Powerlink
HV & Submarine Cable Systems
1. Prysmian Group
Prysmian Group | a true public company

WORLD LEADER in the energy and telecom cable systems industry

PARTNER of the world's key players

A STRONG REPUTATION for performance and innovation

A LISTED COMPANY without a controlling shareholder, managed on a transparent basis

(over 9,200 employees as investors)

Data refers to 2020

+50 Countries

+100 Plants

25 R&D Centers

+28,000 Employees

+10 €B Annual Sales

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+100 Plants

25 R&D Centers

+28,000 Employees

+10 €B Annual Sales
Worldwide leader in the cable industry

+50 COUNTRIES

104 PLANTS

25 R&D CENTERS

ABOUT 28,000 EMPLOYEES

OVER 10 BILLION ANNUAL SALES FY 2020
Prysmian Group at a glance | 2020 financial results

SALES BREAKDOWN BY BUSINESS

- Telecom: 14%
- Projects: 14%
- Energy & Infrastructure: 72%
- Energy: 22%
- Industrial & Network Components: 23%
- Other: 2%

Adj. EBITDA BY BUSINESS

- Telecom: 25%
- Projects: 22%
- Energy & Infrastructure: 33%
- Industrial & Network Components: 20%

Adj. EBITDA MARGIN

- Projects: 13.0%
- Telecom: 15.6%
- Industrial & Network Components: 7.4%
- Energy & Infrastructure: 5.8%
- Total Group: 8.4%

SALES BREAKDOWN BY GEOGRAPHY

- North America: 31%
- APAC: 8%
- Latam: 8%
- EMEA: 53%

Total Group: €10.0 BN
Prysmian is a truly public company, financially solid and totally transparent

Company without a controlling shareholder with over 3% of the share capital held by employees

Constituted by a broad shareholder base to ensure the highest international standards of governance and transparency

Integrity as corporate value expressed through several policies Ethical code, anti-corruption policies, privacy & data protection, Helpline programme

SHARE OWNERSHIP BY TYPE AND SIGNIFICANT SHAREHOLDERS

- 78.0% Institutional Investors
- 8.3% Retail
- 1.8% Treasury shares
- 11.9% Other (*)

- 5.2% BlackRock, Inc.
- 4.0% UBS AG
- 3.9% T. Rowe Price Group, Inc.
- 3.7% Crédit Agricole S.A.
- 3.2% Sun Life Financial, Inc.
- 3.1% AXA S.A.
- 3.0% Schroders PLC
- 2.8% The Vanguard Group, Inc.
- 2.7% Hardman Johnston Global Advisors LLC
- 68.4% Other

* Mainly comprises shares held by non-institutional investors and by third-party holders of shares for trading purposes.
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

**The strength of climate change ambition**
Achieving Net Zero between 2035 and 2040 for Scope 1 & 2 emissions, and by 2050 for Scope 3 emissions

**The social ambition for greater inclusion**
Strengthening Inclusion & Diversity, Digital, Local Empowerment, Engagement & Upskilling, aligned with the UN Global Compact
A journey that began two centuries ago

**Prysmian**

**A Brand of Prysmian Group**

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.

2007

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

**Draka**

**A Brand of Prysmian Group**

1910

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

1987

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

**General Cable**

**A Brand of Prysmian Group**

1927

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

2007

The Company acquired NSW, an offshore submarine cable supplier and installer in Germany.

2011

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

2018

General Cable was merged into Prysmian Group.

**Prysmian Group**

Linking the Future
2. Prysmian Projects
Prysmian Group
Organizational Structure

CEO
V. Battista

Audit & Compliance
Nespoli

Senior Advisor*
Romeo

Communication
Caruso

Finance Admin & Control & IT
Facchini

HR & Organization
Rutschmann

Corporate Affairs
Zirulia

Innovation
Siripurapu

Corporate Strategy & Dev
Longhi

Digital Innovation
Brandinali

Sustainability
Bifulco

PROJECTS DIVISION
Ozmen

ENERGY DIVISION
Mogollon

TELECOM DIVISION
Vanhille

CHIEF OPERATING OFFICER
Battaini

Business Operations
Sofia

R&D
Siripurapu

GOVERNANCE

DIVISIONS

BUSINESS OPERATIONS

GEOGRAPHIES

SE
Tardiff

CEE
Persson

NE
Arata

UK
Del Brenna

NA
Pirondini

LATAM
Quiroz Centeno

OSEA
Aydogdu

MEAT & India*
Farisè

China
Bavesco

Also Group CIO reporting to Group CFO
Also responsible for investor relation reporting to Group CFO
Projects division structure

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**PROJECTS**

- High Voltage
- Submarine Power
- Submarine Telecom
- Offshore Specialties

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**Powerlink**

A Brand of Prysmian Group

Designs, produces and installs **high and extra high voltage cables and systems for the underground and submarine power transmission directly from power stations to primary distribution grids.**
Projects division 2020 financial results

**SALES**

- 2019: 1,844
- 2020: 1,438

* Org. Growth:

**Adj. EBITDA / % of Sales**

- 2019:
  - Underground HV: 12.4%
  - Submarine: 2%
  - Group: 50%

- 2020:
  - Underground HV: 13.0%
  - Submarine: 4%
  - Group: 44%

**ORDERS BACKLOG EVOLUTION (€M)**

<table>
<thead>
<tr>
<th>Business Unit</th>
<th>DEC ’13</th>
<th>DEC ’14</th>
<th>DEC ’15</th>
<th>DEC ’16</th>
<th>DEC ’17</th>
<th>DEC ’18</th>
<th>DEC ’19</th>
<th>DEC ’20</th>
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</thead>
<tbody>
<tr>
<td>Underground HV</td>
<td>~450</td>
<td>~450</td>
<td>~600</td>
<td>~350</td>
<td>~400</td>
<td>~435</td>
<td>~310</td>
<td>~1,980</td>
</tr>
<tr>
<td>Submarine</td>
<td>~2,050</td>
<td>~2,350</td>
<td>~2,600</td>
<td>~2,050</td>
<td>~2,050</td>
<td>~1,465</td>
<td>~1,730</td>
<td>~1,510</td>
</tr>
<tr>
<td>Group</td>
<td>~2,500</td>
<td>~2,800</td>
<td>~3,200</td>
<td>~2,400</td>
<td>~2,450</td>
<td>~1,900</td>
<td>~2,040</td>
<td>~3,490</td>
</tr>
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Prysmian
A Brand of Prysmian Group

Prysmian Group
Linking the Future
Submarine power

Main Market Segments:

INTERCONNECTORS

PRODUCT PORTFOLIO
Medium Voltage, HVAC and HVDC solutions
Extruded and paper insulation technologies
Voltage levels up to 700kV

OFFSHORE WIND

BUSINESS MODEL
EPC contractor capability
Realization of full turn-key projects
Unique manufacturing and installation asset base

POWER FROM SHORE

OFFERING FULL TURNKEY PROJECT SOLUTIONS

ENABLING THE ENERGY TRANSITION
Submarine Telecom Systems

Remote Learning 5G Network Video Conferencing Social Media Telemedicine

MARKET
Telecom, Power utilities and Oil & Gas

We are One stop shop of Turnkey Subsea Telecom Cable networks for Telecom operators, Power utilities & OGP customers.
## Offshore specialties

### Main Market Segments:

<table>
<thead>
<tr>
<th>OIL &amp; GAS SUBSEA</th>
<th>POWER FROM SHORE</th>
</tr>
</thead>
<tbody>
<tr>
<td>from Hydraulic to Full Electrical Solutions</td>
<td>Solutions for Floating Applications</td>
</tr>
</tbody>
</table>

### UMBILICALS
- Electro-Hydraulic Umbilical
  - (a) Thermoplastic
  - (b) Steel Tubes
  - (c) Full Electrical
- Flexible pipe
- Well Intervention Workover
- Subsea Flying Leads

### CORE ELEMENTS
- Low and Medium Voltage Cables
- Optical Cables
- Subsea Ancillaries

### FLOATING POWER & OF
- Dynamic Power Cables for floating applications
- ROV Umbilicals
- Sensing Umbilicals

### Dedicated Offshore Services, incl. splicing

### FULL RANGE OF SOLUTIONS FOR:
- Efficient and safe subsea production.
- Technology shift towards the electrification of subsea gas compression facilities.
- Offshore floating future energies (tidal and wave power generation).
High Voltage BU

**WHAT**

Ultimate technological solutions to ensure reliable achievements for our customers

- 500kV AC & 525kV DC full systems
- Complete Service packages

**WHERE**

17 plants to secure Global supply of most advanced HV & EHV cable systems

- 17 HV/EHV plants
- 3 Accessories plants
- 25 R&D centers
- 200+ qualified jointers

**HOW**

Keeping leadership in the HV land market, never compromising quality vs. profitability.

- Revenues in excess of 600m€

2020 figures
Thank you