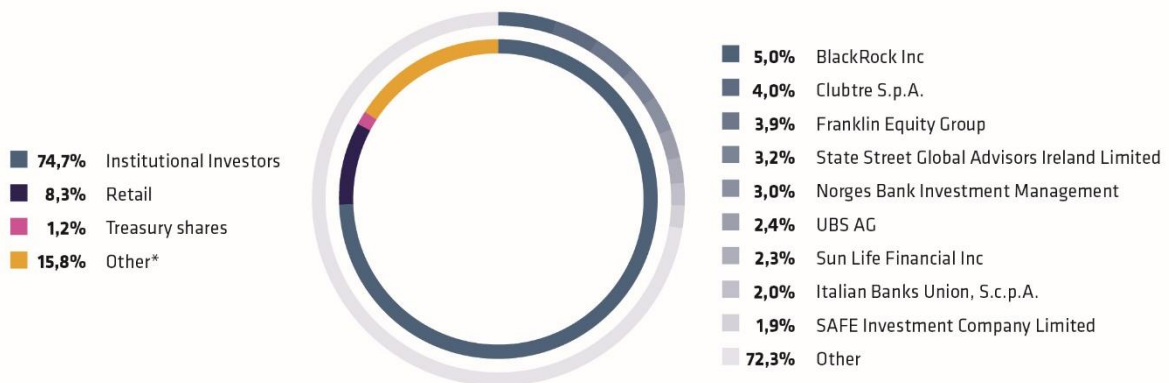


## Shareholders and Investor relations

*The Prysmian Group is for all purposes a Public Company: floating shareholders own 100% of the shares, with almost 80% of capital held by institutional investors.*

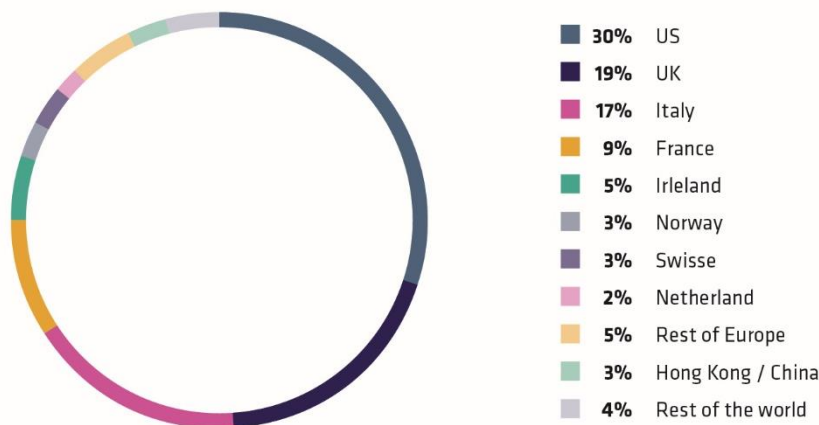
As of 31 December 2016, the share capital of Prysmian S.p.A. amounts to Euro 21,672,092.20, represented by 216,720,922 ordinary shares with a nominal value of Euro 0.1 each. The ownership structure at that date is indicated below.

**Share ownership by type and significant shareholders<sup>4</sup>**



All the shares in circulation as of 31 December 2016 are floating shares, with major shareholdings (in excess of 3%) accounting for around 12% of share capital. Accordingly, there are no majority or relative majority shareholders. Prysmian is one of the few Italian manufacturers with a global presence that, in recent years, has achieved true public company status.

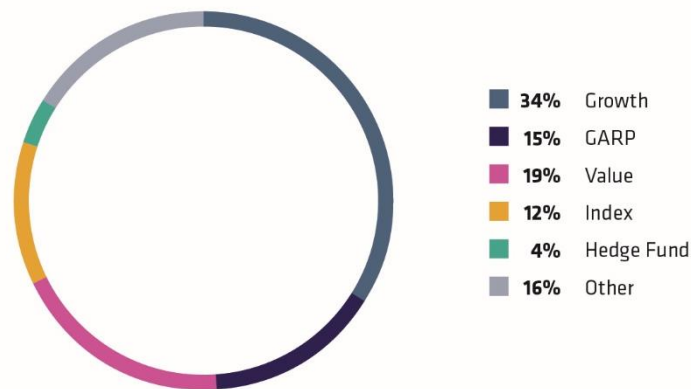
**Institutional investors by geographical area**



<sup>4</sup> Source: Nasdaq OMX, December 2016 (Share ownership by type); Thomson One public sources; CONSOB, January 2017 (Significant shareholders, over 3%); Consob Declaration 120B received by the company on 18/01/2017.

Analysis of share ownership by geographical area confirms the predominance of the United States, with 30% of capital held by institutional investors following a slight decrease since 2015. At the end of 2016, investors in the United Kingdom held about 19% of capital, following an increase since 2015. Institutional investors in Italy held about 17% of capital at the end of 2016, following a rise since 2015, as was the case in France where institutional investors held 9% of capital. The weighting of Asian investors is stable.

**Institutional investors by investment style**



Source: Nasdaq OMX, December 2016

About 68% of the capital held by institutional investors is owned by Value, Growth or GARP investment funds that have a medium/long-term time horizon. With respect to the prior year, there has been a decrease in the number of shareholders adopting an Index investment strategy, based on the main stock indices, while the Hedge Fund component – with a shorter time horizon – has now increased to 4% of the total.

Once again, the Prysmian Group has attracted the attention of numerous Socially Responsible Investors (SRI), whose investment strategy is linked both to financial objectives and an assessment of the social and environmental impact. These investors are increasingly important component of the financial markets.

Prysmian shares are also included in the FTSE ECPI Italia SRI Leaders, comprising a basket of selected Italian shares that excel on environmental, social and governance (ESG) matters.

## INVESTOR RELATIONS

### *Transparency in communications, increased market confidence in the company and promotion of a long-term approach to investment in the shares.*

The creation of value for shareholders and other stakeholders is a key priority for Prysmian, whose group policy for strategic and financial communications is founded on the highest standards of propriety, clarity and transparency. Actions and procedures are designed to provide the market with credible information about the business, with a view to boosting confidence in the company and facilitating a long-term approach to investment in our shares. Every effort is made to avoid biased disclosures and ensure that all current and potential investors receive the same information, so that balanced investment decisions can be made.

Upon publishing its quarterly data, the Company organises conference calls with institutional investors and financial analysts and also invites specialist media representatives to take part. In addition, the Company promptly informs shareholders and potential shareholders about every action or decision that could have a material impact on their investment.

Relations with the financial market were intense during 2016, with more than 400 meetings with institutional investors at the Company's offices, whether in the form of conference calls or one-to-one or group sessions. The Company was also involved in numerous road shows during the year, visiting the main financial markets in Europe and North America, and also took part in conferences organised by leading international brokers. In addition, the increasing attention paid to the activities of the Group by socially responsible investors (SRI) was confirmed by their growing attendance at the road shows and meetings held for them. Lastly, the Group organised various visits to factories and R&D centres for institutional investors and financial analysts during the year, in order to provide them with more detailed information about its products and production processes.

The coverage of Prysmian shares by analysts remains very high, with wide geographical diversification.

The Investor Relations function has maintained constant contacts with institutional investors, not least via the website [www.prysmiangroup.com](http://www.prysmiangroup.com), which includes the recordings of conference calls and presentations to the financial community, corporate documentation, press releases and all other information relating to the Group, in both Italian and English. The Investor Relations section also contains the financial calendar, meeting documents, the Code of Ethics and contact information for the analysts that track the stock, as well as specific sections on Corporate Governance, Risk Factors and the share price.