



## **Press Information**

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## A Worldwide Leading Player in the Cable Industry

### Energy and Telecom Cables And Systems

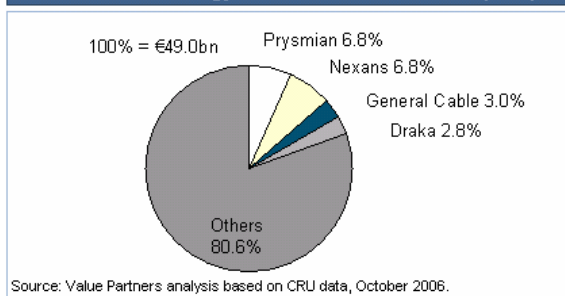
A leading player in the industry of high technology cables and systems for energy and telecommunications, the Prysmian Group is a truly global company with sales that exceeded 5 billion Euro in 2006.

With its strong position in the market segments characterized by the highest added value, the Prysmian Group is active in the development, design, manufacturing, supply and installation of a **wide range of cables** for the most diverse applications in the **energy** and **telecommunications** sectors.

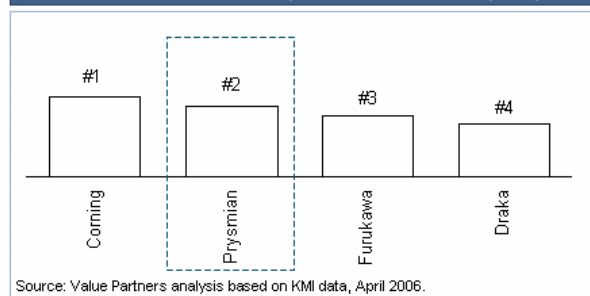
### Competitive Strengths

Specialising in delivering products and services created for specific customer requirements, the key strengths of Prysmian include: **focus on Research and Development, the capacity to innovate on products and production processes, and the use of advanced proprietary technologies.**

Co-leader in the Energy Cables Reference Market (2005)



Number 2 Producer in the Optical Cables Market (2005)



### A Global Presence

With its two businesses, Energy Cables and Systems (cables and systems for underground and submarine power transmission and distribution, for industrial applications and for the distribution of electricity to residential and commercial buildings) and Telecom Cables and Systems (optical cables and fibres and copper cables for video, data and voice transmission), Prysmian boasts a global presence with subsidiaries in **34 countries, 54 plants in 20 countries, 7 Research & Development Centres** in Europe, USA and South America, and over **12,000 employees**.

The widespread and diverse geographical distribution of its manufacturing facilities enables Prysmian to respond to the varying requests and requirements of its customers and the market with the utmost speed and diligence.

### EMEA

Italy: Merlino, Ouattordio, Livorno, Ferraris, Livorno, Pignataro, Arcofelice, Giovinazzo, Battipaglia, Ascoli Piceno France: Angy, Paron, Gron, Chavanoz, Charvieu, Amfreville, Vologne, Xoulces Uk: Bishopstoke, Eastleigh, Aberdare, Wrexham, Prescott Spain: Vilanova y la Geltru (2), Sant Vicens dels Hors Germany: Schwerin, Neustadt Holland: Delft Finland: Pikkala Turkey: Mudanya Romania: Slatina Hungary: Balassagyarmat, Kistelek Tunisia: Grombalia Ivory Coast: Abidjan

### North America

USA: Lexington, Abbeville Canada: Prescott, St. Jean

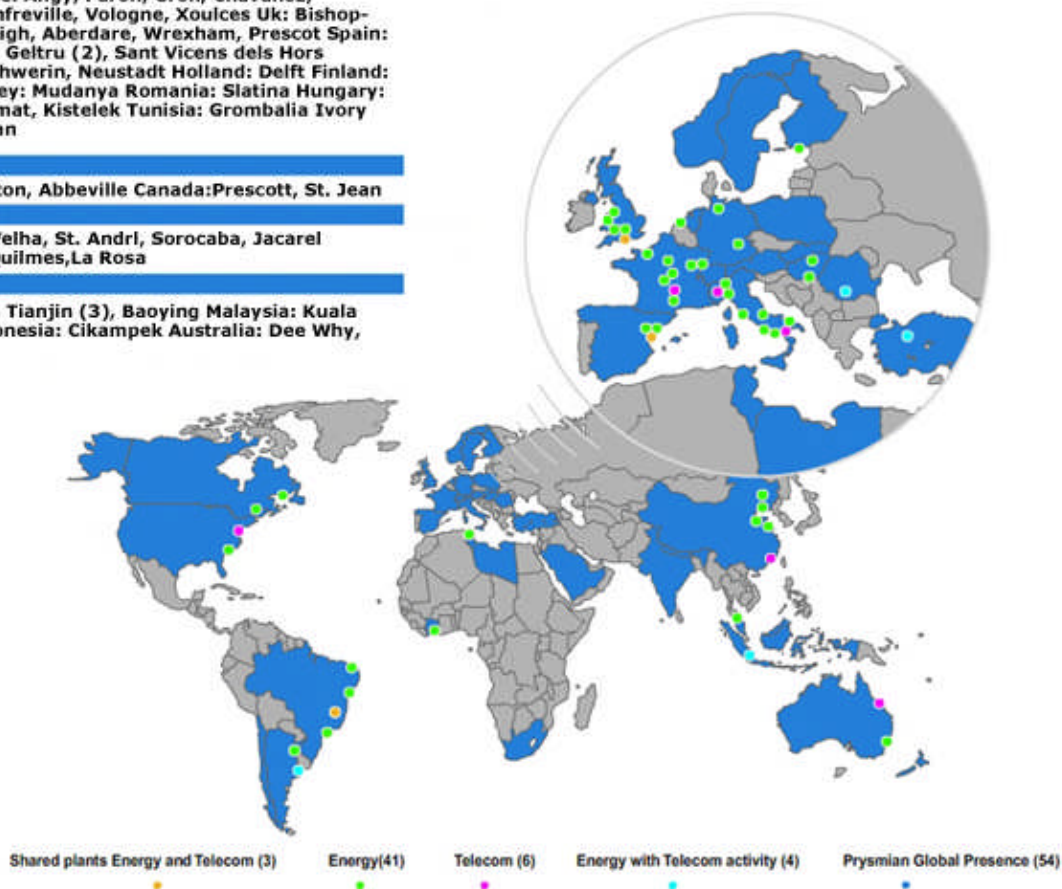
### South America

Brazil: Vila Velha, St. Andre, Sorocaba, Jacarel

Argentina: Quilmes, La Rosa

### APAC

China: Wuxi, Tianjin (3), Baoying Malaysia: Kuala Lumpur Indonesia: Cikampek Australia: Dee Why, Liverpool



## Customers and Projects

Prysman is a reference player in the industry and partner of the world's key operators in the energy and telecommunications industries – utilities, industrial groups, wholesalers and telecommunications operators – such as: Aker, Alstom, Bharti, British Telecom, E.On, Elektroskandia, Eletropaulo, Endesa, Fegime & Imelco, Snamprogetti, France Telecom, National Grid/Transco, Hagemeyer, Idee, Iberdrola, Nevada Power, SNCF, Petrobras, Peugeot-Citroen, Powergrid, R&M Electrical Group, Rexel, RFI, RTE/EDF, Rural Electric Supply, RWE, Siemens, Sonepar, Stn Schiffselektrik, Telefonica Brazil, Telefonica Chile, Telstra, Telus, Terna/Enel, Turk Telecom, Valeo, Verizon, Wampfler, Western Power, Yazaki and Zpmc.

Prysman has been involved in some of the most important submarine power links executed in recent years throughout the world, such as the **link between Italy and Greece (the deepest ever)** and the **BassLink (between the Australian states of Tasmania and Victoria)** which at 295 kilometres (183,30 miles) is currently **one of the longest in the world** .

The Group is currently engaged in several other major projects

including SA.PE.I. (a submarine link of 400 kilometres between Sardinia and mainland Italy which will be the deepest and among the longest ever realized), GCC (a submarine interconnection between Saudi Arabia and Bahrain) and NEPTUNE (a submarine link between New Jersey and Long Island). As for high and extra high voltage underground links, the Group has contributed to the execution of the power transmission networks of some of the largest cities in the world, including New York, London, Paris, Madrid, Singapore, Hong Kong, Buenos Aires, Milan and Rome.

In the Telecom business, Prysmian has recently carried out several major projects in the U.S.A (Fibre to The Home infrastructure by Verizon), China (Three Gorges Hydro-Electric Scheme by Chinese State Grid Corporation), and Libya (LPTIC, network upgrade of Libyan Post, Telecommunications and Information Company).

**The “Giulio Verne” vessel**

Furthermore, Prysmian enjoys the competitive edge of owning the “Giulio Verne”, one of just a handful worldwide of high-capacity cable-laying vessels.

The vessel “Giulio Verne” is one of the most advanced and well equipped cable-ship in the world, specialized in laying technologically advanced submarine energy cables even under severe meteorological conditions, thus representing a real strategic asset for Prysmian.



**Technology, innovation and customer service are the key to Prysmian's growth.** The Group focuses especially on markets with the highest levels of added value:

- underground and submarine power transmission cables and systems;
- cables and systems for industrial applications;
- optical cables for voice, video and data transmission



The high value-added services offered by Prysmian:

- the design of products and systems, according to customer specifications;
- the execution of turn-key projects, for which the Group offers project coordination and management services;
- installation and pre-emptive maintenance, mainly within the Energy Cables & Systems business;

Prysmian is constantly engaged in the continuous improvement of customer service, providing its clients with an increasing number of logistics services and assistance, including periodic monitoring of the efficiency of the cables and systems installed, not to mention maintenance and emergency services.

## Focus on High Value Added Segments Over a Century of History

Prysmian (Pirelli Cavi e Sistemi, as it used to be known) has its roots in the history of the Pirelli Group. Technological know-how, focus on research and innovation, managerial skills and attention to human resources have always been the most significant elements in the competitiveness of the Pirelli Group, together with its rigorous Ethical Code and a robust Corporate Governance. This prestigious DNA is now present throughout Prysmian.

### **1879 to 1998: Geographical expansion and growth**

#### **1879**

A few years after the foundation of the Pirelli Group, the activities of Pirelli Cavi e Sistemi commenced.

#### **1886**

A manufacturing facility for the production of submarine telegraph cables is opened in La Spezia. A telegraph line is installed on the floor of the Red Sea.

#### **1902**

The company's territorial expansion begins with the construction of its first overseas plant, in Spain. This was followed in 1914 by the opening of new production plants in Great Britain (1914), Argentina (1917), and Brazil (1929).

#### **1925**

Pirelli Cavi e Sistemi makes its first foray into America, with the laying of 5,150 km of trans-Atlantic submarine telegraph cable to connect Italy with the Americas. This is followed in the ensuing years by the installation of power cables in New York city and Chicago, the expansion into Brazil, the trans-oceanic link between northern Africa and Brazil, and the start of cable production in Canada.

#### **1950**

The Italian Ministry of Postal Services commissions from Pirelli Cavi e Sistemi the supply of cables for the interurban telephone network and televisual communication. The Group is also awarded the contract for the reinstatement of the submarine telephone line between Italy and Brazil.

#### **1982**

The Pirelli Group becomes the first company in Italy to produce optical fibres for telecommunications and data transmission, setting up a joint venture with the STET Group.

**1998 to 2001:  
growth  
Acquisitions**

In order to expand its commercial and industrial operation internationally, acquire specific know-how, strengthen its global presence and achieve economies of scale, the company launches a targeted “campaign of acquisitions”. Pirelli Cavi e Sistemi acquires the power cable businesses of Siemens AG, BICC and Metal Manufacturers Ltd, and two NKF factories.

**2001 to 2004:  
restructuring**

Post burst of the “Tech bubble” a radical restructuring process is launched, giving the company a leaner, more efficient and more flexible organisation.

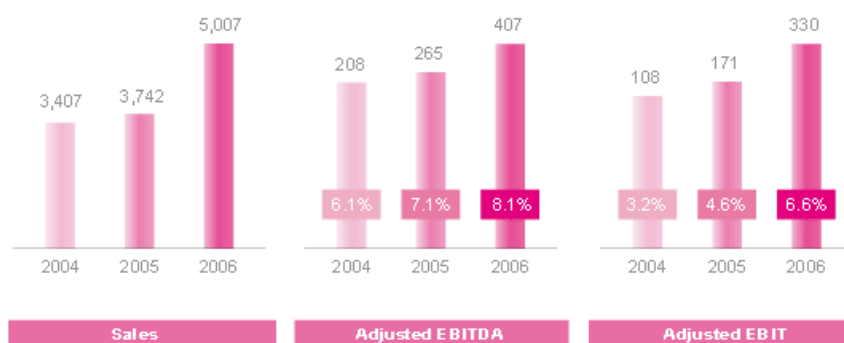
**2005:  
The Founding of  
Prysmian Cables  
and Systems**

Prysmian, indirectly controlled by The Goldman Sachs Group, Inc., signed an agreement to purchase the Energy Cables and Systems and Telecom Cables and Systems activities of Pirelli & C. S.p.A. Birth of Prysmian Cables & Systems: a name that alludes to the concepts of light, analysis, brilliance and perfection associated with the geometric figure, and hence synonymous with excellence, research and reliability.

## Operating and Financial Results<sup>1</sup> and Major Investments for 2004-2006

In 2006, Prysmian achieved the following economic and financial results:

- **Net sales of 5,007 million Euro (+ 34% on 2005)**
- **Adjusted EBITDA<sup>2</sup> of 407 million Euro**, equal to 8.1% of net sales (265 million Euro in 2005, equal to 7.1%);
- **EBITDA<sup>3</sup> of 371 million Euro**, equal to 7.4% (219 million Euro in 2005, corresponding to 5.9%);
- **Adjusted EBIT of 330 million Euro**, equal to 6.6% of net sales (171 million Euro in 2005, equal to 4.6%)
- **Net income for the year amounting to 91 million Euro** (3 million Euro in 2005);
- **An improved net financial position of 879 million Euro** (31 December 2006) as against 892 million Euro as of 31 December 2005.



The year 2006 was marked by further improvements in cost structure, as a result of ongoing restructuring and reorganisation of production operations.

Prysmian was overall able to seize the **opportunities offered by the favourable market conditions**, which emerged as a result of increased investments in infrastructures for energy transportation on the part of utilities and of the recovery of the telecom cables market (especially optical-fibre cables). The Group also **benefited from the increase in the price of raw materials** (copper and aluminium), which it was able to transfer to the market.

1 - In order to allow informed analysis of the Group's income statement trends for the year ended 31 December 2006 compared to 2005, an income statement for the period from 1 January 2005 to 31 December 2005 was prepared although the company had been incorporated only on 12 May 2005. In detail the following statements have been prepared:

- an aggregated income statement for the period from 1 January to 28 July 2005 relating to the entities transferred to Prysmian S.p.A. by the Pirelli Group on 28 July 2005. The aforementioned income statement has been prepared as if those entities had always operated as a single autonomous group in relation to the Pirelli & C. group. It should nevertheless be noted that, should those entities have really operated as a single group, the income statement results would not necessarily have matched that obtained from the process of aggregation;

- the aggregate income statement for the period from 1 January to 28 July 2005 (prepared as described in the previous paragraph) and income statement for the period from 12 May to 31 December 2005, extracted from the first consolidated financial statements of the Prysmian Group for the year ended 31 December 2005 (period from 12 May 2005, date on which Prysmian was incorporated, to 31 December 2005).

2 - We define adjusted EBITDA as EBITDA net of charges that according to the Group's management do not have a recurring nature

3 - We define EBITDA as Net income/(Loss) for the period, gross of amortisation, depreciation and impairment, financial income and expense, and shares of results of associates and taxes.

4 - Percentage ratio to revenues of sales of goods and services.

### **Energy Cables & Systems**

Net sales of the **Cables & Systems business division in 2006 reached 4,570 million Euro (up 35% compared to 2005)**, including 69 million Euro representing sales to the Telecom Cables and Systems Division, eliminated during the consolidation process. **EBITDA increased sharply to 357 million Euro** (202 million Euro in 2005), as did **adjusted EBITDA<sup>5</sup>, which increased to 379 million Euro (246 million Euro in 2005)**.

Net sales increased in all three of the main business areas: **Utilities (+28% compared to 2005)**, **Trade and Installer (+39% compared to 2005)** and **Industrial (+29% compared to 2005)**.

### **Telecom Cables & Systems**

Sales of the **Telecom Cables and Systems business division amounted to 537 million Euro at 31 December 2006 (a 26% increase compared to 2005)**, of which 31 million Euro represent sales to the Energy Cables and Systems division, eliminated during the consolidation process. This confirms the industry's recovery trend that started last year, with increasing demand coming from different geographical areas.

**EBITDA increased sharply to 37 million Euro from 17 million Euro in 2005.**

**Adjusted EBITDA<sup>5</sup> of the Telecom Cables & Systems business division reached 39 million Euro (19 million Euro in 2005).**

5 – We define adjusted EBITDA as EBITDA net of charges that according to the Group's management do not have a recurring nature.

6 – Figures are gross of inter-eliminations for intra-business area sales amounting to 2%.

**Major  
investments  
for the period  
2004-2006**

Prysmian's main investments in the period 2004-2006 were:

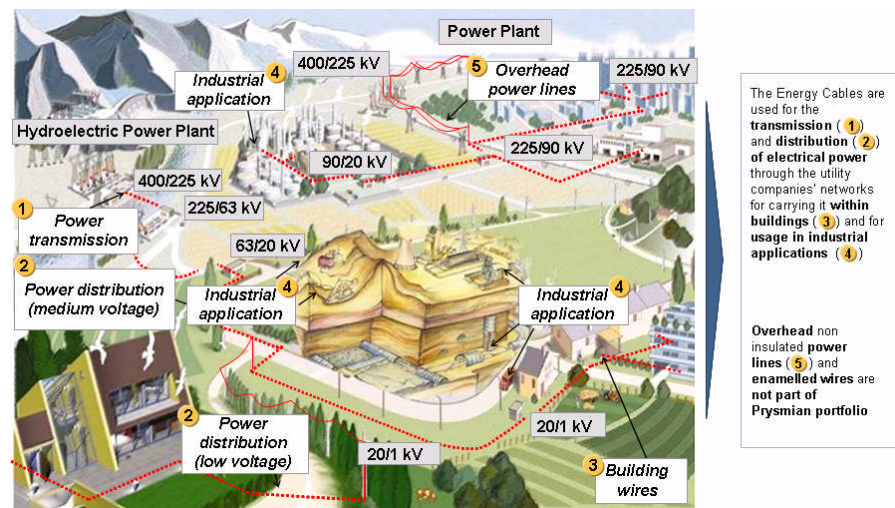
- The construction of a new facility **for the production of umbilicals in Brazil** (cables for the connection of offshore oil platforms to one another and with flow-control devices for the extraction of crude oil, placed on the seabed)
- **The acquisition of two production plants in China** (Tianjin Angel Group Co. Ltd);
- **Reinforcement of know-how and production capacity** for the high voltage sector;
- **Reinforcement of production capacity** in the manufacturing unit for **submarine cables**;
- **The streamlining of operations in the Danubian area and Italy** (closure and relocation of 2 plants, warehouses reduced from two to one);
- **Relocation of the production of telecoms cables** to countries with lower labour costs.

## The Business Divisions and the Offering

### Energy Cables & Systems

Prysmian is a leading developer, designer, manufacturer, supplier and installer of a broad array of cables for applications in the energy and telecommunications industries. In addition, Prysmian produces and supplies related network components and accessories and provides value-added services such as co-design, project management of cable systems, realization of turn-key projects, installation services and post-installation maintenance services, principally in the energy sector.

Prysmian designs, manufactures, distributes and installs a wide range of cables and systems for the transmission and distribution of power at low, medium, high and extra high voltage for both underground and underwater applications and for special industrial applications, together with a wide range of accessories.



### Applications

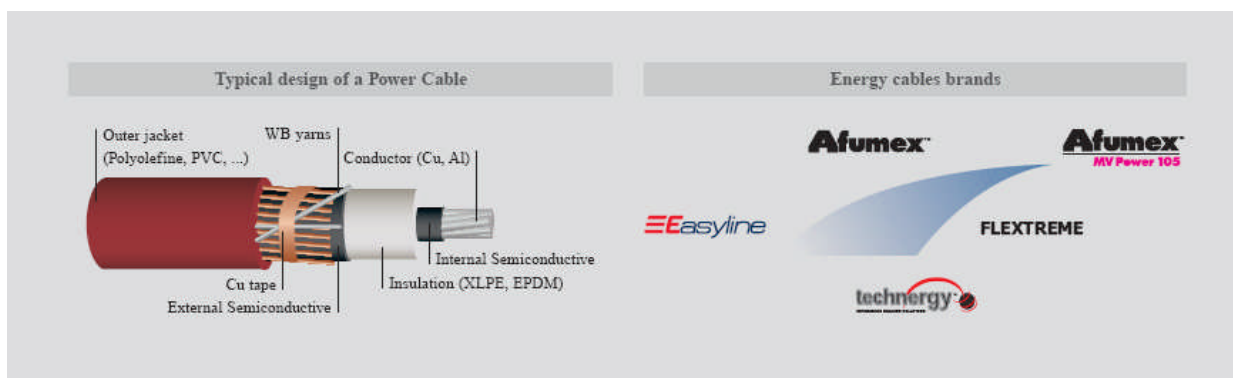
The three main business areas are **Utilities, Trade & Installers and Industrial**, which offer the following products and services:

#### Utilities

- **Power Transmission Systems.** Prysmian designs, produces and installs high and extra-high voltage cables for power transmission directly from power plant sites to primary distribution networks. This business line focuses mainly on turnkey solutions, customized to meet our customers' needs, which are generally higher value-added products for Prysmian. Products in this business line include cables insulated with paper impregnated with oil or fluid rated for voltages up to 1,100 kV and extruded polymer insulated cables for voltages below 500 kV. Prysmian's extra-high voltage and high voltage power transmission products are highly customized and have a high technological content. This business line provides customers with installation and post-

installation services, as well as network maintenance management services, including network performance monitoring, network cables repair and maintenance, and emergency services, including disaster recovery.

- **Submarine power transmission and distribution cables and systems.** Prysmian designs, produces and installs turnkey submarine systems worldwide. The Group develops proprietary cables and accessories utilising all types of submarine power transmission technology, which are suitable for installation at depths up to 2000 meters. The product offerings of this business line include cables insulated with paper impregnated with oil or fluid for power transmission up to 500 kV in direct and alternating currents and extruded polymeric insulation cables for power transmission up to 400 kV in alternating voltage and up to 200 kV in direct voltage. Installation, planning and services are a particularly important aspect of this business line.
- **Power distribution cables and systems.** These are medium voltage cables and systems for connecting industrial and/or residential buildings to the primary distribution networks, and low voltage cables and systems for power distribution and the wiring of buildings. All Prysmian's products in this business line comply with international standards relating to insulation capacity, fire resistance, smoke emissions and halogen levels.
- **Network components.** Joints and terminations for low, medium, high and extra high voltage cables for connecting cables to each other and to other network equipment, suitable for industrial, building and infrastructural applications and for power transmission and distribution applications. The components for high voltage applications, in particular, are designed to customers' specifications.



## **Trade & Installers**

Prysmian's principal product offering targeted to the trade and installers' market segment includes low voltage cables and conductors with thermoplastic and elastomeric insulation for the distribution of electrical power to and within residential and commercial structures. In particular, the Trade and Installers business area produces rigid and flexible cables that have been produced and tested in accordance with local and international standards. The products offered in this business area may be organized into three categories based on their technical features. The first category (high-end) includes high value-added products, such as fire-resistant cables, cables that, when exposed to flame, emit smoke of limited opacity, and halogen-free cables and other products with relatively high technology content. The second category (medium-range) includes medium voltage cables, flexible cables for building and other products of similar technological content. The third category (low-end), comprises low voltage standardized cables and hard cables for buildings. An increasing proportion of our sales to the trade and installers segments consist of niche value-added products.

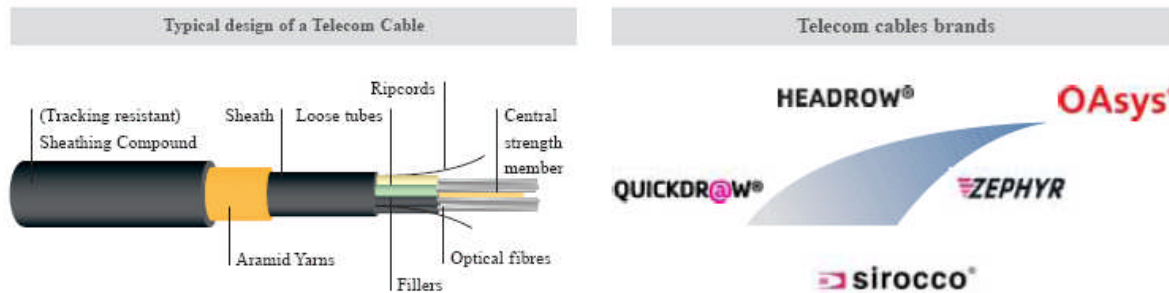
## **Industrial**

Prysmian's product offering targeted to the industrial market segment includes customized products used for various specialty applications by customers in the chemical, electrical equipment, infrastructure, drilling and refining of oil and gas products, mining and shipbuilding, railway and automotive industries. The Group concentrates its efforts on providing integrated, value-added cabling solutions that are highly customized to the specific needs of our customers. The Industrial Applications business area is divided into categories based on the level of technology, purpose and distribution channels. The main categories are: Oil, Gas and Petrochemical, which includes products related to the petrochemical industry for oil extraction, both on the mainland (Up-Stream, On-Shore) and on the sea (Up-Stream, Off-Shore) and for oil refining (Down-Stream);

Transportation, which includes products for trains, ships and automobiles; Infrastructure, comprising products for railway, harbour and airport facilities; Mining, including cables for the extractive industries; Renewable Energy, including cables related to the production of wind and solar energy; Defence, including cables for military applications; Nuclear, which includes cables related to nuclear energy applications. Prysmian's primary customers in this business area are OEMs, or machinery manufacturers.

## Telecom Cables & Systems

Prysmian is ranked **second worldwide on the market of fibre-optic cables, and is overall active in the production and sale of optical fibres and telecom cables, both in optical fibre and copper**, suitable for voice, video and data transmission and for control signal transmission. Prysmian also produces a wide range of connectivity components and accessories.



Prysmian's product portfolio includes:

- **Wide range of optical cables** for various applications, including: Fibre To The Home (FTTX/FTTx), access networks, metropolitan networks and long-distance networks. The product portfolio comprises optical fibres having a capacity from 1 to 1728 fibres per cable, so as to guarantee extra-high performance, including: maximising efficiency of installation and the use of underground pipes, use in applications with a low number of fibres, underwater installations, ducts and other special environments, rapid tapping of fibres (Rapier cables), shock absorption (AirBag cables) and fast assembly. Prysmian also produces dielectric aerial cables for installation on aerial line pylons for energy transmission and OPWG and OPCC cables (containing optical fibres which also conduct energy).

Our offer is completed by the **Blown Fibre Sirocco installation system** (a connection technique in which the optic fibres are blown inside pre-installed microtubes) and Deskwave (an integrated series of systems and turnkey services to help customers during the migration from copper to optical fibre infrastructures).

One of Prysmian's **distinctive features is its capability to produce in-house the optical fibres inserted in the cables**, making use of all three main production technologies available on the market: OVD (Outside Vapour Deposition), MCVD (Modified Chemical Vapour Deposition and VAD (Vapour Axial Deposition).

- **Copper cables for underground, aerial and overhead cabling solutions and for residential and commercial buildings.** Cables are designed for high transmission, low interference and electromagnetic compatibility and in accordance with the main international standards and specifications. Prysmian can supply cables with specific performance criteria such as zero halogen emissions, low emissions of toxic fumes and gases and non-propagation of fire.

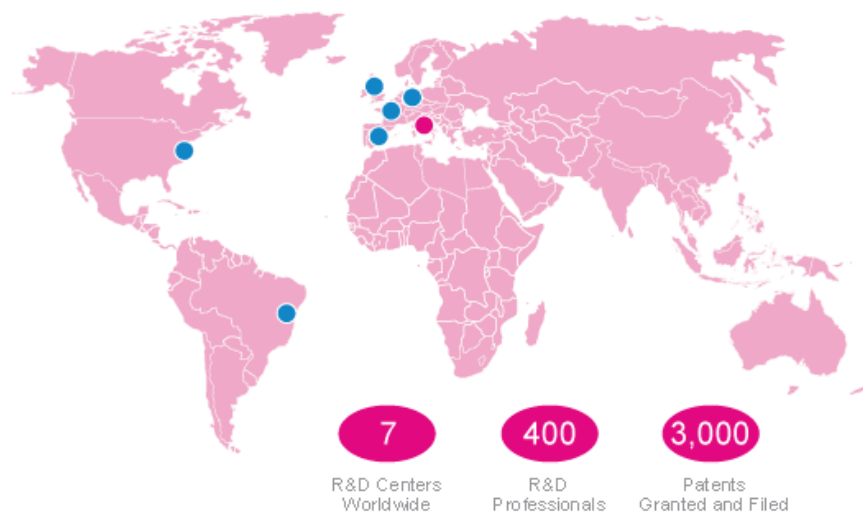
The Group's product portfolio includes a vast range of copper cables with different capacities (from 2 to 2400 pairs), including xDSL cables for broad band access.

- **OAsys<sup>®</sup> connectivity accessories** which allow customers to manage their own fibres throughout their optical network.

## Research & Development

### 7 Research & Development Centres

Prysmian has always attributed key strategic importance to **Research & Development in the management and development of its business**. The Group has: **7 Research & Development Centres** (Italy, France, UK, Germany, Spain, United States and South America) with headquarters in Milan; established **collaboration agreements with major universities and research centres** (including the Polytechnic of Milan and the CNR, Italy's national research centre); **400 dedicated professionals; over 3,000 patents granted and filed**. The total R&D expenses increased 2% per year in the last 2 years.



### Quality

The objectives of Prysmian's Research & Development function are **identifying innovative products and technologies, introducing onto the market new products** and services designed to expand the range on offer, and **cutting production costs**.

The quality of Prysmian products is **ensured by strict monitoring of every stage of the production cycle, from the procurement of raw materials to the delivery of the finished product**, by means of an extensive system of control for each specific stage of the cycle.

In raw materials procurement the focus of controls is on the selection of suppliers thus assuring the quality of individual supplies which have to be accompanied by the relevant certificates showing their compliance with the standards established at the contract stipulation phase.

## **High Standards of Customer Service**

To ensure a high standard of customer service, Prysmian, since 2003, has commissioned outside consultants to conduct a series of customer satisfaction surveys and take monthly measurements of service indicators. The introduction of these control systems has improved service levels significantly. For example, in the Trade and Installers sector, where **the reliability of delivery times is a critical factor for success.**

## Product and Production Processes Innovation

In recent years, Prysmian has launched new technologies, products and processes on to the market, all of which represent a benchmark in both energy cables and telecom cables sector.

In particular, as far as the power transmission and distribution cable sector is concerned, Prysmian has used the following technologies and offered the following products:

### Energy Cables

- Insulation and/or sheathing **LS0H compounds (Afumex™)**, insulation for high performance fire resistant cables;
- **Lead-free cables** for the Industrial area adopting the innovative Airbag technology which, in conjunction with aluminum laminate tapes, replace the traditional lead sheath to provide superior protection against mechanical shock and aggressive agents.
- **extra-flexible cables for special applications in the Industrial area**, including mobile equipment;
- **Optopower System Technology**: high and extra high voltage underground cables used in the Utilities area which incorporate optical fibre cables for monitoring various network parameters (including temperature).

### Telecom Cables

In the telecom cable sector, Prysmian has recently completed the development of the following technologies and products:

- **Primalight™**: a reduced size optical fibre (200 microns in diameter) that allows the production of smaller optical cables;
- **ADSL++ (20-30 MHz) and VDSL (up to 60 MHz) high-frequency telecom cables** for use both within exchanges and for the external network (last mile);
- **Dry dry technology**: optical fibres in which the gelatinous lubricants normally used to protect the fibres from moisture damage are replaced with dry materials reducing installation times;
- Optical cables for overhead lines based on FiAlt technology (Fibre in Aluminum Tube), which allows a reduction in the size and weight of OPGW cables.

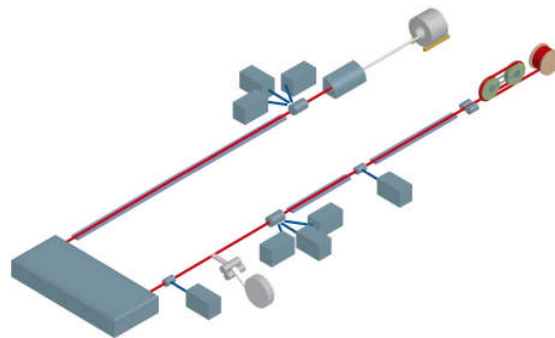
## P-Laser

- Prysmian is also engaged in the development of an innovative technology known as P-Laser, which consists of an insulating system based on thermoplastic materials, which enable more competitive production processes to be deployed compared to those currently in use.

Based on patented technological solutions and on a continuous, modular, integrated process, P-Laser delivers a more compact architecture that is recyclable and compatible with conventional cables and accessories.

The cable is also easy to handle during the installation and delivers higher performance in overload conditions, with the advantage for the Customer of lower total cost of ownership of the entire system.

### P-Laser Scheme

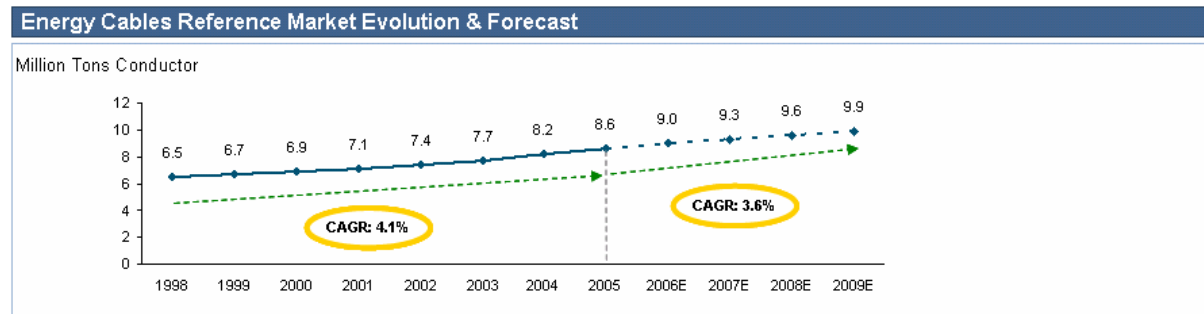


## The World Cable Market

### Energy Cables

In **2005**, the energy cable sector was valued at around **49 billion Euro**, excluding the conductor wire sector in which the Group is not operational (source: CRU). According to forecasts, the **current growth trend in the sector will continue until at least 2009**.

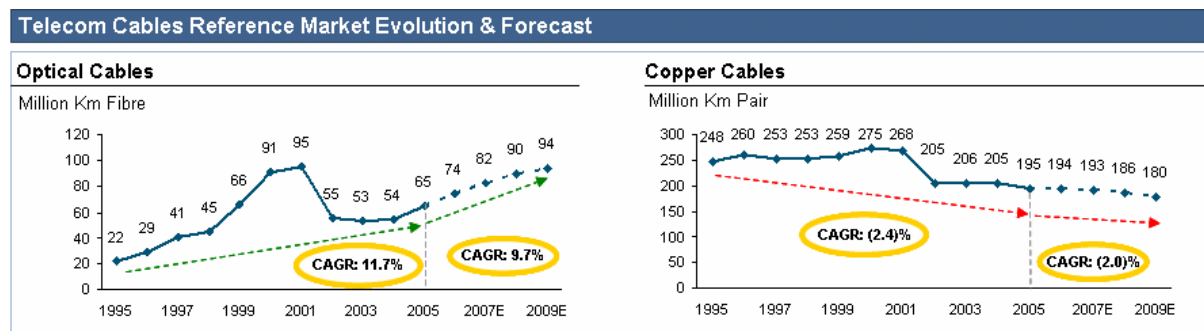
In particular, during the period **2005-2009**, the **Utilities, Trade & Installers** and **Industrial segments** are set to grow with a **CAGR**, in terms of cable volumes, of **3.8%**, **1.4%** and **3.4%** respectively (source: Value Partners' elaboration of CRU data).



Source: Value Partners analysis based on CRU data, October 2006.

### Telecommunication Cables

In **2005**, the overall volume in the optic fibre cable segment was **54.8 million kilometres of fibre**. By 2009, demand is predicted to exceed **80 million kilometres per year with forecast CAGR**, in terms of volume, of **approximately 10.6%** for the period (source: Value Partners' elaboration of CRU data).



Source: Value Partners analysis based on CRU data, October 2006.

## The Management and the Board

### **Valerio Battista - CEO**



Prior to becoming CEO of Prysmian Cables and Systems in 2005, **Valerio Battista** had over 17 years' experience with the Pirelli Group. A graduate in Mechanical Engineering from Florence University, he first joined UnoAerre before developing his career within Pirelli: firstly in the Steel Cord structure (Pirelli Pneumatici), subsequently managing this division. He then held the position of Purchasing Director for the Tyre Division. In 2002, Valerio Battista became the Managing Director of the Energy Cables Division within Pirelli Cables and Systems and two years later also took responsibility for the Telecommunications Cable Division before the transition from Pirelli to Prysmian.

### **Fabio Romeo - Director of Energy Cables Division**



**Fabio Romeo** is the Head of our Energy Cables & Systems division. He obtained a degree in Electronic Engineering from the Polytechnic University of Milan in 1979, an M.S. and a Ph.D. in Electrical Engineering and Computer Sciences from the University of California at Berkeley, in 1986 and 1989, respectively. His first work experience was in 1981 with Tema (ENI Group) as Project Manager for Chemical Plants. In 1982, he moved to Honeywell as Technical Advisor to the Honeywell's CEO. In 1989 he joined the Electronics division of Magneti Marelli as Innovation Manager. In 1998 he was appointed Managing Director of the Electronics Systems division of Magneti Marelli. He joined the Pirelli Group in 2001 as Director of the Truck business unit for Pirelli Tyre division and, one year later, became the Utilities Director of the Cable division of the Pirelli Group. He has been the Head of our Energy Cables & Systems division since December 2004.

### **Giovanni B. Scotti - Director of Telecom Cables Division**



**Giovanni Battista Scotti** is currently in charge of the Telecom Business of Prysmian Cables & Systems. Before being appointed head of the Telecom Fibre & Cable Business, he was the CEO of former Pirelli Cables & Systems ITALIA (both Energy and Telecom) for 3 years, since 1997. Prior to this he worked with GE Plastics as Managing Director of the Italian Subsidiary and later of the South European division of the Company, from 1980 till June 1997. He also served Magneti Marelli (automotive components producer) where he worked for 3 years as Marketing Sales Director from 1997 to 1980. His first working experience, after graduation, was with Alfa Romeo (car producer) where he became Manufacturing Manager of their unit in South Africa. He graduated at the Politecnico di Milano in Mechanical Engineering in 1969.



***Pier Francesco Facchini – CFO***

**Pier Francesco Facchini** became CFO of our Group in January 2007. He obtained a degree in Business Economics from Bocconi University (Milan) in 1991. His first work experience was with Nestlé Italia where, from 1991 up to 1995, he held different positions in the Management and Finance departments. From 1995 up to 2001, he worked with the Panalpina Group where he held the position of Regional Financial Controller for the Asia-Pacific region. During his career at the Panalpina Group he was also appointed CFO of Panalpina Korea and Panalpina Italia Trasporti Internazionali S.p.A. In April 2001, Mr. Facchini was appointed CFO of the Consumer Services Business Unit of Fiat Auto and from 2003 until November 2006 he held the position of CFO of the Benetton Group.

**The Board of  
Directors**

Paolo Zannoni, Valerio Battista, Hugues Lopicq; Michael Ogrinz; Fabio Romeo, Pier Francesco Facchini, Wesley Clark, Giulio Del Ninno, Udo Günter Werner Stark, Francesco Paolo Mattioli.