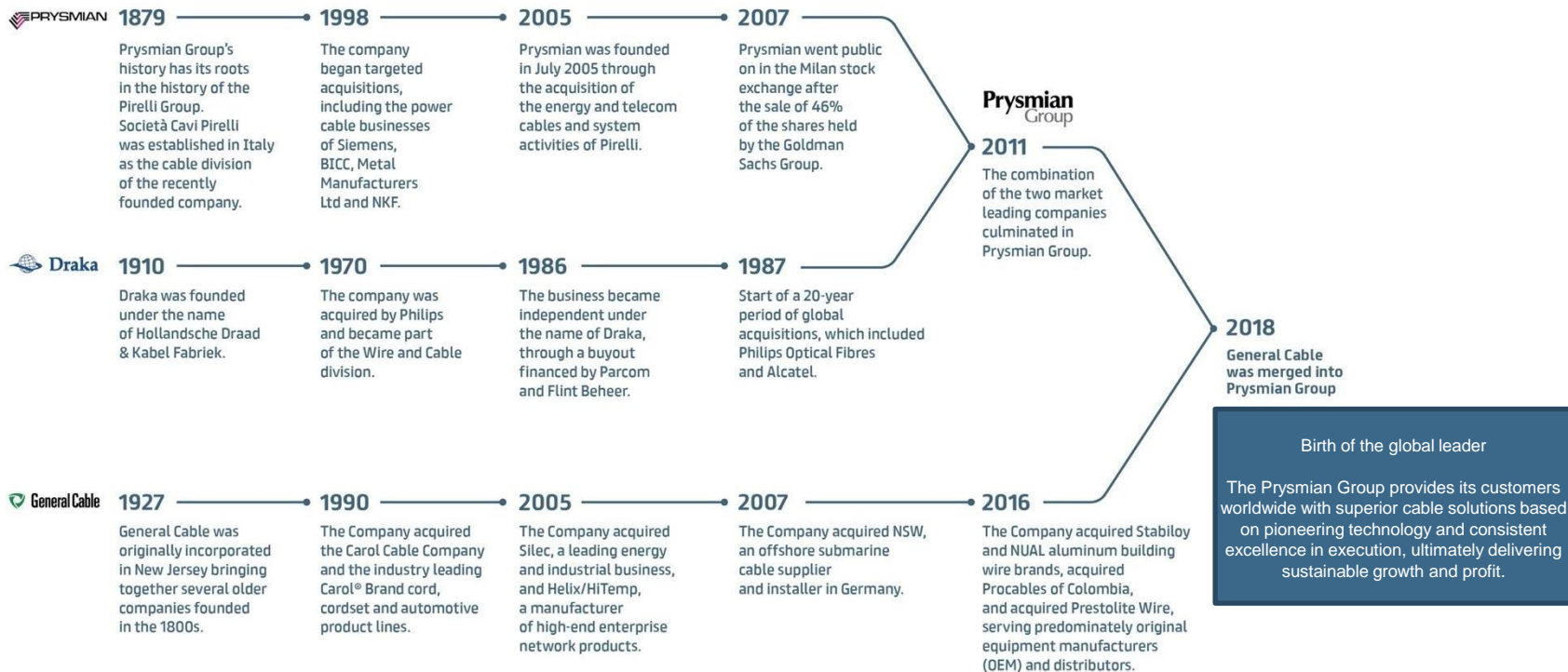


# Linking the sustainable future

Prysmian Group company presentation



# A journey that began two centuries ago



# 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



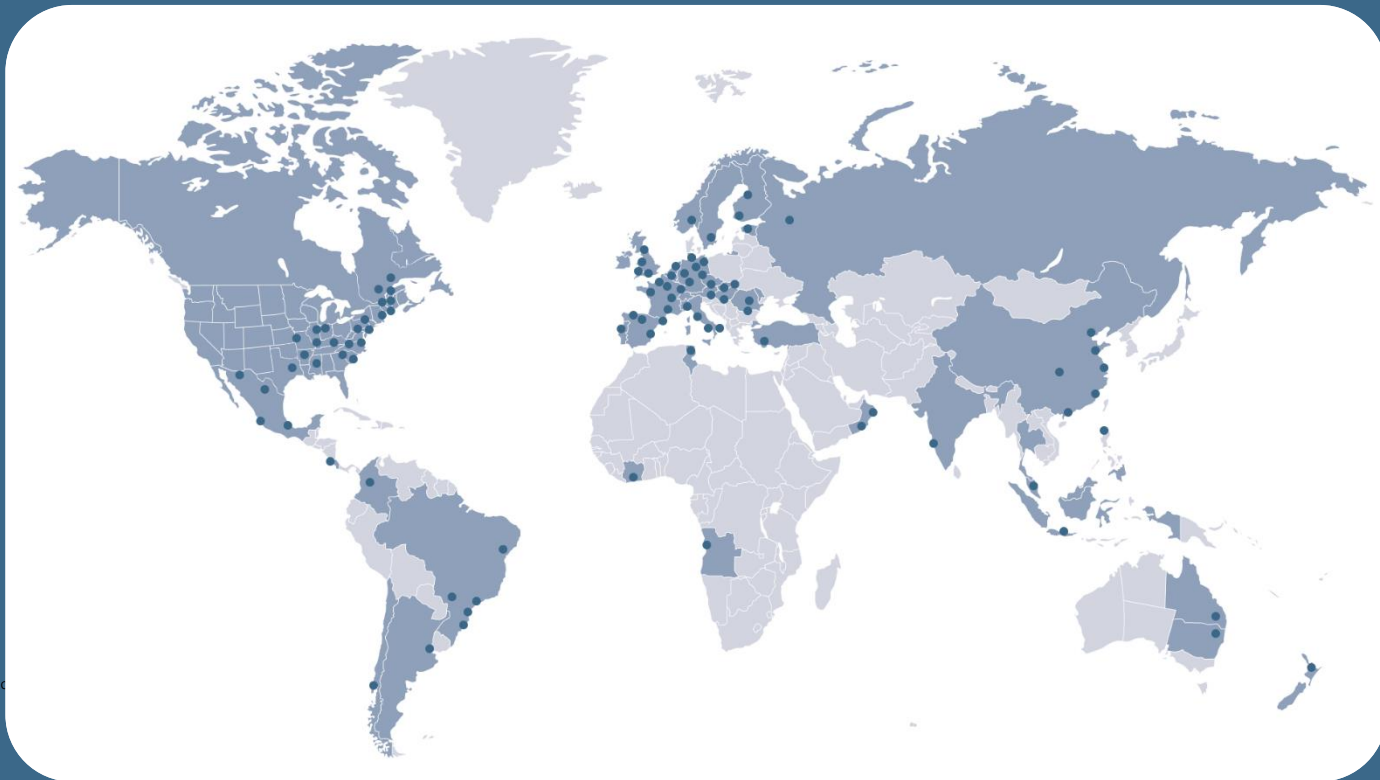
**108**

plants



**26**

R&D Centres



Mudanya

C

Cikampek

# 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

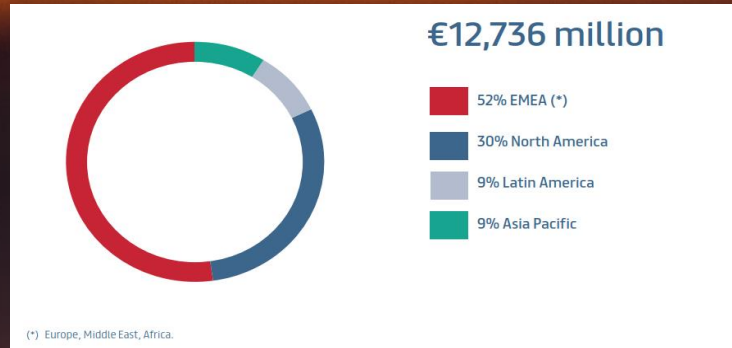
Solar & Photovoltaics | Wind Turbines | Oil & Gas | Marine |  
Mining | Crane | Nuclear Plants | Military & Defence | Other  
Plants | Other Industries

# Partner of the world key player

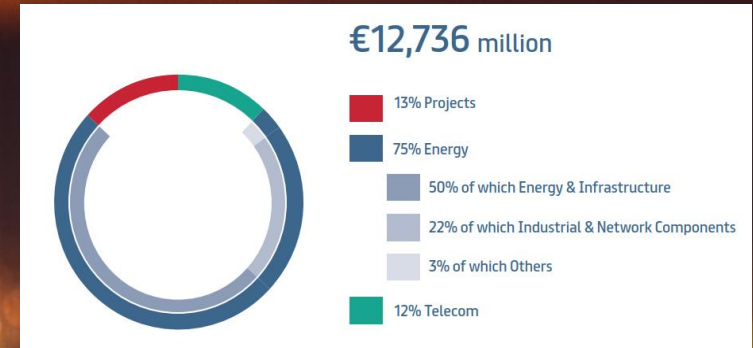


# Solid financial performance

2021 SALES BY GEOGRAPHICAL AREA



2021 SALES BY BUSINESS AREA



# A public company



## SHARE OWNERSHIP BY TYPE AND SIGNIFICANT SHAREHOLDERS



- 81.6% Institutional Investors
  - 7.4% BlackRock, Inc.
  - 4.7% UBS AG
  - 4.5% Crédit Agricole S.A.
  - 4.1% T. Rowe Price Group, Inc.
  - 3.7% AXA S.A.
  - 3.2% Sun Life Financial, Inc.
  - 2.9% The Vanguard Group, Inc.
  - 2.7% Hardman Johnston Global Advisors 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





**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.

## Sharing our values



### 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 at Prysmian Group

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



**26**  
Research  
centres



**203**  
Product families  
launched during  
the year



**50**  
Collaborations with  
research centres  
and universities



**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

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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

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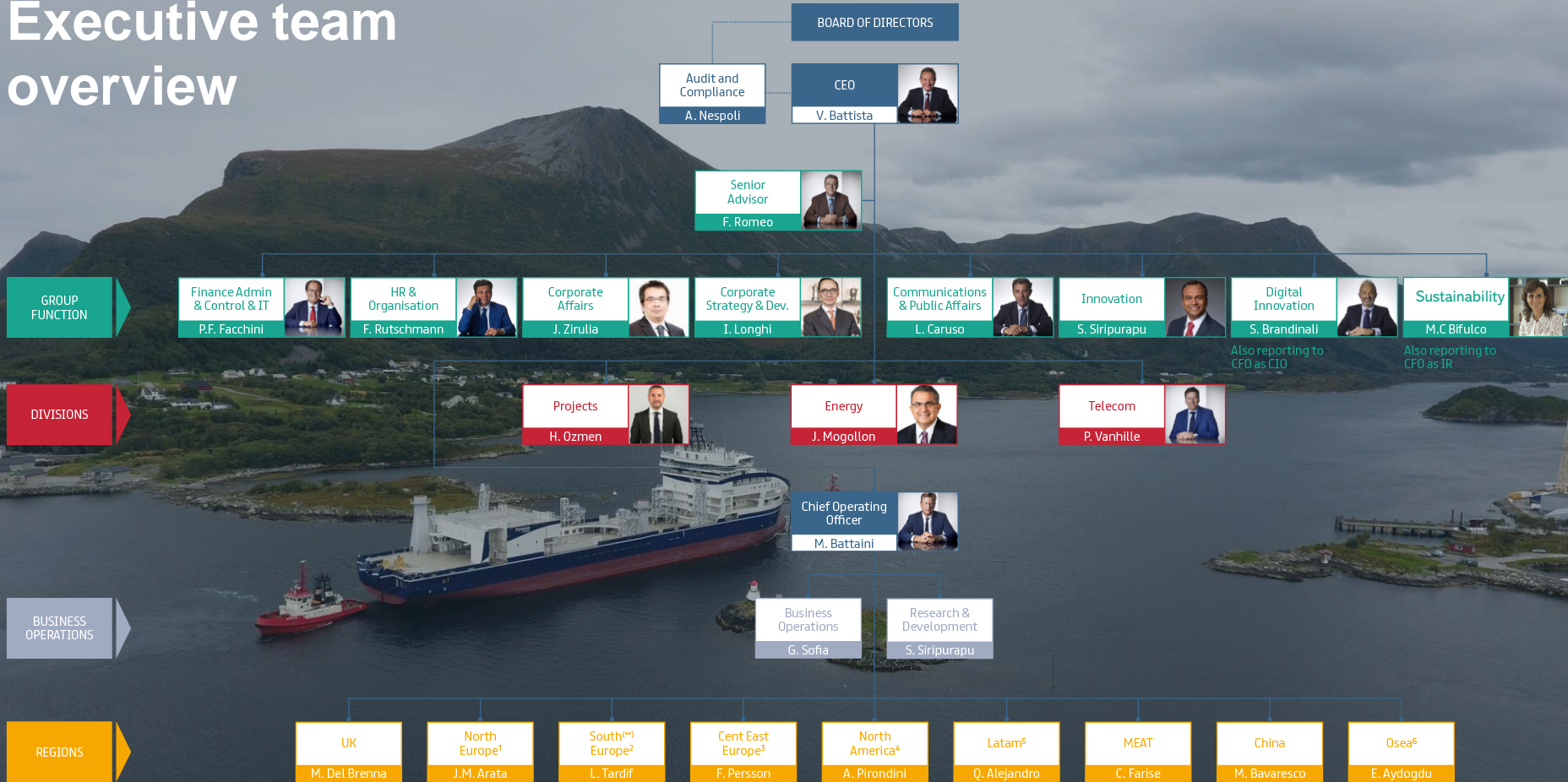
Prysmian Group established Corporate Hangar, an accelerator focused on supporting the Group in its open innovation goals. Corporate Hangar has incubated 3 start ups: Alesea, Kablee and Cultifutura.

### Prysmian Electronics

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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



Arco Felice (Italy)



Nordenham (Germany)



Pikkala (Finland)



Drammen (Norway)



## Cable laying vessels

Best-in-class vessels and equipment



Giulio Verne



Ulisse

Extended project versatility



Cable Enterprise



Leonardo Da Vinci

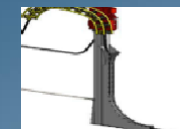
Deep water installation capability up to 3,000 m

## Burial tools

Shallow water and near shore installation solutions



Jetting machines



Vertical injector



Hydroplow



Heavy duty plough



SeaREX

# 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.

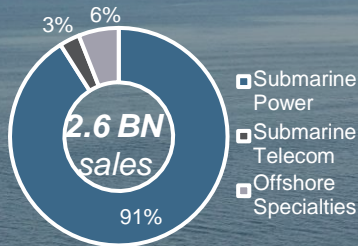
**Other projects:** Lanzarote-Fuerteventura, Saint Nazaire offshore wind farm, Sofia.



# Powerlink and leadership in HV & Submarine cables and systems

*Our key success factors*

## 1. Leadership in cables system solution



**2020 order intake**



**>60 projects currently in execution**



**>2,000 km of submarine cables**



**>65,000 tons of submarine cables**



**~15 projects concluded**



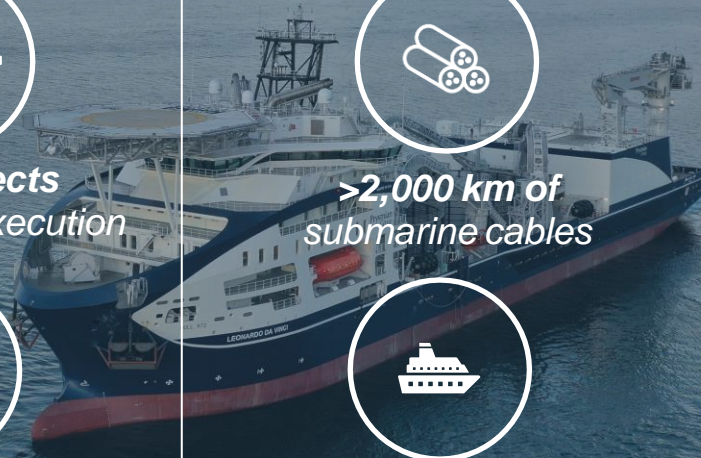
**>25 countries ww with active projects**



**> 850 km of submarine cables installed**



**~ 35 offshore wind farms delivered in the last 10 years**

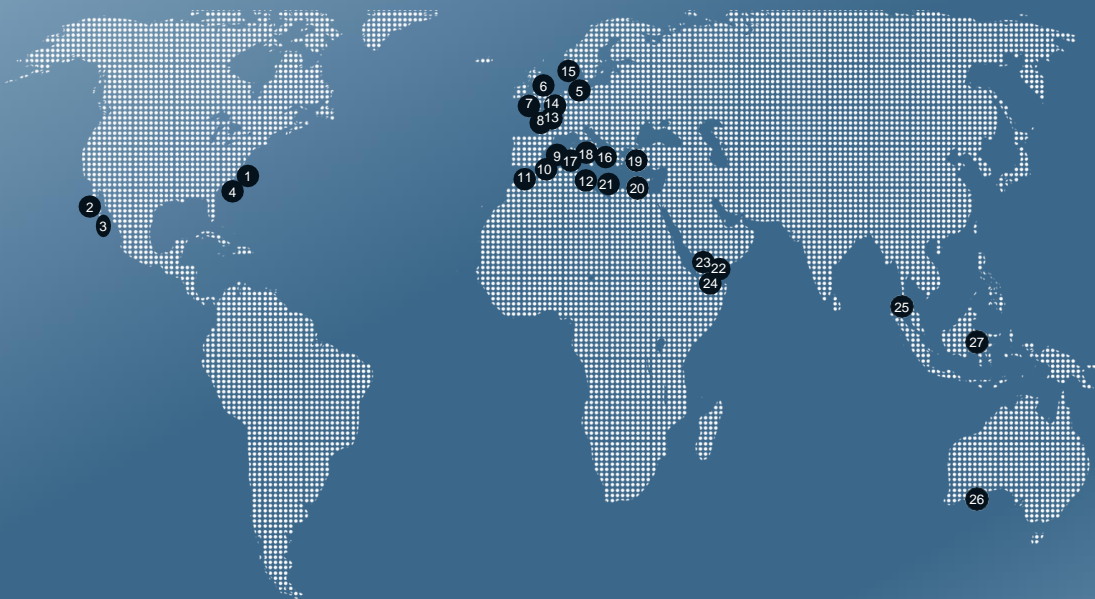


# Heritage in high-performing submarine cables & systems

 **140 years**  
of experience

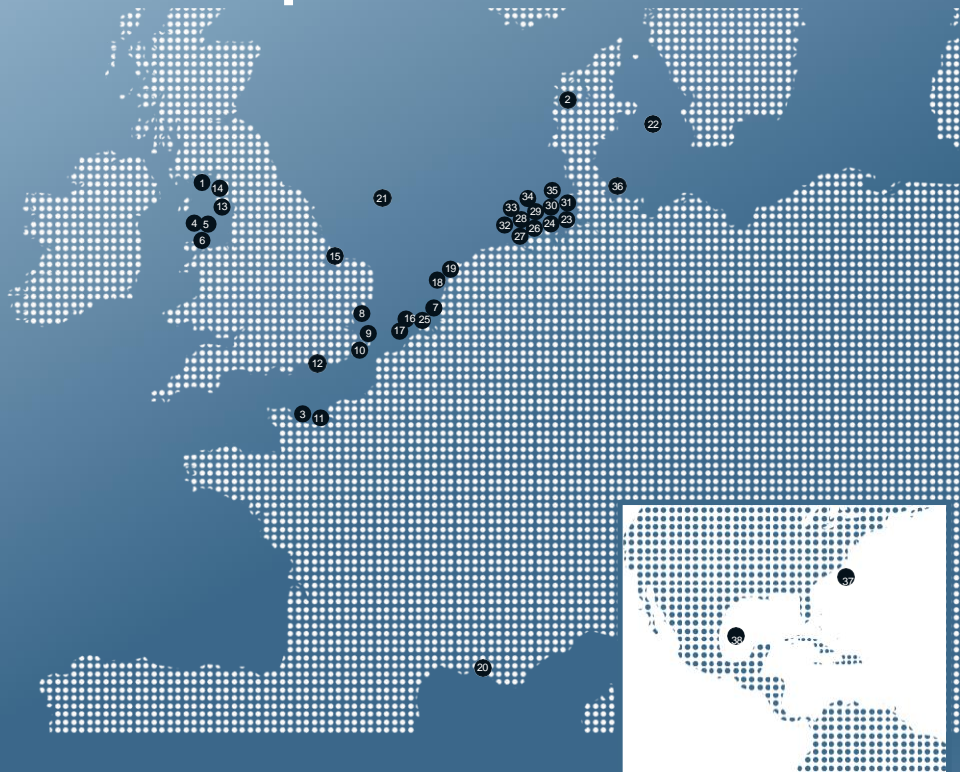
 **~ 30 interconnections**  
delivered in the last 10 years

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



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

# Flagship offshore windfarms in Europe and America



- 1 Hornsea 2 – UK  
66 kV
- 2 Horns Rev3 – Dk  
HVAC 245 kV
- 3 Saint Nazaire /Fécamp/  
Calvados – FR  
HVAC 220 kV various sizes
- 4 GWYNT-Y-MOR – UK  
33 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
- 11 Borselle III & IV – FR  
66 kV various sizes
- 12 East Anglia – UK  
66 kV
- 13 Robin Rigg – UK  
HVAC 132 kV  
3x300 mm2
- 14 Barrow – UK  
HVAC 33 kV  
various sizes
- 15 Teesside – UK  
33 kV  
various sizes
- 16 Bligh bank 2 – BBE  
33kV various sizes
- 17 Rentel- BE  
33kV various sizes
- 18 Egmond – NL  
33 kV, various size
- 19 Westerseerwind – NL  
33 kV various sizes
- 20 Provence grand large – FR  
66 kV various sizes
- 21 Kincardine – UK  
33 kV various sizes
- 22 Nysted – DK  
HVAC 132 kV 3x760 mm2
- 23 Helwin1 – GER  
HVDC ± 250 kV various sizes  
HVAC 155 kV 3x400 mm2
- 24 Helwin2 – GER  
HVDC ± 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  
HVDC 320 kV
- 29 Sylwin1 – GER  
HVDC ± 320 kV various sizes
- 30 Borwin2 – GER  
HVDC ± 300 kV various sizes  
HVAC 155 kV 3x800 mm2
- 31 Borwin3 – GER  
HVDC ± 320 kV various sizes
- 32 Dolwin3 – GER  
HVDC ±320 kV various sizes
- 33 Merkur – GER  
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

# Milestone HV underground cable projects



## Powerlink

A Brand of Prysmian Group

1. **Capital Grid**  
Washington Dc, US  
HVDC, 230 kV
2. **Burnham Taylor**  
Chicago, US  
HVAC, 345 kV
3. **Olympic Tunnel**  
London, UK  
HVAC, 400 kV
4. **ALEGrO**  
Belgium - Germany  
HVDC, ± 320 kV
5. **Barajas Aripport**  
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**  
Perù  
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

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.

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**



# 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



Solar



Wind



Nuclear



Marine



Rolling Stock



Railway



Mining



Crane



# PRY-CAM

A Brand of Prismian Group

## 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

Prysmian  
Group

Linking  
the Future

Thank You

