **BASSLINK**
  Victoria – Tasmania
  400 kV - 300 km

- **CYCLADES**
  Syros – Greece mainland
  150 kV - HVAC

- **ITALY – GREECE**
  Italy - Greece
  400 kV - 163 km
## MAJOR SUBMARINE CABLE PROJECTS

<table>
<thead>
<tr>
<th>Project</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>HUDSON PROJECT</strong></td>
<td>Taking power for 660 MW from New Jersey to the heart of Manhattan, providing New York City customers access to more diverse sources of power, including renewable sources and natural gas.</td>
</tr>
<tr>
<td><strong>WESTERN HVDC LINK</strong></td>
<td>With a route length in excess of 400 km, the Western HVDC Link, connecting the Scottish and the English power grids, sets a record in terms of Voltage (600 kv) and has a currently unmatched transmission capacity for long-haul systems of 2200 MW.</td>
</tr>
<tr>
<td><strong>MON.ITA.</strong></td>
<td>This extra high voltage submarine cable system (500 kv DC) will connect the Balkans to Italy across the Adriatic, being an infrastructure of strategic importance by contributing to increase the integration with the other European countries.</td>
</tr>
<tr>
<td><strong>WEST OF ADLERGRUND OWF CLUSTER</strong></td>
<td>The West of Adlergrund connection projects will involve the design, supply and installation of multiple HV submarine cable systems between planned Offshore Wind Parks in North East Germany, along a route of approx. 90 km.</td>
</tr>
<tr>
<td><strong>DARDANELLES STRAIT</strong></td>
<td>Two high-voltage submarine power links across the Dardanelles strait in Turkey are connecting Asia and Europe, ensuring reliable and cost-effective power flow from the Asian generation sites to the country’s European main consumption centres.</td>
</tr>
<tr>
<td><strong>NSN LINK</strong></td>
<td>With a total route length of about 740 km, the NSN link will be the longest HVDC subsea cable interconnection ever installed. It will be the first power cable system to connect Norway and the UK, increasing the security of electricity supply.</td>
</tr>
</tbody>
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IMPRESSIVE TRACK RECORD IN OFFSHORE WIND FARMS

- **RO宾 RIGG - UK**
  HVAC 132 kV
  3x300 mm²

- **BARROW - UK**
  HVAC 33 kV
  various sizes

- **WALNEY I and II - UK**
  HVAC 132 kV 3x800 mm²
  33 kV various sizes

- **ORMONDE - UK**
  HVAC 132 kV 3x800 mm²
  33 kV various sizes

- **GUNFLEET SANDS - UK**
  HVAC 132 kV 3x800 mm²
  33 kV various sizes

- **THANET - UK**
  HVAC 132 kV
  3x1000 mm² and 3x630 mm²
  33 kV various sizes

- **GREATER GABBARD - UK**
  HVAC 132 kV 3x800 mm²

- **WALNEY I and II - UK**
  HVAC 132 kV 3x800 mm²
  33 kV various sizes

- **EGMOND - NL**
  33 kV
  various sizes

- **WALNEY I and II - UK**
  HVAC 132 kV 3x800 mm²
  33 kV various sizes

- **DOLWIN3 - GER**
  HVAC 110 kV 3x240 mm²

- **BUTENDIEK - GER**
  HVAC 155 kV 3x400 mm²

- **SYLWIN1 - GER**
  HVAC ± 320 kV various sizes
  159 km + 45 km

- **THANET - UK**
  HVAC 132 kV
  3x1000 mm² and 3x630 mm²
  33 kV various sizes

- **WEST OF ADLERGRUND - GER**
  HVAC 220 kV 3x1200 mm²

- **ORBONDE - UK**
  HVAC 132 kV 3x800 mm²
  33 kV various sizes

- **BUTENDIEK - GER**
  HVAC 155 kV 3x400 mm²

- **WIKINGER - GER**
  HVAC 132 kV 3x760 mm²

- **HELWIN1 - GER**
  HVAC ± 250 kV various sizes
  85 km + 45 km
  HVAC 155 kV 3x400 mm²

- **HELWIN2 - GER**
  HVAC ± 320 kV various sizes
  85 km + 45 km
  HVAC 155 kV 3x400 mm²

- **BORWIN2 - GER**
  HVAC ± 300 kV various sizes
  125 km + 75 km
  HVAC 155 kV 3x800 mm²

- **BORWIN3 - GER**
  HVAC ± 320 kV various sizes
  130 km + 29 km

- **HESTENGEB - NL**
  HVAC 33 kV

- **DEUTSCHE BUCHT - GER**
  HVAC 155 kV 3x400 mm²

- **DOLWIN3 - GER**
  HVAC ±320 kV various sizes
  78 km + 83 km

- **ALPHA VENTUS - GER**
  HVAC 110 kV 3x240 mm²
OUR CABLESHIPS, A UNIQUE ASSET

TURNKEY PRODUCTS AND SERVICES
(including design, manufacture and installation to the offshore wind farms growing market)

GIULIO VERNE

>10,000 kilometres of cable laid around the world

CABLE ENTERPRISE

Advanced technological features capable of installing cable systems also in adverse sea and weather conditions

More comprehensive control over the supply chain coming from the insourcing of the installation work and the extension of our installation range to the medium voltage sector

DP2 cable laying barge fully able to ground out and operate in shallow waters

2014 upgrade:
- No tugs needed during cable laying
- Total of 9.2 MW of power supplying 6 thrusters
- New decks for accommodation and operation areas purposes
- New cable tank for HVDC projects
Linking the O&G industry from top to bottom
SURF – Subsea Umbilicals, Risers and Flowlines

Oilfield structure and product offer

Floating Platform (Semi-submersible)

Umbilical Injection control

Umbilical For control

Oil well

Fixed Platform

FPSO (Floating Production, Storage and Offloading)

Flexible Pipes Risers, Flowlines

Power Umbilical

SURF 43
SURF – Down Hole Technology

Cross selling opportunities driven by the Down Hole Technology business

UMBILICAL COMPONENTS
- 316L SS / A825 hydraulic and chemical injection line (1/4 to 5/8”)
- Electrical conductors
- Fiber cables
- Fiber sensing

WELL CONTROLS
- Custom Flatpack configurations
- Tubing Encapsulated Conduits (TEC)
- Electrical and fiber conductors
- Hydraulic line
- Chemical injection line

DOWNHOLE CONTROL AND SENSING
- Custom Flatpack configurations
- Electrical and fiber conductors
- Hydraulic / chemical injection line
- Fiber sensing
Cable solutions for applications in many different industrial sectors and for the construction and infrastructure industries
INTRODUCTION TO THE BUSINESS

SALES BREAKDOWN 2015

€ 4,6 BILLION

2.8 Energy & Infrastructure

1.7 Industrial & Network Components

0.1 Other

KEY CUSTOMERS

Customer base drawn from all major national distribution networks

OUR STRENGTHS

The widest range of products covering the most diverse applications from the Oil&Gas industry to transportation industry segments like railways, rolling stock, automotive and aerospace, to heavy industries like mining and port cranes.

Consolidated relationship with major international operators.
ENERGY PRODUCTS

ENERGY & INFRASTRUCTURE

POWER DISTRIBUTION
High and medium voltage cable systems to connect industrial and/or civilian buildings to primary distribution grids and low voltage cables and systems for power distribution and the wiring of buildings.

TRADE & INSTALLERS
The low voltage product portfolio includes rigid and flexible cables for distributing power to and within residential and commercial structures.
High performance fire-resistant and low smoke halogen-free cables complete one of the widest and most comprehensive product ranges in the world.
Also cabling solutions for infrastructures such as airports, ports and railway stations.

INDUSTRIAL & NETWORK COMPONENTS

INDUSTRIAL
Power (Medium and Low Voltage) and instrumentation /control cables for industrial sectors.

Specialties and OEM - Trains, Railway infrastructures, aircrafts, ships, port systems, cranes, mining, nuclear industry, defence and the electro-medical sector, wind and solar energy.

Oil&Gas – Power, control and instrumentation cable systems for offshore and onshore exploration and hydrocarbon refining and chemical processing plants.

Elevators - Elevators market.

Automotive - Cars and trucks.

Aerospace – Aerospace market.

NETWORK COMPONENTS such as joints and terminations for LV→EHV cable systems.

Asset Management (Monitoring and Diagnostics) services (Pry-Cam).
Prysmian technologies support the development of some of the most important solar and wind farms in the world, such as the Ohotnikovo photovoltaic plant in Ukraine and the top wind farms in Southern Italy.

P-Laser cable, the first-ever eco-sustainable Medium Voltage cable for electrical grids, successfully tested and marketed

Group’s fire-resistant cables lie at the core of spectacular constructions like the Burj Khalifa in Dubai, the world’s tallest building
The Group has taken part in several O&G projects supplying power cables for onshore and offshore oil extraction.

Our cables power elevators in some of the world’s tallest and most prestigious buildings, such as the World Trade Centre currently being completed in New York City.

Prysmian has cabled some of the world’s largest aircraft and ships, such as the Airbus 380 and Royal Caribbean’s GENESIS fleet, as well as the fastest trains and most innovative subways.
Helping deliver energy throughout industrial and residential developments
ENERGY & INFRASTRUCTURE

Sales breakdown

By geography
FY 2015

- NORTH AMERICA: 13%
- EMEA: 70%
- LATIN AMERICA: 7%
- APAC: 10%

By business
FY 2015

- 33% Power distribution
- 67% Trade & Installers

€ 2.8 BILLION
The new Construction Products Regulation for a safer Europe

NEW OBLIGATIONS

- CPR introduces obligatory Declaration of Performance and CE marking of cables
- Setting safety levels remains a national responsibility: different adoption of EU classes at national level will determine what class of performance is applicable for a given application

EXPECTED BENEFITS

→ Reliable information on construction products in relation to their performances, providing a shared technical language

→ More clarity will lead to less counterfeit and out of standard products. Less unfair competition.

→ More quality, less risks, less fires, less deaths

Leveraging on our strong brands to differentiate ensuring quality

- The best solution to guarantee continuity of emergency circuits
- Restrict the propagation of fire and the heat release
- Reduce smoke production and harmful emissions

FIRE RESISTANT

LSOH AFUMEX
COMMITMENT TO ENVIRONMENT
Reducing the impact for our customers

91% and 59% of sites certified at year end in accordance with, respectively, the ISO 140001 and OHSAS 18001 standards.

€ 7.3 million in HSE investment, mostly at the FOS “tri-generation” plant (Battipaglia factory).

More than 8,500 TOE* expected to be saved in 2015-16 at the FOS plant in Battipaglia, due to installation of the “tri-generation” plant.

*TOE: tonnes of oil equivalent

First utility in the world to cut by 40% the carbon footprint associated with the supply of medium-voltage cables

Thanks to P-Laser, Enel and Prysmian have contributed to growing together a small forest
- The annual benefit for the environment obtained thanks to P-Laser was similar to the effect of 188,000 adult trees, had they been planted in 2009.
- The total savings achieved from 2009 to 2014 was equal to the annual benefit yielded by nearly 1,300,000 trees.

LINKING THE WORLD TO SUSTAINABILITY

The World’s first green BW cable

The World’s first eco-sustainable MV cable
COMMITMENT TO QUALITY
Continuous improvement

Customer satisfaction surveys

900 T&I customers involved in 15 countries around the world.

2014 results

+ 2% increased in the reliability of deliveries compared with last year

10 factories benefited from specific improvement programmes with

+ 13% increase in reliability over the prior year.

Elevation and protection of quality and standards

Risk associated with Substandard cables

System failures
• Defects
• Livelihood risk for contractors installing unsafe, non-approved cables

Source of fire

Lack of fire performance
• No alarm sound
• No sprinklers activation
• No emergency lighting
• Increase of smoke and emissions

The World’s first green BW cable

The history of our business charts the history of cable industry, itself marked by many major milestone along the way which cement our reputation as an early adopter and industry pioneer

Prysmian Group strongly support, lead and leverage on all the main Industry associations in order to preserve the quality on the market and to preserve people’s safety.
COMMITMENT TO MARKETING AND INNOVATION
Finding new ways to fight commoditization


605 trademarks owned by the Group as of 31 December 2014, with 2,920 registration in the various countries in which Prysmian operates, covering the names and logos of our companies, activities, products a product lines.

NEW TOOLS
Cable apps and product demo equip.

NEW CONCEPTS
Energy efficiency and smart homes

NEW SOLUTIONS
Less installation time, less TCO.

Solutions & innovation to anticipate the energy transformation
Smart packaging | Easy cable identification | Easy to strip | Extra flexibility | Extra slipperiness | Easy uncoiling | Easy to fix
Smart grids | Smart homes | Asset management | Energy efficiency
New tools | New apps
COMMITMENT TO GROWTH

Boosting expansion beyond the boundaries

New markets

With the aim of developing our presence in emerging economies through a more consistent approach to market development and the identification of a better supply chain to serve these markets, the new business area will directly manage the following markets:

**Middle East**
Including: Saudi Arabia, Pakistan, Iraq, Iran, Kuwait, Qatar, Bahrain, Jordan, Lebanon, Afghanistan, UAE.

**Sub Saharan Africa**
Including: South Africa, Nigeria, Ethiopia, Angola, Sudan, Cameroon, Botswana, Senegal, Benin, Congo.

**Central America**

Expansion & growth to face the long race

**Regional approach** — In order to increase competitiveness and efficiency to better serve the local markets, three regions have been created in Europe: South Europe, North Europe, and CEE Europe. Italy, UK and Turkey remain instead organised as autonomous countries.

**Optimised footprint** — Regional scope and scale effectiveness; Specialized competence centers; Network streamlining and lean structures; Service performance and flexibility vs. market dynamics.
BEST IN CLASS FIRE RESISTANT AND LOW FIRE-HAZARD CABLES
Leveraging on the world’s most recognized and prestigious brands

Afumex
3rd Generation

Materials compliant with the safety requirements of the new CPR
- Restrict propagation of fire and heat release
- Reduction of smoke production and harmful emissions

SAFEST FIRE CABLES TO PROTECT YOUR GREATEST VALUES
- The best solution to guarantee continuity of emergency circuits
- Restrict the propagation of fire and the heat release
- Reduce smoke production and harmful emissions.

BENEFITS IN CASE OF FIRE
- Life protection
- More time to escape
- Less hazardous environment for rescue teams
- Buildings protection

IN GENERAL
Safety increases the value of buildings and can reduce insurance costs

The Fire Protection Cable Range includes armoured power cable solutions for life safety and fire fighting systems which either meet or exceed the ‘standard’ and ‘enhanced’ requirements.

The LSOH Afumex family of cables couples low flame spread and heat release with very low emission of smoke and dangerous gases, and helps to provide more time to escape and a less hazardous environment for rescue teams.
Always aware of the need to minimize our impact on the planet, we’re constantly driving innovation in our industry, aiming to optimize supply chain processes, reduce total cost of ownership for our customers and focusing on high value-added solutions & services for MV and LV grids.

- **P-Laser is the first eco-sustainable cable for electrical grids.** It gives you the ideal solution with which to deliver enhanced network reliability, whilst enjoying operational and environmental benefits.

- **Intelligent systems to monitor** a grid’s capability to perform its core function, and the condition and reliability of grid components for an optimized Asset Management strategy.

- **Impressive track record** including major Utilities from all over the world.

The **150 kV class** passed its qualification test.
CABLING SOLUTIONS FOR THE CONSTRUCTION WORLD

Not all cables are the same

BUSINESS DESCRIPTION

- Building wires, Low and Medium voltage cables for residential, commercial, industrial and infrastructure constructions
- Partner of the World best Wholesalers, Installers, Contractors & Specialized Distributors; with a clear focus on their needs following a Customer Centricity approach
- Complete product range of solutions for the construction world, including residential, commercial, industrial and infrastructure with focus on high performance products: best in class Fire Resistant cables, LS0H, Green cables, Easy to Install and Total Cost of Ownership reduction solutions

KEY SUCCESS FACTORS

- Global partner with strong local presence
- Full Product range
- Technological leadership and product excellence
- Customer centric approach
- Capillary logistical distribution network and service
- Technical support
- Extra services
- Unique industry expertise

KEY CUSTOMERS

Contractors & Installers | Wholesalers | Specialized distributors

[Logos of key customers]
FOCUS ON HIGH-END PRODUCTS & SOLUTIONS

Your world-leading partner for long-lasting success

Offer overview

Residential - Commercial - Industrial - Infrastructure

- Power supply
- Emergency circuits
- Connections
- Machinery (mobile or not)
- Switchboard
- Lighting (interior/exterior)
- Branches
- Control/data
- Electrical appliances

Best in class fire resistant and LSOH cables

- Fire fighting systems
- Full range quality Building Wires
- Low voltage Medium voltage
- Instrumentation & control

- SAFETY
- QUALITY
- SAVING TIME
- SUSTAINABILITY

- Green products
- Recycled packaging
- Full life cycle assessment approach

- Easy to install solutions
- Smart Packaging
- Hybrid cables
- Energy + data
PRYSMIAN GROUP COMMITMENT TO CREATE VALUE 
IN WHOLESALERS AND DISTRIBUTION

Focusing on value-added in specialties and standard product

- Branding and co-marketing
- Influencing end-users
- Leading innovation and quality
- Fighting sub-standard

ON-TIME DELIVERY

<table>
<thead>
<tr>
<th>Year</th>
<th>Energy Products</th>
<th>Telekom</th>
</tr>
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<td>90</td>
<td>85</td>
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<td>88</td>
</tr>
<tr>
<td>2014</td>
<td>94</td>
<td>91</td>
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</tbody>
</table>
A MAJOR ROLE IN MILAN 2015 EXPO

Special fire safety and eco-friendly cables for the site hosting the Milan Universal Exposition of 2015: 50 km of medium voltage P-Laser cables and 300 km of low voltage Afumex cables.

TAKING SAFETY TO NEW HEIGHTS

Approximately 350 km of high-tech fire-resistant cables for power distribution supplied within the Shard skyscraper, the tallest building in London and Western Europe. Prysmian chosen as global supplier of BASEC and LPCB certified cables and components, and of support and advice to the construction company on the best installation methods to use.

THE LIVES OF THESE PEOPLE DO NOT HANG BY A THREAD

Around 500 km of cables for Tele2 Arena, a new, ultra-modern multi-purpose stadium in Stockholm. Prysmian Group has supplied halogen-free cables for the stadium’s power, telecommunication and lighting systems, selected by the customer as the latest technology to guarantee safety.
Keeping the wheels of industry turning
Industrial & Network Components
Sales breakdown

By geography
FY 2015

- NORTH AMERICA: 24%
- LATIN AMERICA: 5%
- EMEA: 46%
- APAC: 25%

By business
FY 2015

- Oil & Gas: 14%
- Specialities and OEMs (1): 43%
- Elevators: 12%
- Automotive: 18%
- Network components: 8%
- Others: 5%

Total: €1.7 BILLION

1) Includes Renewables business
- **RANGE OF PRODUCTS**
  From heavy-duty industries such as mining, tunnel drilling, cranes, nuclear power and defense, to trains, railway infrastructures, ships, renewable energy...

- **GLOBAL EXPERTISE AND LOCAL PRESENCE**
  We work in close proximity with our customers, delivering products and service platforms, built on easy contact, customized solutions and effective supply chains

- **MOST DEMANDING OEMs APPLICATIONS**
  Extreme temperature, extreme miniaturization, water and gas tight, and many others are common requests for industries such as floor heating, steel bath monitoring, lighting, bridge crossing, high load brake equipment, satellite control, flexibility and resistance to abrasion.
HEAVY INDUSTRY
Power and control cables from seaport cranes to mines

MILITARY
Power, control, instrumentation & communication that meet the strictest of military standards

TRANSPORTATION
cables for:
Shipboard;
Railway & Underground;
Rolling Stock;
Aerospace

WATER CABLES
Ensuring continuous operation of electrical pumps

LIGHTING CABLES
Wire and cabling to the lighting industry, including domestic lighting and streets lighting towers

AUTOMATION & DRIVE CABLES
MV and LV power cables with EMC protection

HARNESSING SYSTEMS
Components reliable (we measure our Cpk), multinorm, approved from wide number of bodies and available JIT

SPECIALTY CABLES
Whether it’s the number of cores, size, materials, or all these elements together, our experience can help you define the characteristic of the product required

INDUSTRIAL & NETWORK COMPONENTS
New Leader in Renewables…
Prysmian Group market share*

...leveraging global exposure to high growth trend
Worldwide annual capacity increase

* Company estimates based on GWEC and EPIA. Market share related to combined Solar and Wind on-shore segments

CONVERTING NEW OPPORTUNITIES INTO REALITY
Our cables help businesses in the renewable industry around the globe

- **MORE PRODUCTS AND SOLUTIONS** Our technologies cover cables used in wind turbine and tower operations

- **OUR TRACK RECORD** includes projects working alongside some of the best-known names in the sector, including many ground-breaking industry milestones
DRAKA TOWERFLEX™
Comprehensive LV cabling solutions with excellent handling and bending properties for fixed installation in wind turbines

DRAKA WINDFLEX™
Full range of MV and LV cable, with high resistance to torsion, oil, ozone and flame, for flexible installation in wind turbines

DRAKA CABLE SETS™
Wide range of MV and LV pre-assembled and customized cable sets, for wind turbine and nacelle

DRAKA FIBERCONNECT™
Comprehensive and integrated fibre optical cabling solution for industrial ethernet application in wind turbine towers

FULL RANGE OF MV AND LV
Cabling solutions with advanced properties for fixed and flexible installation in wind turbines

POWER DISTRIBUTION CABLE SYSTEMS
INTER-ARRAY AND PLATFORM
HVAC and HVDC Export Cables
PRE-ASSEMBLED
Connection cables
Land and Submarine
Cable sets, Network Components and Systems Solutions
- **STATE-OF-THE-ART SOLUTIONS**: from drilling, extraction and storage equipment to platform and processing facilities operation, in harsh offshore and onshore environments

- **WORLDWIDE PRESENCE**: Brazil, Gulf of Mexico, North Sea, South-East Asia...

- **STRONG COMMITMENT**: we help customers minimize environmental impact and achieve sustainable, profitable growth
Through our Draka brand, the Group has been manufacturing elevator cables for over 35 years, and we now have manufacturing, distribution and sales facilities around the world, working 24 hours a day.

This unrivalled experience and worldwide coverage allows us to deliver superior service, working in close proximity with our customers to arrive at customized solutions.

Elevator cable technology deployed in some of the world’s most famous structures.
CABLE AND ACCESSORIES

Elevator travelling cables with a lifetime warranty

A wide range of wireway and other electrical conveyance. Code-compliant trough EMT, flex, fittings and boxes are available

ELEVATORS

WIRE ROPE, COMPENSATION CABLE AND ACCESSORIES

A complete complement of wire rope of different types, grades, diameters and loads

COMPONENTS AND SYSTEMS

Technological components used in both the hoistway and the control room

TOOLS AND HARDWARE

Strippers, peelers, bits, blades, benders, burnishers and much more

MAINTENANCE AND SAFETY

Lights and ladders, fall kits and rope grabs, barricades and oil spill absorber, and safety kits conform all industry standards

WIREWAY & ELECTRICAL

A wide range of wireway and other electrical conveyance.

ELECTRONICS & MODERNIZATION

Limit switches, limit switch trees and magnet switches
WE MINIMIZE RISKS AND WE HANDLE COMPLEXITY

Full Kit Solutions
- Cable(s)
- Rope(s)
- CompChain
- Accessories
- Tools
- Wireways
- Safety devices etc.

Master-reels
Cut-to-length
Assembled
Connectorized

WE MINIMIZE RISKS AND WE HANDLE COMPLEXITY
DRAKA ELEVATOR | PRODUCT OFFERING

VALUE INNOVATION FOR YOUR NEXT GEN NETWORK

Throughout the elevator

Wire Rope

Wireway

Travelling Cables

Compensating Cable

Components

Modernization

Safety

INDUSTRIAL & NETWORK COMPONENTS
With approximately 900 employees, the **global structure** of Prysmian Group Automotive - Brazil, China, Czech Republic, France, Germany, India, Mexico, Philippines, Russia, Tunisia and Turkey - fits the worldwide organization of the transport vehicle manufacturing industry perfectly.

- **Outstanding product portfolio** covers all mechanical, electrical and chemical requirements in cars, trucks and trains.

- Such varied requirements have in turn, led to an outstanding range of **customized products**, and established Draka and Prysmian as specialists for challenging applications.
RESISTANCE CABLES
Mostly coated with insulation sheaths of ultra-thin wall thickness and high-temperature resistant materials

SINGLE-CORE CABLES
Temperature class up to 105 °C / 3000 h and normally PVC insulated. Available with standard or with reduced wall thickness, with symmetric, asymmetric and fine wire conductor

MULTI-CORE SCREENED CABLES
Screened multi-core cables

MULTI-CORE SHEATHED CABLES
Temperature class up to 105 °C / 3000 h and normally PVC insulated. Available with standard or with reduced wall thickness, with symmetric, asymmetric and fine wire conductor

MULTIMEDIA AND COAXIAL CABLES
Single-wire asymmetric screened cables, for the transport of high-frequency signals

SHEATHED ABS-SENSOR CABLES
Temperature class up to 105 °C / 3000 h and normally PVC insulated. Fully compliant EMC requirements also available

CAN BUS CABLES
Known for their flexibility and robustness, for use in industrial machinery and equipment, and harsh environments
The highly specialized Aerospace Business unit of Prysmian Group offers logistical and technical support to the Aerospace industry worldwide.

The Business unit is organized and sized to offer Reactivity, Innovation and the best Quality to our Customers.

Our product range is adapted to the most recent needs for more electrical aircrafts offering solutions for both higher electrical power and higher speed for Data transmission.
AEROSPACE | PRODUCT OFFERING

A complete offer

DATA TRANSMISSION
- Coaxial cables
- Optical cables
- Quad Ethernet
- Twinax bus cables
- USB-HDMI

HOOK-UP WIRES
- EN-ASNE 260° C/115 V AC
- CCA ultra lightweight
- 180° C/115V
- MIL Wires: M22759 Series including smooth surface series M27500 Cables constructions

SPACE CABLES
- ESA Qualified Space range F A3901

OPTICAL CABLES
- Known for their flexibility and robustness, for use in industrial machinery and equipment, and harsh environments

SPECIAL CABLES
- Thermocouples
- Hook up wires for 230 V Network
Global #1 telecom cable provider

TELECOM

- Overview
- TLC solutions
- Fibre
- Multimedia Solutions
BUSINESS OVERVIEW

By geography
FY 2015

- NORTH AMERICA: 16%
- EMEA: 56%
- LATIN AMERICA: 13%
- APAC: 15%

By business
FY 2015

- € 1.1 BILLION
- 64% Optical, Connectivity & Fibre
- 21% Multimedia & Specials
- 13% Copper
- 4% OPGW & Other

By business
FY 2015

- CP Group
- 4% OPGW & Other
- 21% Multimedia & Specials
- 13% Copper
- 64% Optical, Connectivity & Fibre
PARTNER OF THE WORLD’S KEY PLAYERS
OUR STRENGTHS

LEADING TECHNOLOGY

- Proprietary and industry leading PCVD fibre production technology
- Licensed OVD Technology
- More than 650 inventions (more than 3800 patents)
- Total compliance with standards

GLOBAL FOOTPRINT

- Global market leader (n. 1 in Brazil, Australia, North America and Western Europe)
- 19 dedicated Telecom manufacturing plants

OUTSTANDING PORTFOLIO

- Focus on high customer value market segment
- Production of specialist cable plus fibre optic solutions
- Flagship products like BendBrightXS optical fibre
Coating method used for **permanent color embedding** in the fibre coating, which allows for quicker and easier installation

Colour is **integrated in fibre coating**, instead of applied to the outside of the coated fibre

- Colouring achieved by adding color components to the secondary layer of the acrylate coating during the fibre manufacturing process
- Method for colouring the fibre is more durable than other technologies

- Combines two attractive features: **true bend insensitivity** and **backward compatibility** with existing single-mode fibres and loose tube cables
- Ideal for a **wide variety of applications**, including end-to-end FTTH network roll-outs
- Excellent bending properties and reduced diameter allow for compact installations, leading to significant **reduction of Total Cost of Ownership (TCO)**
- **BendBrightXS 200µm fibre**, particularly well adapted to use in very high density cables.
OUR OFFER

TELECOM SOLUTIONS

CABLING SOLUTIONS AND CONNECTIVITY PRODUCTS used for telecommunication networks

PRODUCT PORTFOLIO:
- Optical cables
- Connectivity
- OPGW
- Copper cables

OPTICAL FIBRE

PRODUCTION AND DEVELOPMENT of optical fibres

PRODUCT PORTFOLIO:
- Single mode fibre
- Multimode fibre
- Specialty fibre

MULTIMEDIA SOLUTIONS

CABLING SOLUTIONS for all kind of communication needs in premises, industry and transport infrastructures

PRODUCT PORTFOLIO:
- Datacom
- Multimedia specials
- Mobile networks
- Signaling
Linking communications to communities
TELECOM SOLUTIONS

OPTICAL FIBRE CABLE
- Optical cables for the complete telecom infrastructure, from long distance to customer drop
- Full range of technologies, incl. loose tube, FlexTube® (the highest fibre density in a high fibre count cable – 1,728f in 23 mm) and ribbon, compatible with all fibre technologies, incl. BendBright™

CONNECTIVITY
- Connectivity products for FTTx applications, linking cables to create a full passive telecom network
- Products for deployment within the Central Office customer premises and in the external network

OPGW
- Optical Ground Wire (OPGW) systems for installation on high voltage electric lines
- Complete portfolio of optical cables, connectivity & services

COPPER CABLE
- Copper telecom cables for long and short distances
- Complete range for underground, aerial and central office solutions
FLEXTUBE®

Prysmian recently developed a 1,728 fibre Flextube cable: only 23mm in overall diameter, approximately the same size as Prysmian’s current 624f standard loose tube cable. It is the largest Flextube® cable available and has the highest fibre density of any high fibre count cable deployed in the world, (4.16f/mm2).

PRODUCT HIGHLIGHTS

A revolutionary cable design. It offers extremely small and flexible cables with much faster installation compared to standard loose tube cables.

VertiCasa® XS

Designed specifically for bringing optical fibre directly to residents of high-density apartments and offices. System uses superior fibre technology: BendBright® XS fibres, Non Zero Dispersion Shifted (NZDS) fibres.

Main cable holds up to 96 fibres which can be branched directly to individual subscribers on different floors of the building without the need for splicing of fibre within the riser of the building.

Blowable micro-duct systems. Simple, well established blowable solutions to fulfill the need for a flexible fibre system. Enabling the customer to scale its passive network to the demands of end-user without high capital expenditure or extensive network planning. Fibre deployment by using compressed air to blow optical cables and EPFUs into micro-ducts.

Micro-duct system equipped with BendBright® XS fibres. Fibre To The Home (FTTH) system solution.

Three systems interchangeable and complementary.

Sirocco XS

— Sirocco consists of pre-installed micro-ducts in tubes into which blown fibre units (EPFUs) are blown.

JN

— JN are loose bundled of micro-ducts in a protective duct in which cable and/or micro-ducts can be blown.

EaseNet XS

— EaseNet are micro-ducts that can be directly buried as a single duct, these thick walled micro-ducts allow for easy branch off to customers – ideal for FTTH.

Three systems interchangeable and complementary.
OUR SOLUTIONS
Value innovation for your broadband network

**JN**
- JN 50mm/7x12 mm
- JN Cable 144 OF

**VERTICASA™**
- Customer Outlet Box
- Break-out unit
- Modular Wall Box
- Vertica Cable 16 OF

**SIROCCO™**
- Sirocco Enhanced Performance
- Fibre Units Max 12 OF

**EASENET™**
- EaseNet 7x14 mm
- EaseNet Cable 96OF

**QUICKDRAW™**
- Max. 8 Subscribers per lead in joint
- Quickdraw Cable Pre-connectorized

**RETRACTANET™**
- Distribution point
- RetractaNet Cable with 12x or 24x Fibre module
- Fibre capacity 96 OF

- 24-Way Direct Install Tube Cable
- Tube Distribution Closure
- Single 5mm Drop Tube
Linking new technology to a changing world
**OUR PRODUCT OFFERING**

**PRODUCTS**

- **SINGLE-MODE** optical fibre
  - Cost and technology leadership with focus on BendBright™XS and Long Haul G.655
  - Precoloured fibre technology Colorlock™XS

- **MULTIMODE** optical fibre
  - Large core of multimode fibres enables the use of low cost transceivers with a big spot size
  - Speciality fibres (e.g. BendBright-Elite™)

**MANUFACTURING**

- **19 dedicated Telecom manufacturing plants and 11 combined** (Energy + TLC) with industry leading production facilities and process control

- **Proprietary manufacturing process** for Plasma-activated Chemical Vapor Deposition

- **Licensed OVD Technology** with ~650 unique inventions corresponding to more than 3,800 patents

**BENDBRIGHT-ELITE™ RIBBON**

- Provides industry leading **macro-bending performance in a multi-fibre planar ribbon array**
  - Optimal for mass-fusion splicing and multi-fibre
  - Connectorization
  - Small bend radii for tight space applications

The UV Curable Acrylate Ribbon Material allows for easy handling and stripability

Available in both standard fibre geometry and Draka’s precision Patch Cord fibre geometry for applications with stringent geometry requirements
Spectacular year on year growth of the Bend-insensitive G.657.A2 BendBright XS fibre demand, which is **doubling from 2013 to 2014**

This fibre is being recognized more and more as the enabler to reduce the **TCO** (Total Cost of Ownership) of the networks deployed by the Telecom Operators, in both indoor and outdoor environments.

Since 2008, more than 12 Mfkm have been sold (200µ and 250µ versions)

**World Optical Cable Demand**
(Million F-km, SM + MM)

Source: CRU International.
Linking multimedia to private communications
**OUR PRODUCT OFFERING**

**DATA COM**

- Offices, data centres and industrial applications
  - Various copper technologies for specific short distance applications
  - Multi-mode fibre cables for medium distance applications

**MULTIMEDIA SPECIALS**

- Broadcasting
- Central office / Switching
- CATV Network Applications
- Industrial Communication Solutions

**MOBILE NETWORKS**

- Links between mobile network antennas and base stations
- Coaxial Radio Frequency antennas
- Connecting base station and antenna (feeder, jumper and tunnel cables)
**PRODUCT HIGHLIGHTS**

**COPPER TWISTED PAIR CABLES**

Increasing wire protecting options available, allowing for higher speeds

- **CAT5**: Unfoiled twisted pair cable
- **CAT6**: Al-laminated plastic foil, patented wrapping of two pairs each
- **CAT7A**: Al-laminated plastic foil around each pair

**UCFIBRE with MaxCap BB-OM3/4**

Bend-insensitive technology gives a huge boost in functionality and solution quality

- End-users enjoying high reliability data centres
- Lower downtime and maintenance
- Savings in racks and housings thanks to higher cabling density
Thank you
Name Surname
Position

www.prysmiangroup.com