

Company Presentation

Goldman Sachs European Capital Goods and Aerospace & Defense Conference
London, 4th December 2012



WORLDWIDE LEADER IN RENEWABLE ENERGY
ARTER AND GREENER POWER GRIDS **LINKING THE FUTURE** SUPPORTING GLOBAL
STRONGER PLATFORM TO ENHANCE CUSTOMER EXPERIENCE

Prysmian
Group



AGENDA

➤ Group Overview & 2012 Outlook

➤ Draka integration

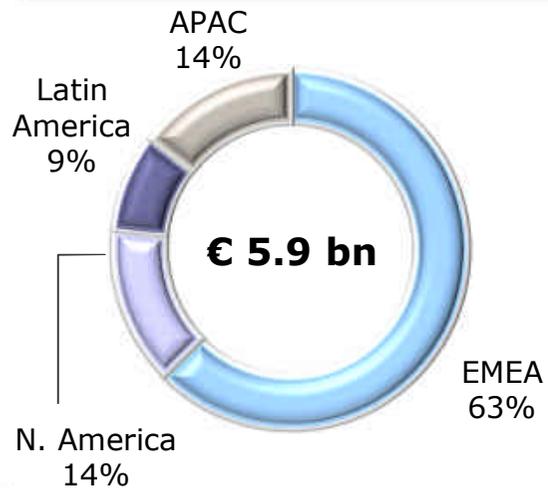
➤ Financial Results

➤ Appendix

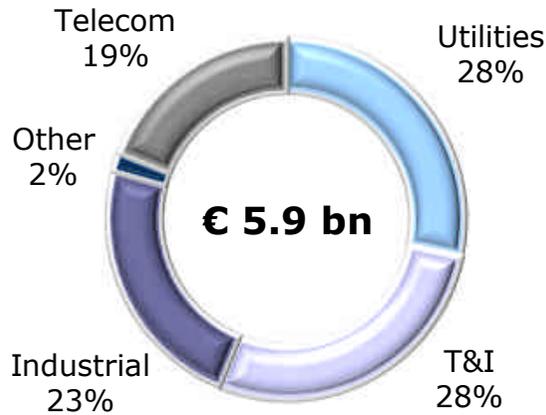
Prysmian Group at a glance

9M 2012 Results

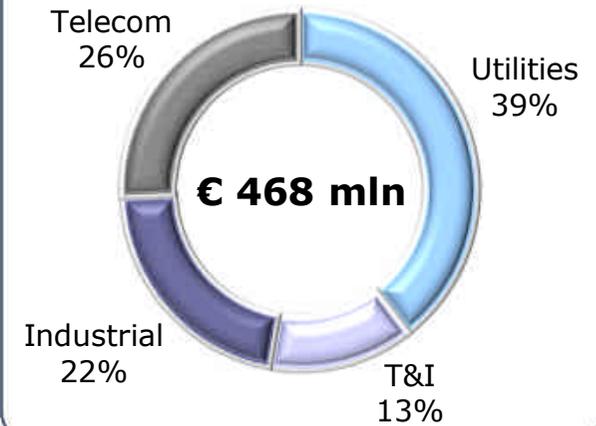
Sales breakdown by geography



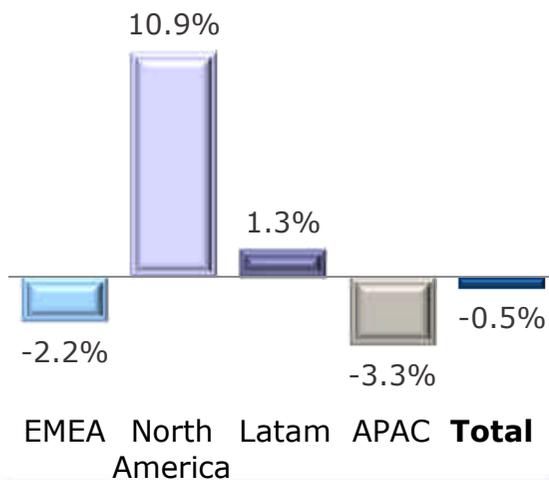
Sales breakdown by business



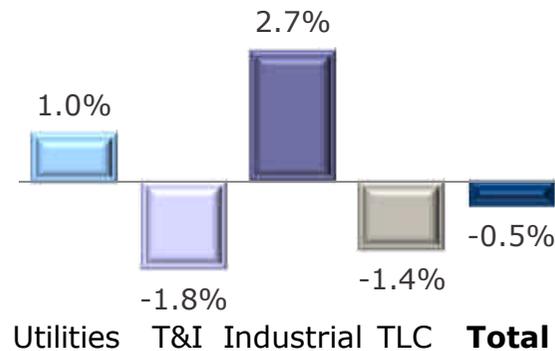
Adj. EBITDA by business



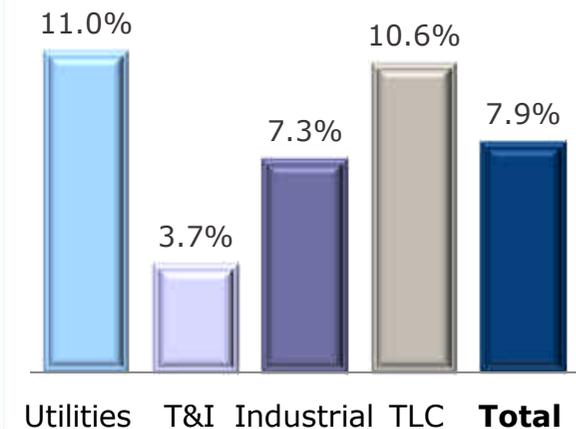
Organic Growth by geography



Organic Growth by business



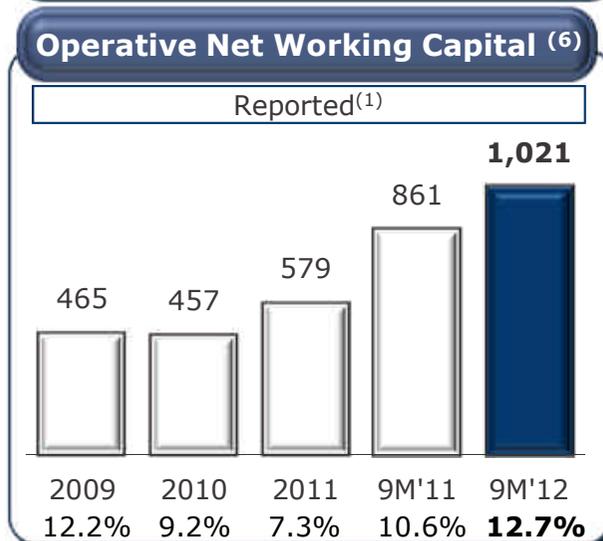
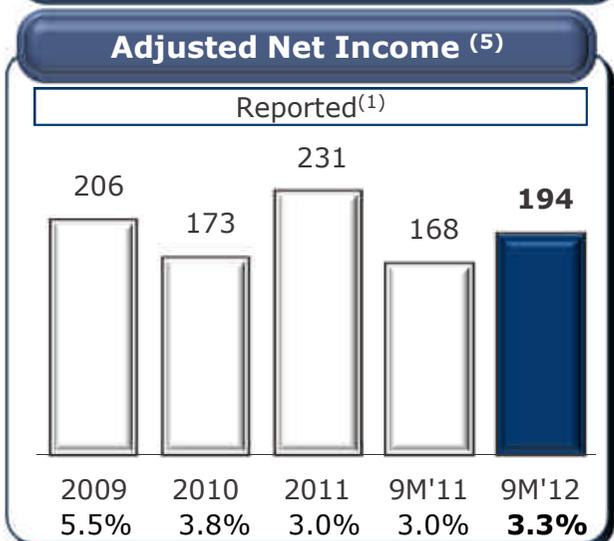
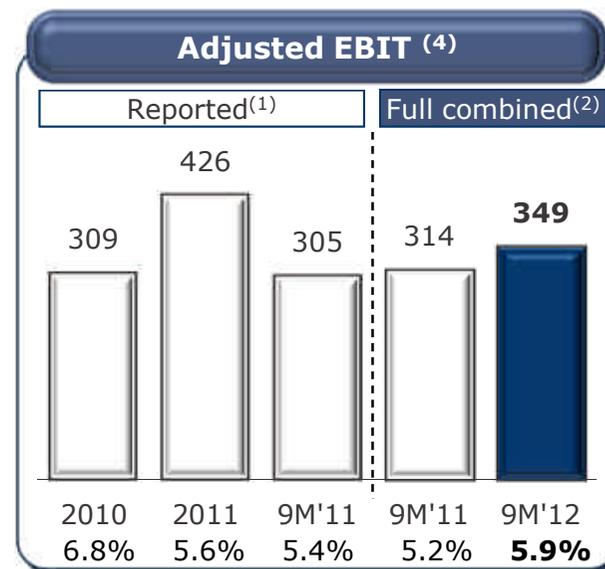
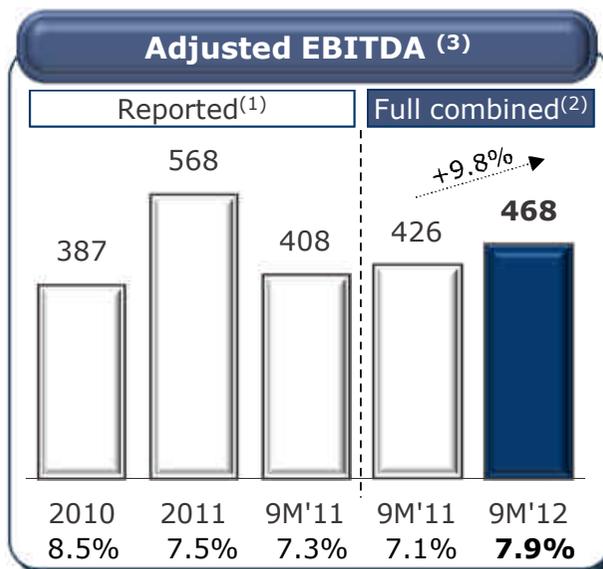
Adj. EBITDA margin by business



Note: Organic Growth is calculated on 9M 2011 Combined

9M 2012 Key Financials

Euro Millions, % on Sales



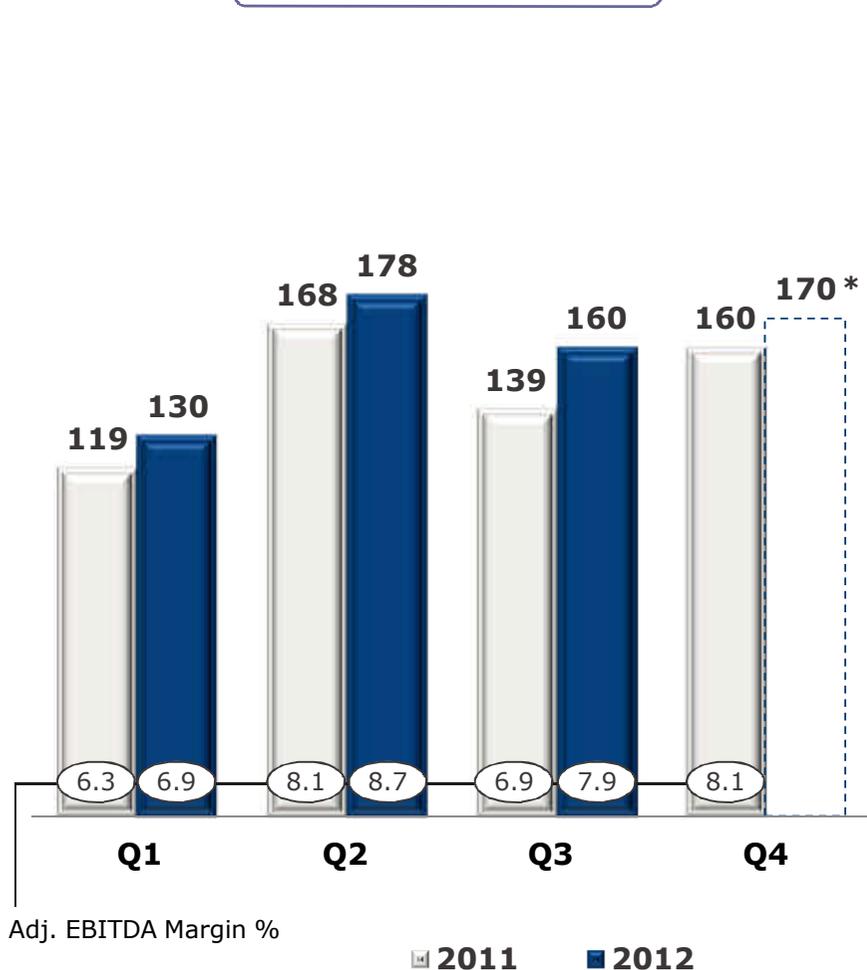
(1) Reported figures include Draka Group's results since 1 March 2011; (2) Full combined figures include Draka Group's results for the period 1 January - 30 September; (3) Adjusted excluding non-recurring income/expenses; (4) Adjusted excluding non-recurring income/(expenses) and the fair value change in metal derivatives and in other fair value items; (5) Adjusted excluding non-recurring income/(expenses), the fair value change in metal derivatives and in other fair value items, exchange rate differences and the related tax effects; (6) Operative Net Working capital defined as NWC excluding the effect of derivatives; % of sales is defined as Operative Net Working Capital on annualized last quarter sales

Solid margin recovery in 2012

Additional synergies and higher contribution from high value added businesses to improve margins next years

Adj. EBITDA evolution by quarter

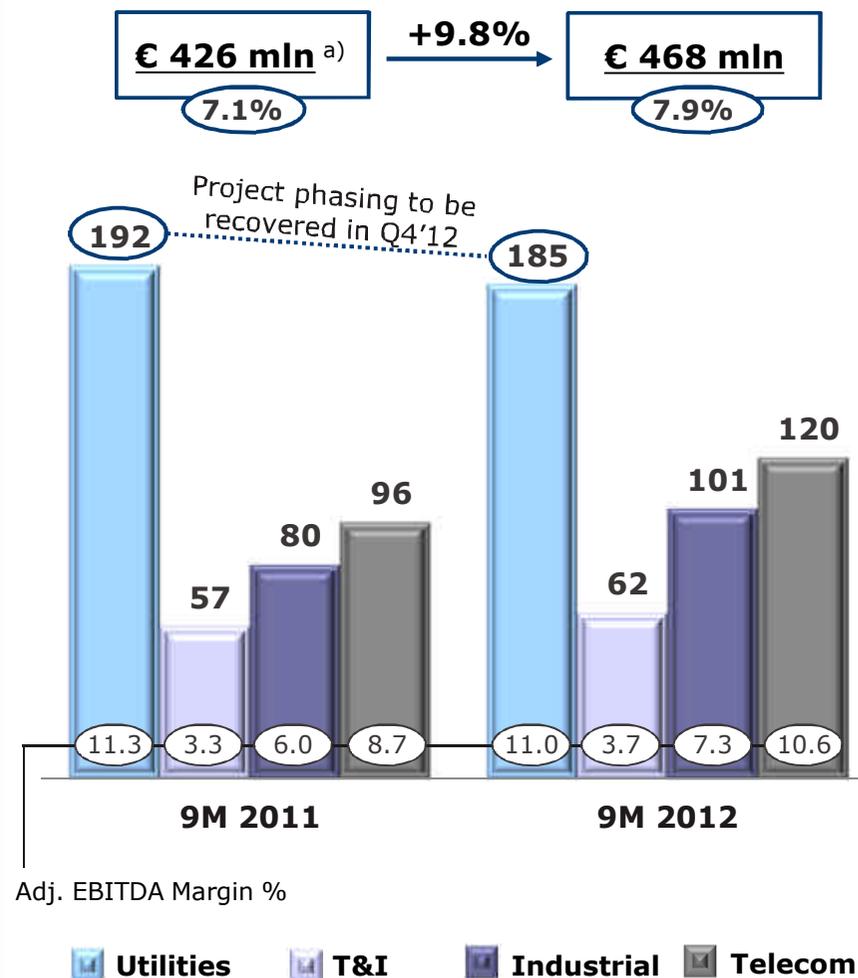
€ million



*Q4 2012 based on FY2012 mid point target (€638m)
Note: Full combined figures

Adj. EBITDA breakdown

€ million - % on Sales



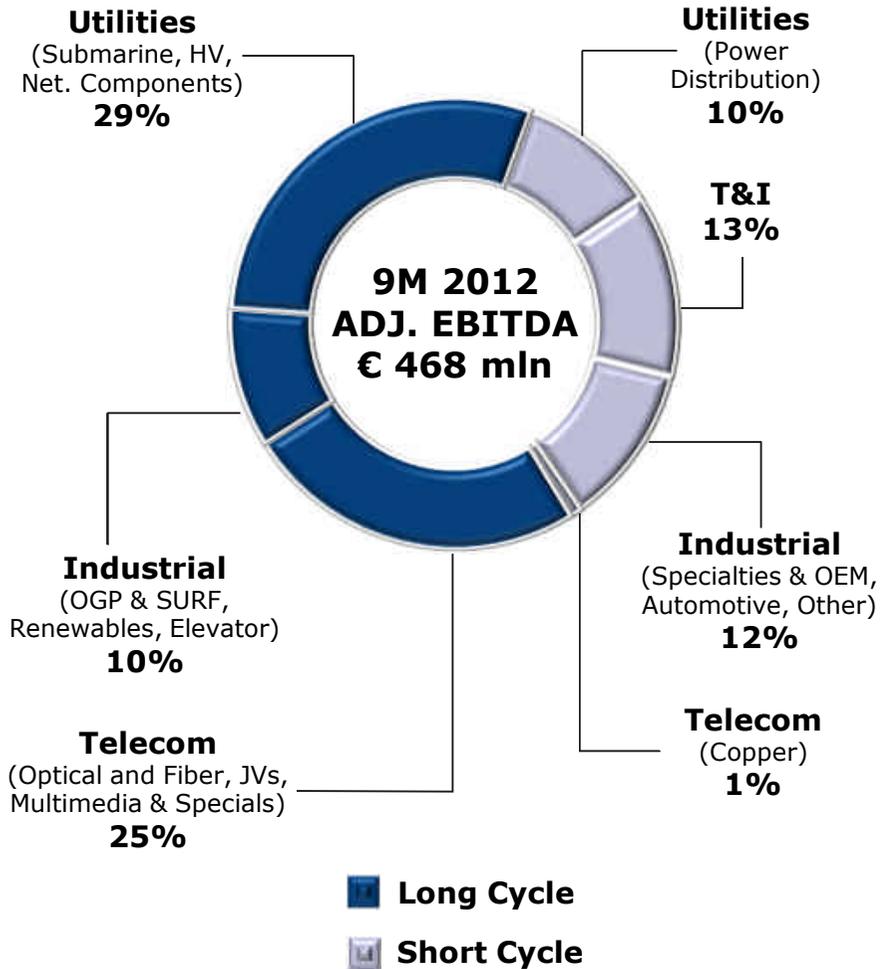
Note: Full combined figures. a) Includes € 1 mln related to Other Energy Business

Long Cycle Businesses Vs. Short Cycle Businesses

Adj. EBITDA breakdown

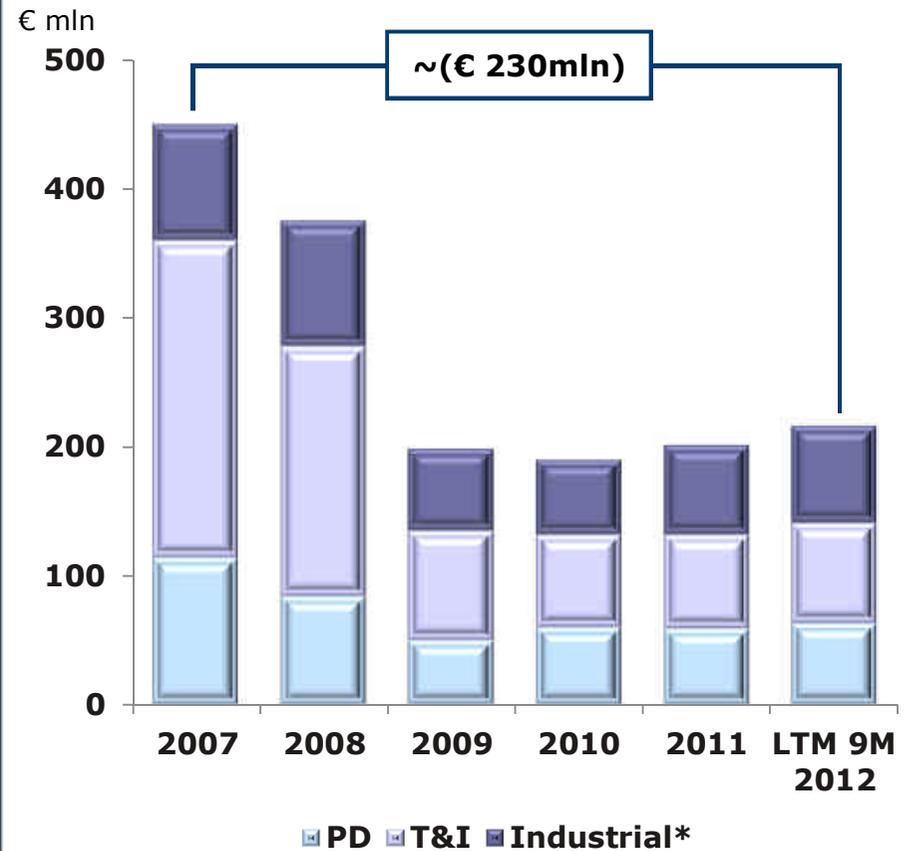
Long Cycle Businesses
64%

Short Cycle Businesses
36%



Short Cycle Businesses Adj. EBITDA
(Combined Prysmian + Draka)

- Profitability: stable at bottom level (excl. synergies contribution)
- Over 50% profitability decrease from the peak

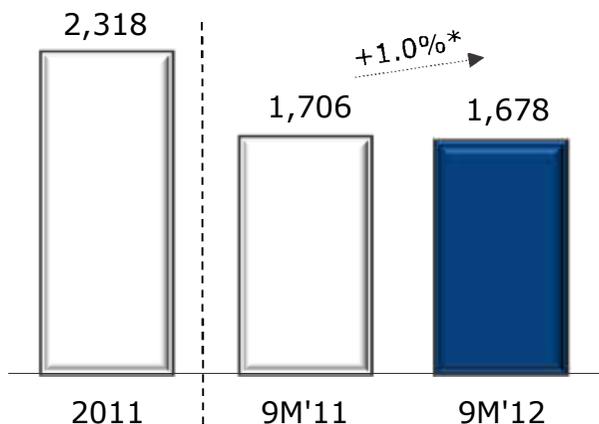


* Industrial includes Specialties & OEM, Automotive and Other segments

Utilities

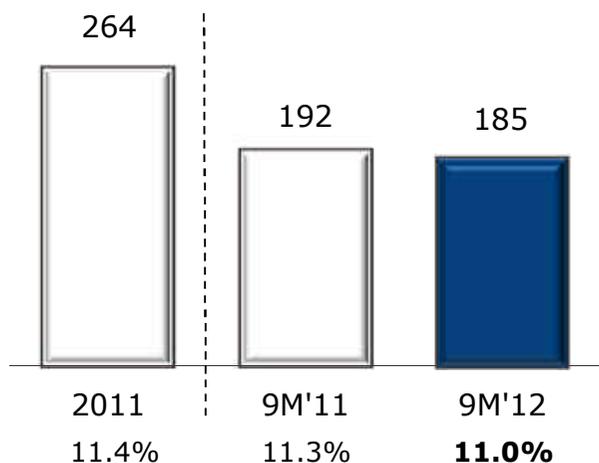
Euro Millions, % on Sales – Full Combined Results

Sales to Third Parties



* Organic Growth

Adjusted EBITDA ⁽¹⁾



(1) Adjusted excluding non-recurring income/expenses

Highlights

DISTRIBUTION

- Lower volume Vs. 2011 due to capex reduction by utilities
 - Europe: volume decreasing in all markets except Nordics and Netherlands
 - North America: positive trend in sales and profitability expected to continue
 - South America: growing investments in Brazil
 - Asia: lower volume in Australia partially offset by growth in other regions (e.g. Indonesia)
- Despite lower volumes, profitability sustained by stable pricing and industrial efficiencies

TRANSMISSION – HV

- In line with expectations, first recovery in Q3'12 after a weak H1
- Strong contribution in profitability expected in Q4
- Stable demand in the major European market; growing activity in US
- Expected development of interconnection projects in Europe as key driver of profitability improvement during next years

TRANSMISSION – Submarine

- Higher profitability expected in Q4 due to projects phasing
- Strong track-record driving higher market share with a record order-intake during 2012
- Sound off-shore wind-farms demand expected to support next quarters order-book
- GME acquisition to increase installation capabilities, maintain full control on execution and preserve long term profitability
- On-going capacity increase in all submarine plants to keep high growth rate next years

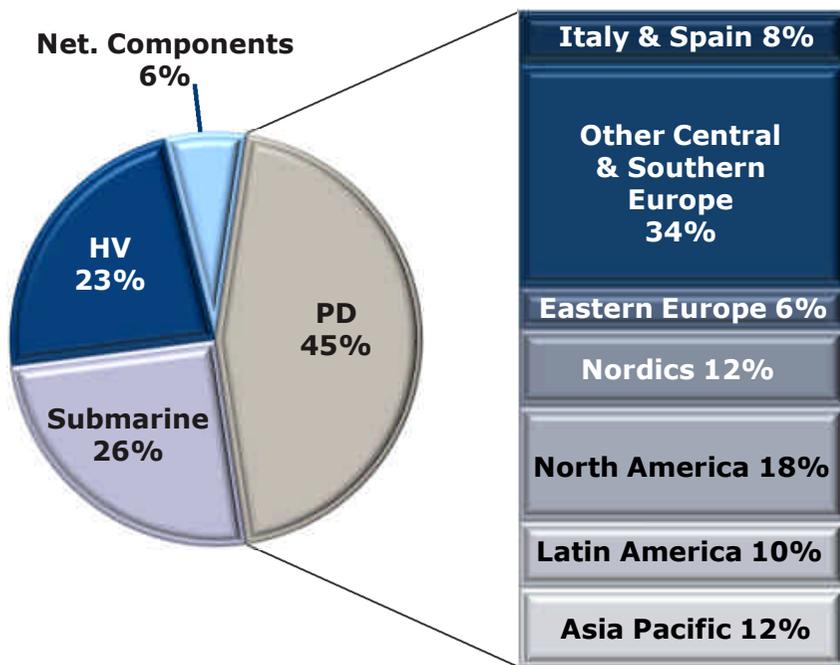
Utilities – Submarine as key driver of profitability increase

Record order intake in Submarine confirming renewables and interconnections as priority in Europe (despite downturn)

Utilities Sales breakdown

9M 2012

Power Distribution: Europe accounting for about 60% of sales thus limiting short term volume recovery



**Utilities Sales
€ 1.7 bn**

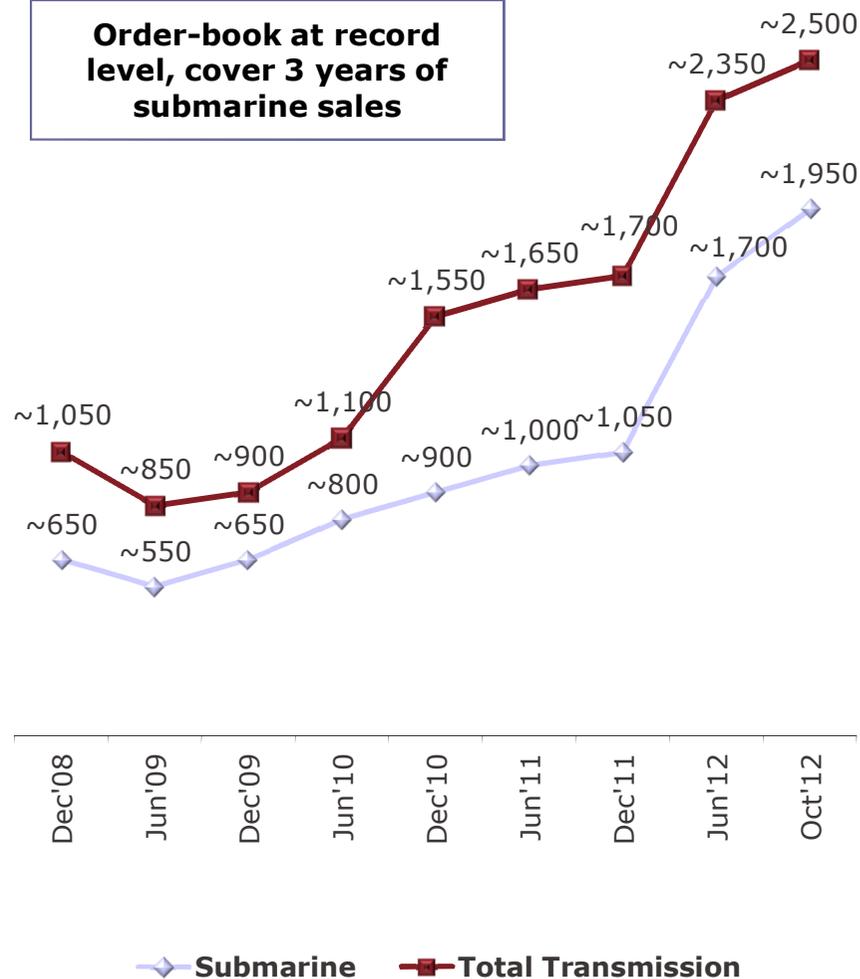
**PD Sales
€ 0.8 bn**

*Nordics: Norway, Sweden, Finland, Denmark, Estonia
Eastern Europe: Austria, Czech Rep, Slovakia, Hungary, Romania, Turkey, Russia*

Transmission Order Backlog Evolution

€ million

Order-book at record level, cover 3 years of submarine sales



Utilities – Investing in submarine to increase ROCE

Strengthening production and installation (GME acquisition) capabilities



- Main projects in execution/order backlog:**
1. Western Link
 2. HelWin 1-2/ SylWin 1/ BorWin 2
 3. Hudson
 4. Messina
 5. Dardanelles
 6. Phu Quoc
 7. Mon.Ita



- Length overall: 133.2m
- Depth moulded: 7.6m
- Gross tonnage: 10,617 t

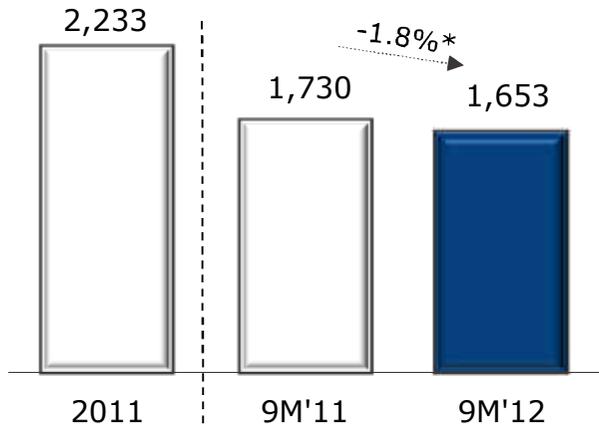


- Length overall: 115m
- Depth moulded: 6.8m
- Gross tonnage: 8,328t

Trade & Installers

Euro Millions, % on Sales – Full Combined Results

Sales to Third Parties

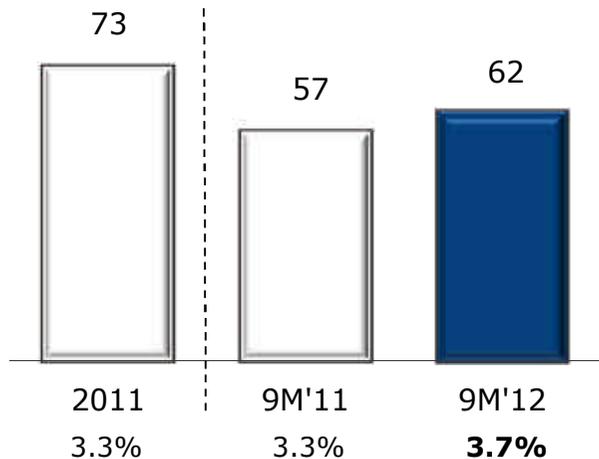


* Organic Growth

Highlights

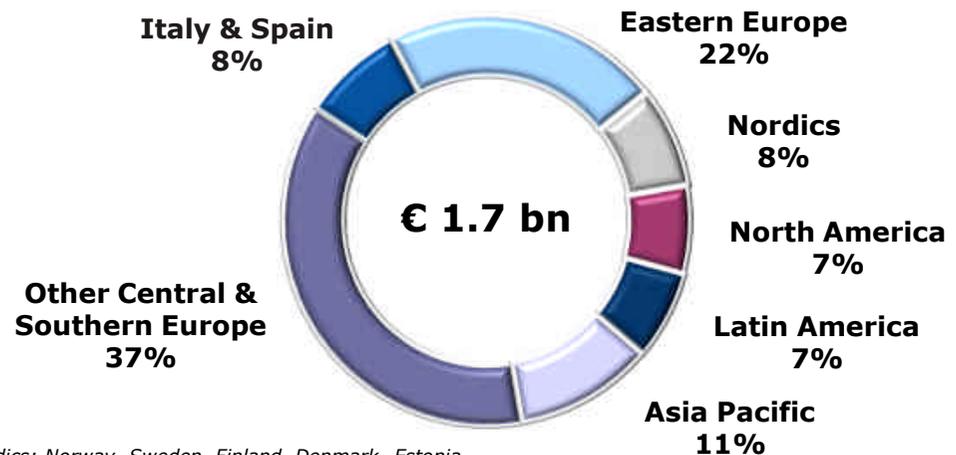
- Volume decrease in Europe in line with expectations. Positive demand in extra-European countries
 - Europe: weak demand with lower volume in all major countries. Stable in Germany and slightly recovering in UK, Eastern Europe and Turkey
 - Positive trend in North and South America confirmed
 - Growing construction activities in all APAC regions expected to continue next quarters
- Next quarters profitability be sustained by the on-going industrial rationalization despite weak pricing and still high raw material price
- Leveraging on long established presence in South America and APAC to benefit from the positive demand

Adjusted EBITDA ⁽¹⁾



(1) Adjusted excluding non-recurring income/expenses

Sales breakdown



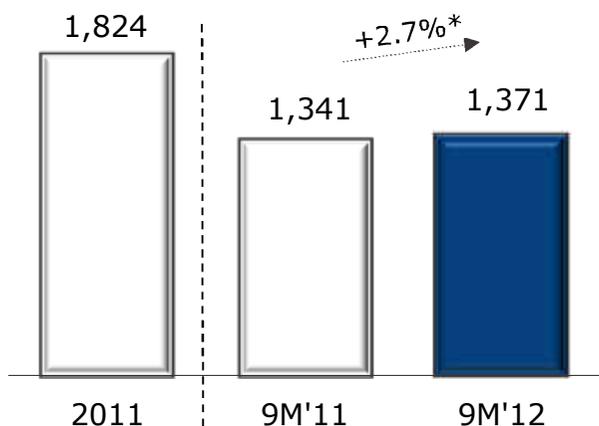
Nordics: Norway, Sweden, Finland, Denmark, Estonia

Eastern Europe: Austria, Czech Rep, Slovakia, Hungary, Romania, Turkey, Russia

Industrial

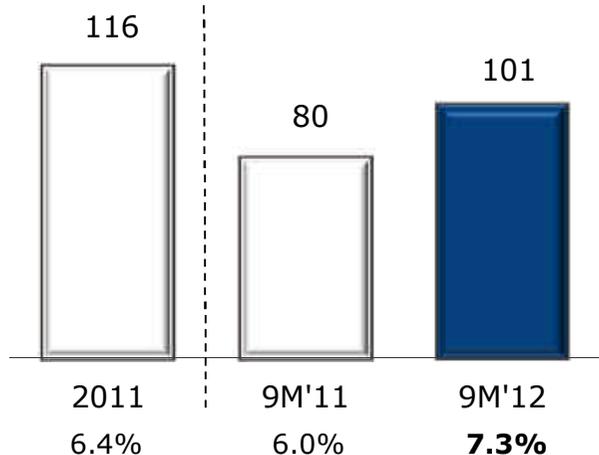
Euro Millions, % on Sales – Full Combined Results

Sales to Third Parties



* Organic Growth

Adjusted EBITDA ⁽¹⁾



(1) Adjusted excluding non-recurring income/expenses

Highlights

OGP

- Continuous positive demand driving profitability increase. Focus on high margin off-shore business to grow in North Europe, APAC and Latin America

SURF

- Strong contribution expected in Q4 (based on order-backlog) both for flexible pipes and umbilicals to achieve FY targets in line with initial expectations. Still limited visibility on 2013
- Double digit growth achieved in DHT in the first 9M expected to be confirmed on the full year

Renewable

- Lower demand in Europe. Future investments in N.America linked to incentives renewal

Automotive

- Volume decreasing in all European markets except Eastern Europe. Positive demand in Apac, North and South America

Elevator

- Q3 confirmed the positive trend in sales and profitability in all geographical areas. Capacity increased in Europe and South America

Specialties & OEM

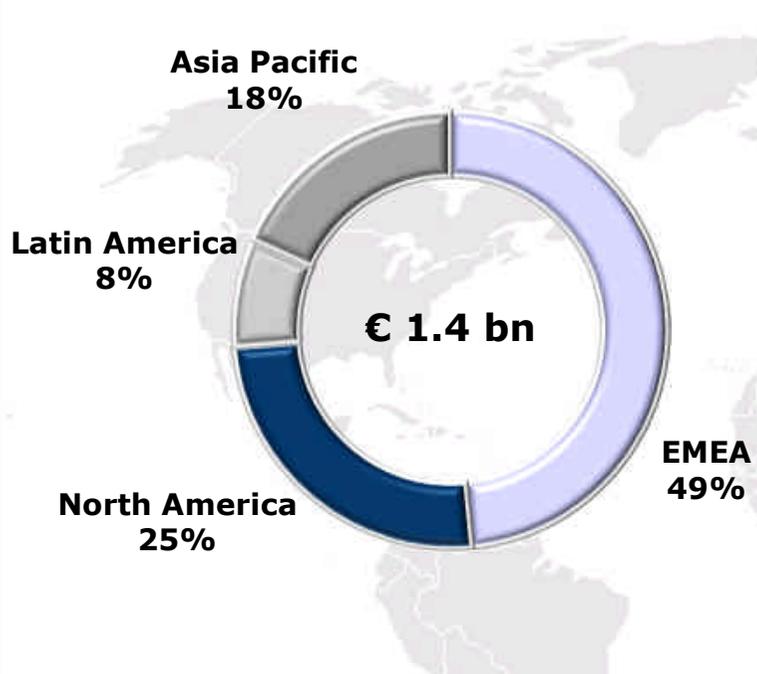
- Volume recovering in Crane, Mining and Rolling Stock applications. Weak demand in Railway, Marine and Military

Industrial

Sales breakdown

Sales breakdown by geographical area

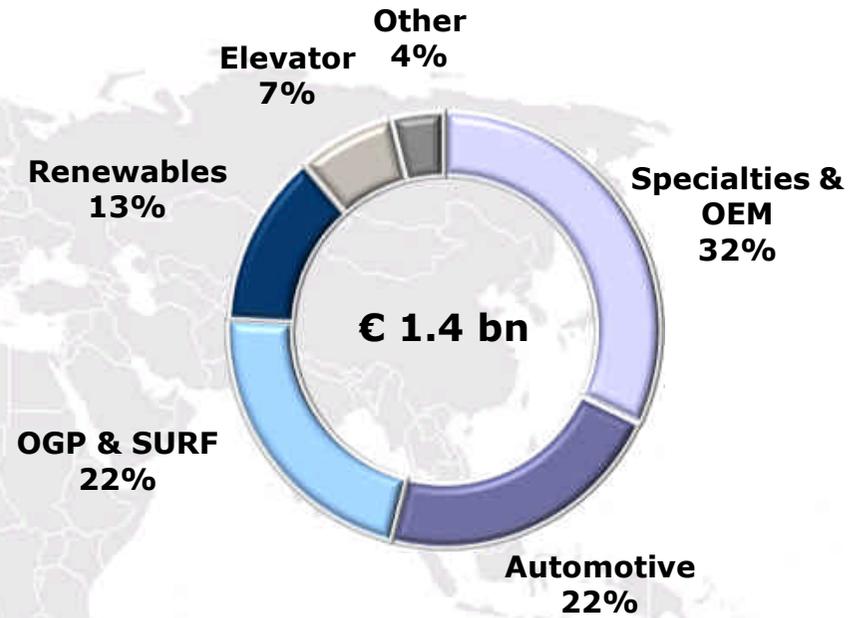
9M 2012



Sound geographical diversification

Sales breakdown by business segment

9M 2012



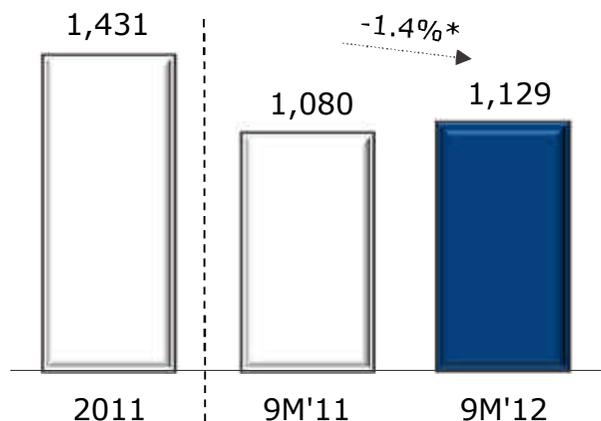
Strong presence in all market segments



Telecom

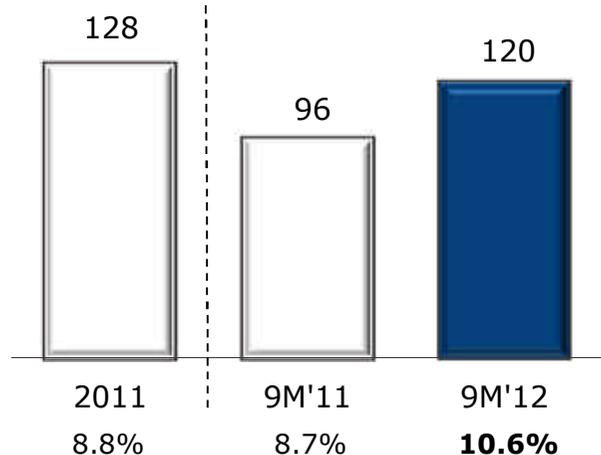
Euro Millions, % on Sales – Full Combined Results

Sales to Third Parties



* Organic Growth

Adjusted EBITDA ⁽¹⁾



(1) Adjusted excluding non-recurring income/expenses

Highlights

Optical / Fiber

- Positive demand in optical confirmed across all geographical areas except US. Despite difficult economic environment, data traffic increase sustaining investments in optical fiber
 - **Europe:** growing volume in several countries such as Italy, France, Nordics and Eastern Europe
 - **North America:** incentives suspended from Q3'12 driving volume down to pre-stimulus level (2010). Incentives renewal as key driver for volume recovery
 - **Australia:** in line with expectations, after a weak H1, NBN deliveries restarted from Q3
 - **Brazil:** temporary reduction in stimulus packages limiting short term investments. Large capex plan confirmed for next years
 - **China:** continuous positive trend expected in next quarters
- On-going production capacity optimization to further improve profitability

Multimedia & Specials

- Growing profitability during the year thanks to costs reduction. Leveraging on strong product portfolio to increase exposure to major European markets such as Germany, UK, France and the Nordics

OPGW

- Keeping a growing trend mainly driven by Spain, Brazil and Middle East & Africa

COPPER

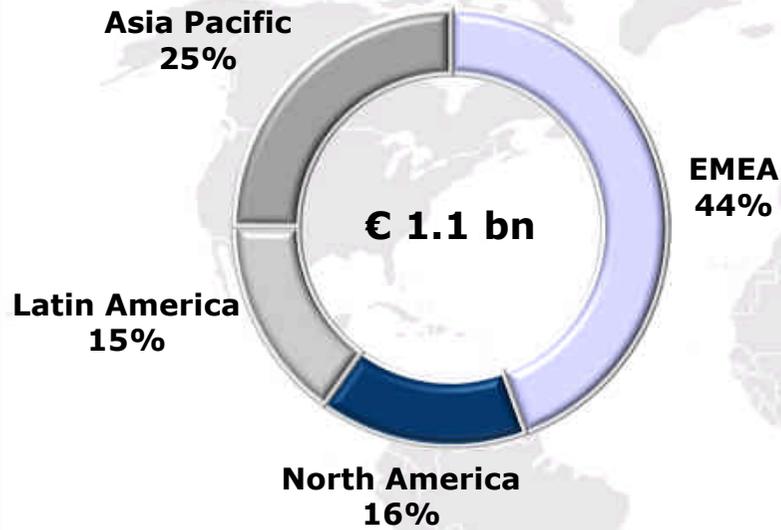
- Gradual volume decrease expected to continue

Telecom

Sales breakdown

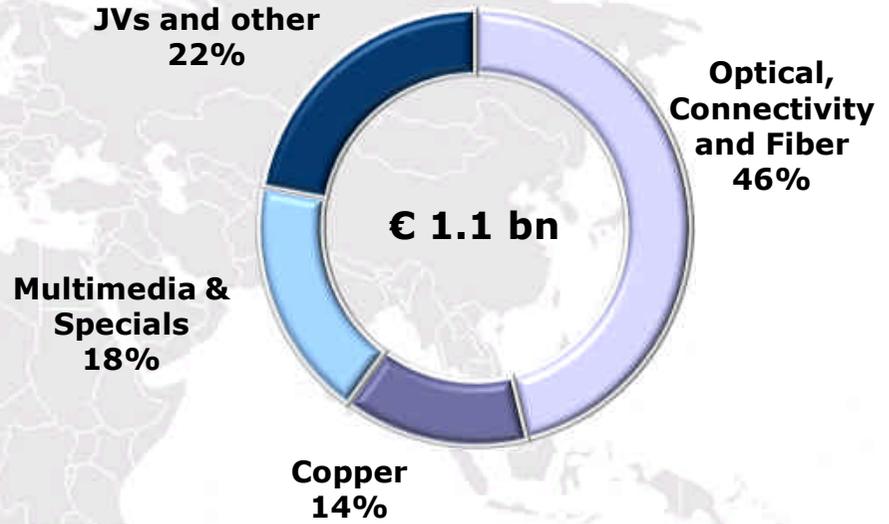
Sales breakdown by geographical area

9M 2012



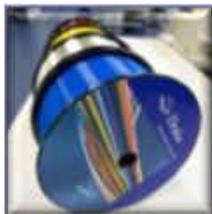
Sales breakdown by business segment

9M 2012



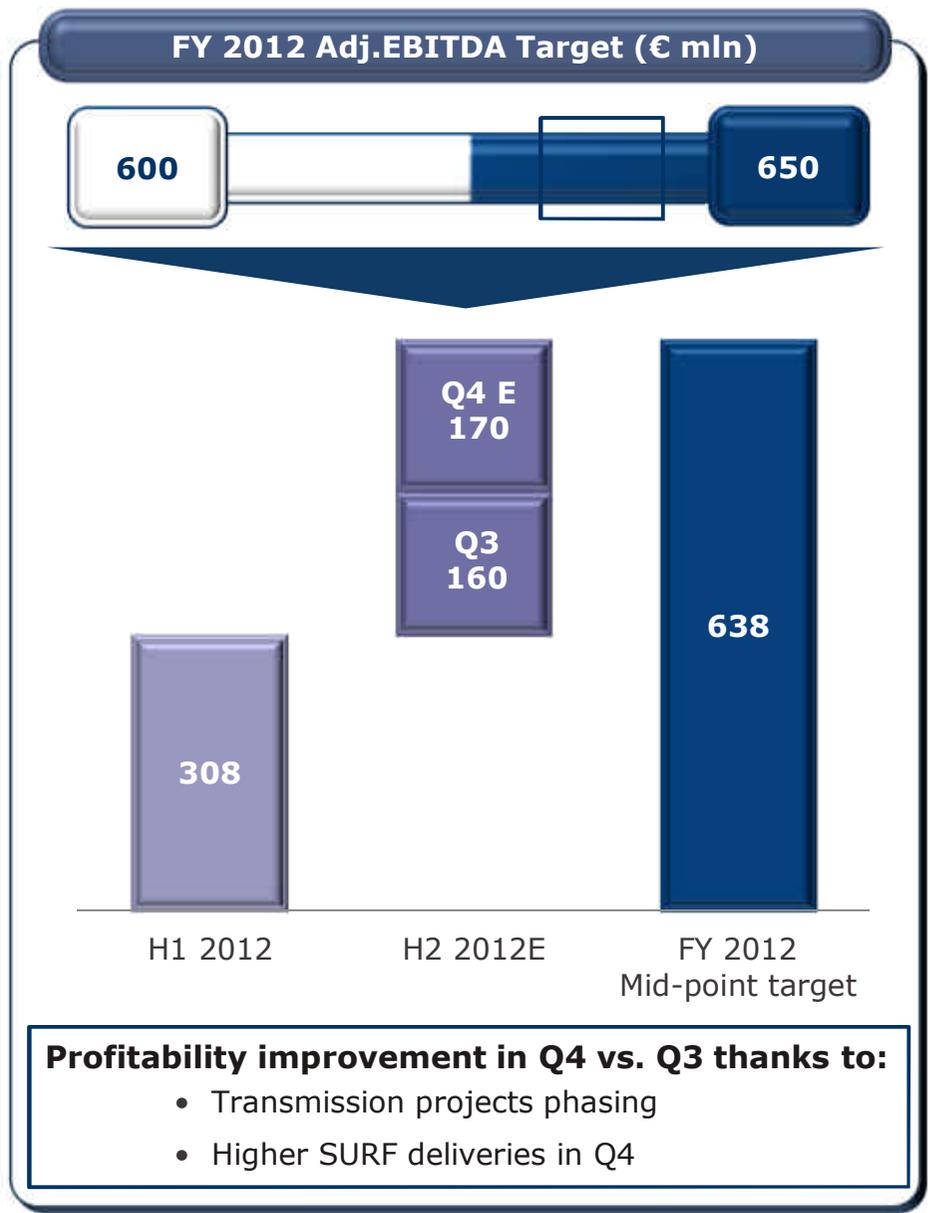
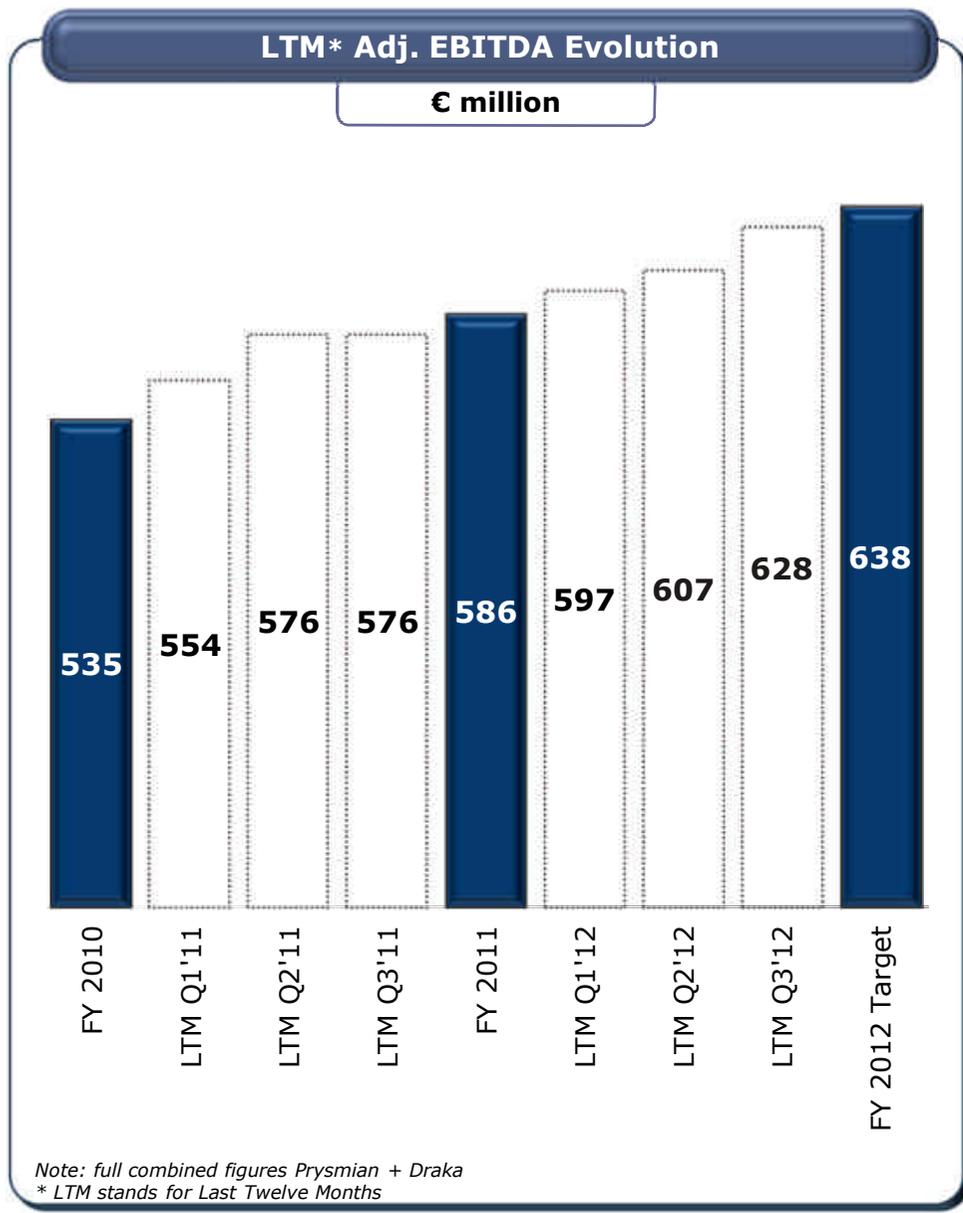
Increased exposure to Asia Pacific

Leader in optical fiber cables



Continuous profitability increase despite worsening economic scenario

Confirming FY 2012 guidance (upgraded in August 2012)

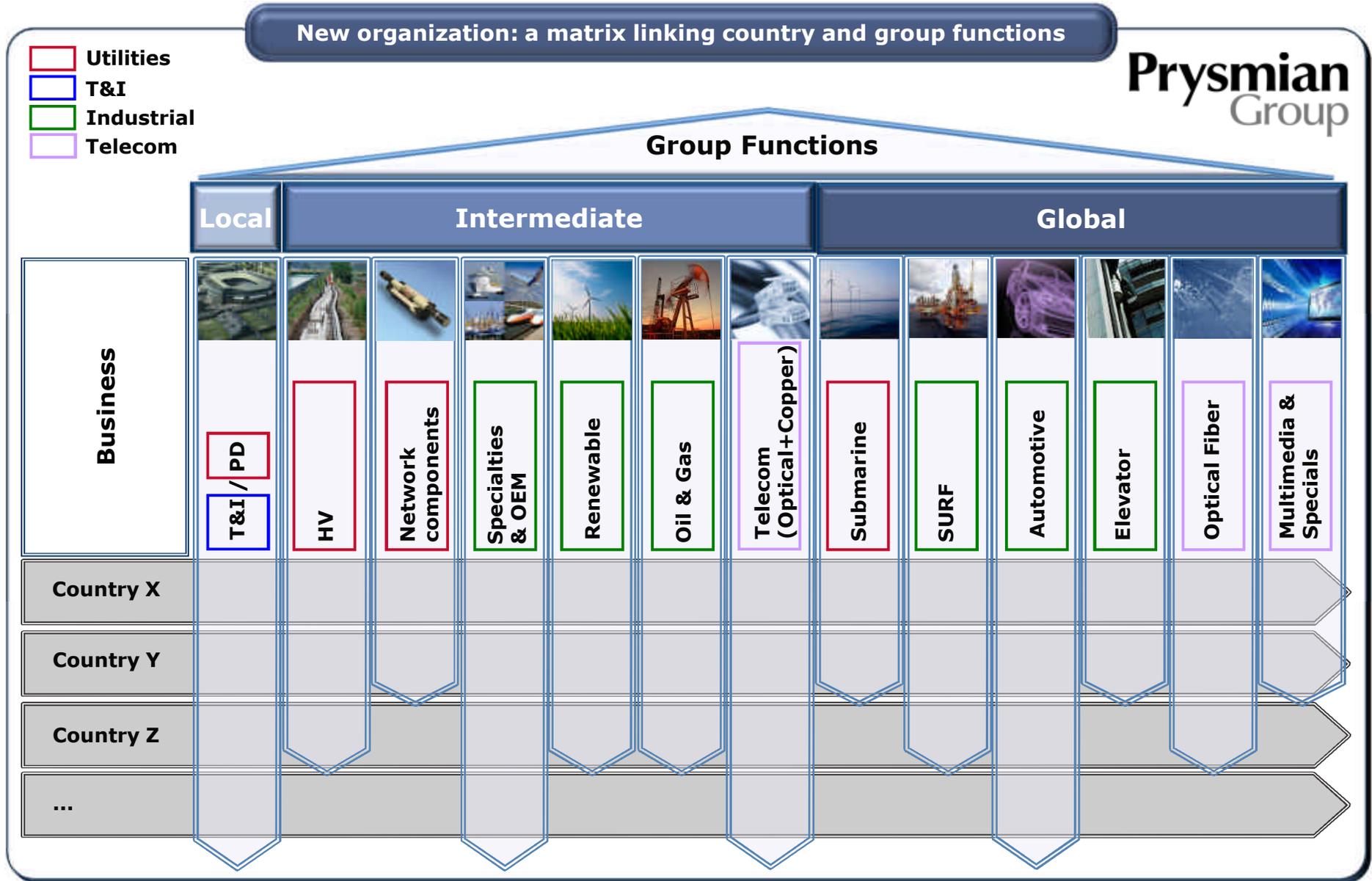


AGENDA

- Group Overview & 2012 Outlook
- Draka integration
- Financial Results
- Appendix

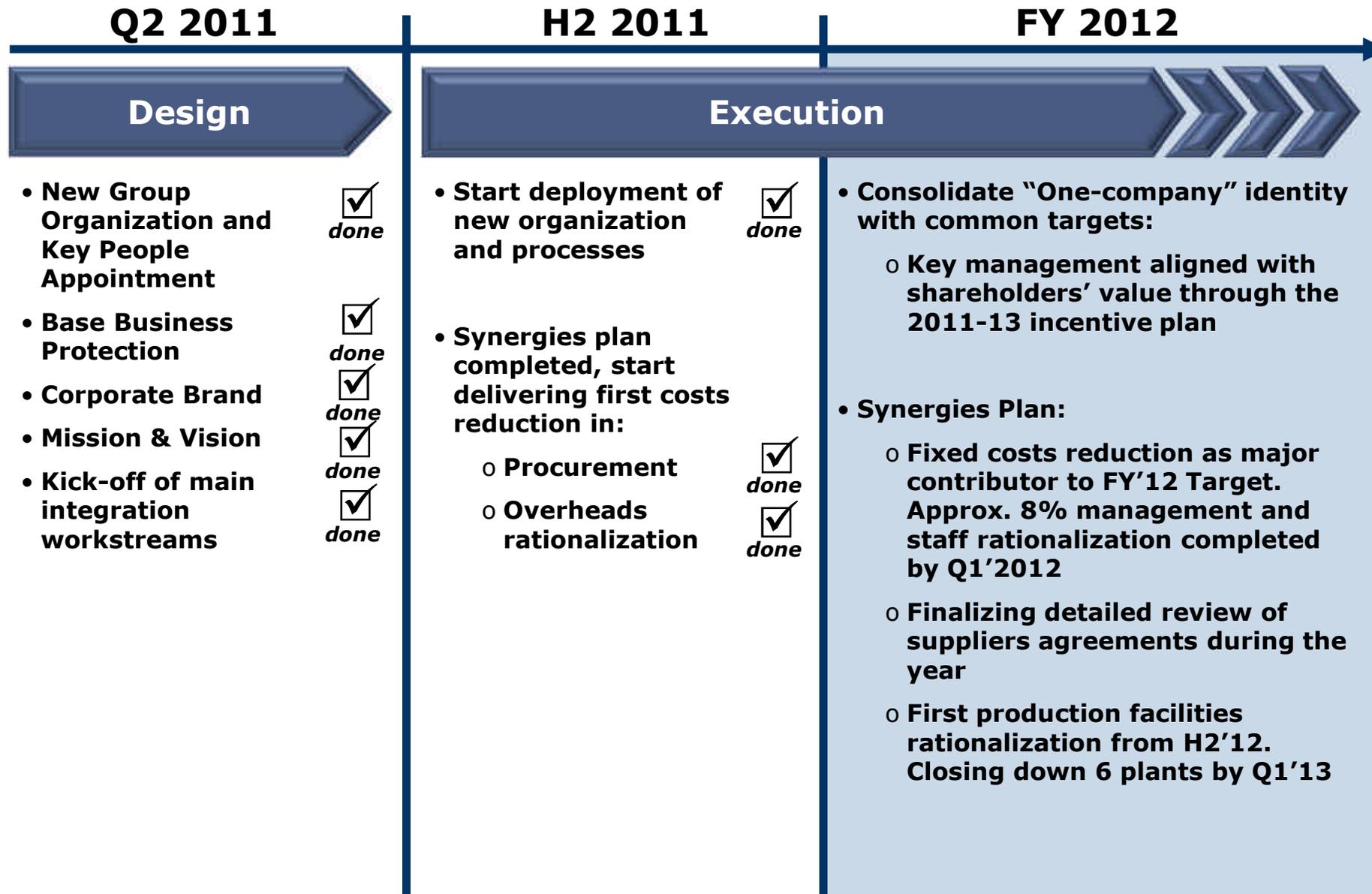
The new organization model

To strengthen leadership in all business segments leveraging on a global platform



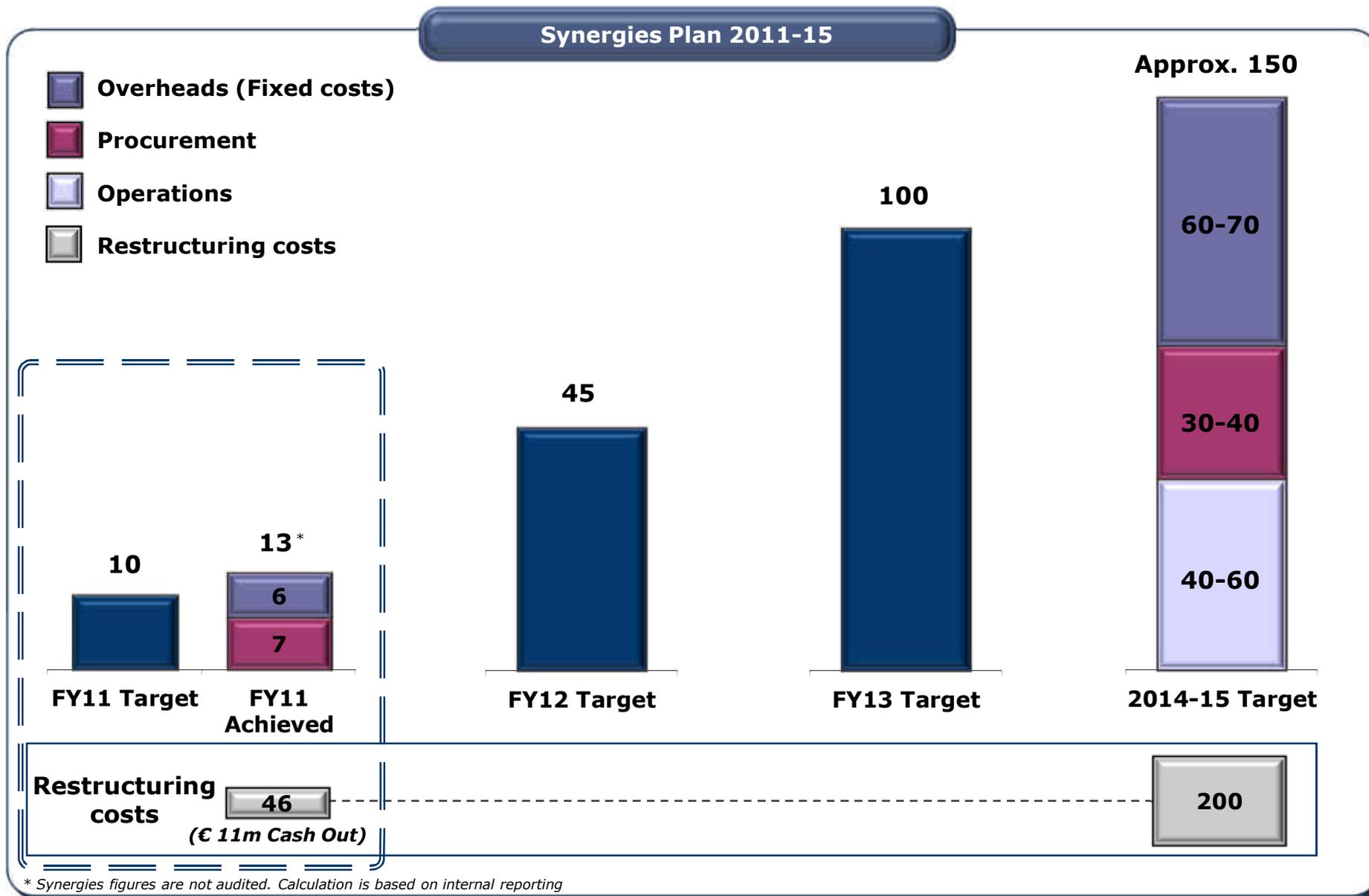
Integration process update

Successful deployment of new organization and common processes



First year of integration increasing confidence on Synergies Targets

Euro Millions



AGENDA

- Group Overview & 2012 Outlook
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- **Financial Results**
- Appendix

Profit and Loss Statement

Euro Millions

	9M 2012	9M 2011 Reported ^{a)}	9M 2011 Combined ^{b)}
Sales	5,930	5,604	5,994
<i>YoY total growth</i>	<i>(1.1%) ^{c)}</i>		
<i>YoY organic growth</i>	<i>(0.5%) ^{c)}</i>		
Adj.EBITDA	468	408	426
<i>% on sales</i>	<i>7.9%</i>	<i>7.3%</i>	<i>7.1%</i>
<i>Non recurring items</i>	<i>(66)</i>	<i>(260)</i>	
EBITDA	402	148	
<i>% on sales</i>	<i>6.8%</i>	<i>2.6%</i>	
Adj.EBIT	349	305	314
<i>% on sales</i>	<i>5.9%</i>	<i>5.4%</i>	<i>5.2%</i>
<i>Non recurring items</i>	<i>(66)</i>	<i>(260)</i>	
<i>Special items</i>	<i>12</i>	<i>(98)</i>	
EBIT	295	(53)	
<i>% on sales</i>	<i>5.0%</i>	<i>(0.9%)</i>	
<i>Financial charges</i>	<i>(85)</i>	<i>(86)</i>	
EBT	210	(139)	
<i>% on sales</i>	<i>3.5%</i>	<i>(2.5%)</i>	
Taxes	(61)	(20)	
<i>% on EBT</i>	<i>29.0%</i>	<i>n.m.</i>	
Net income	149	(159)	
<i>Extraordinary items (after tax)</i>	<i>(45)</i>	<i>(327)</i>	
Adj.Net income	194	168	

a) Includes Draka Group's results since 1 March 2011

b) Includes Draka Group's results since 1 January 2011

c) Variation calculated on 9M 2011 Combined

Extraordinary Effects

Euro Millions

	9M 2012	9M 2011 Reported ^{a)}
Antitrust investigation	(3)	(199)
Restructuring	(51)	(27)
Draka transaction costs	-	(6)
Draka integration costs	(5)	(9)
Draka change of control effects	-	(2)
Inventory step-up (PPA)	-	(14)
Other	(7)	(3)
EBITDA adjustments	(66)	(260)
Special items	12	(98)
Gain/(loss) on metal derivatives	30	(97)
Assets impairment	(4)	-
Other	(14)	(1)
EBIT adjustments	(54)	(358)
Gain/(Loss) on other derivatives ⁽¹⁾	18	17
Gain/(Loss) exchange rate	(25)	(26)
Other one-off financial Income/exp.	(2)	-
EBT adjustments	(63)	(367)
Tax	18	40
Net Income adjustments	(45)	(327)

Notes

(1) Includes currency and interest derivatives

a) Includes Draka Group's results since 1 March 2011

Financial Charges

Euro Millions

	9M 2012	9M 2011 Reported ^{a)}
Net interest expenses	(81)	(75)
Bank fees Amortization	(7)	(8)
Gain/(loss) on exchange rates	(25)	(26)
Gain/(loss) on derivatives ⁽¹⁾	18	17
Non recurring effects	(2)	-
Net financial charges	(97)	(92)
Share in net income of associates	12	6
Total financial charges	(85)	(86)

Notes

(1) Includes currency and interest derivatives

a) Includes Draka Group's results since 1 March 2011

Statement of financial position (Balance Sheet)

Euro Millions

	30 Sept '12	30 Sept '11	31 December '11
Net fixed assets	2,248	2,223	2,255
<i>of which: intangible assets</i>	615	611	618
<i>of which: property, plants & equipment</i>	1,533	1,523	1,544
Net working capital	1,033	814	552
<i>of which: derivatives assets/(liabilities)</i>	12	(47)	(27)
<i>of which: Operative Net working capital</i>	1,021	861	579
Provisions & deferred taxes	(351)	(343)	(371)
Net Capital Employed	2,930	2,694	2,436
Employee provisions	310	236	268
Shareholders' equity	1,174	1,069	1,104
<i>of which: attributable to minority interest</i>	55	62	62
Net financial position	1,446	1,389	1,064
Total Financing and Equity	2,930	2,694	2,436

Cash Flow

Euro Millions

	9M 2012	9M 2011 Combined ^{a)}	FY 2011 Combined ^{a)}
Adj.EBITDA	468	426	586
Non recurring items	(66)	(264)	(303)
EBITDA	402	162	283
Net Change in provisions & others	4	170	197
Release of inventory step-up	-	14	14
Cash flow from operations (before WC changes)	406	346	494
Working Capital changes	(460)	(210)	91
Paid Income Taxes	(57)	(70)	(98)
Cash flow from operations	(111)	66	487
Acquisitions	(35)	(501)	(501)
Net Operative CAPEX	(89)	(86)	(150)
Net Financial CAPEX	5	6	4
Free Cash Flow (unlevered)	(230)	(515)	(160)
Financial charges	(97)	(109)	(132)
Free Cash Flow (levered)	(327)	(624)	(292)
Free Cash Flow (levered) excl. acquisitions	(292)	(123)	209
Dividends	(45)	(36)	(37)
Other Equity movements	1	1	1
Net Cash Flow	(371)	(659)	(328)
NFP beginning of the period	(1,064)	(732)	(732)
Net cash flow	(371)	(659)	(328)
Other variations	(11)	3	(4)
NFP end of the period	(1,446)	(1,388)	(1,064)

a) Includes Draka Group's results since 1 January 2011

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- Appendix – Draka Acquisition

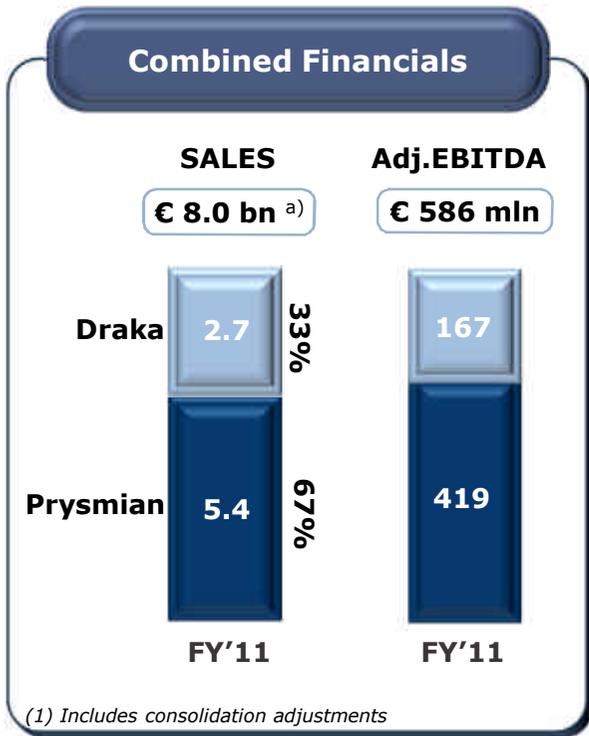
Full support from Draka shareholders to the new Prysmian industrial project

- **99.0% of Draka ordinary shares tendered (48,257,719 shares)**
 - 90.4% tendered during the Offer Period (06 Jan '11 – 03 Feb '11). Settlement on the 22nd of February
 - 8.6% tendered during the Post Closing Acceptance Period (09 Feb '11 – 22 Feb '11). Settlement on the 8th of March
- **Prysmian capital increase of 31,824,570 shares**
 - 29,059,677 on the first settlement (22nd of February)
 - 2,764,893 on the second settlement (8th of March)
- **New Prysmian total share capital of 214,508,781^{a)} shares**
- **First consolidation of Draka since 1st March 2011**
- **Delisting of Draka shares from NYSE Euronext Amsterdam on 7 April 2011**
- **Squeeze-out procedure successfully completed in February 2012**



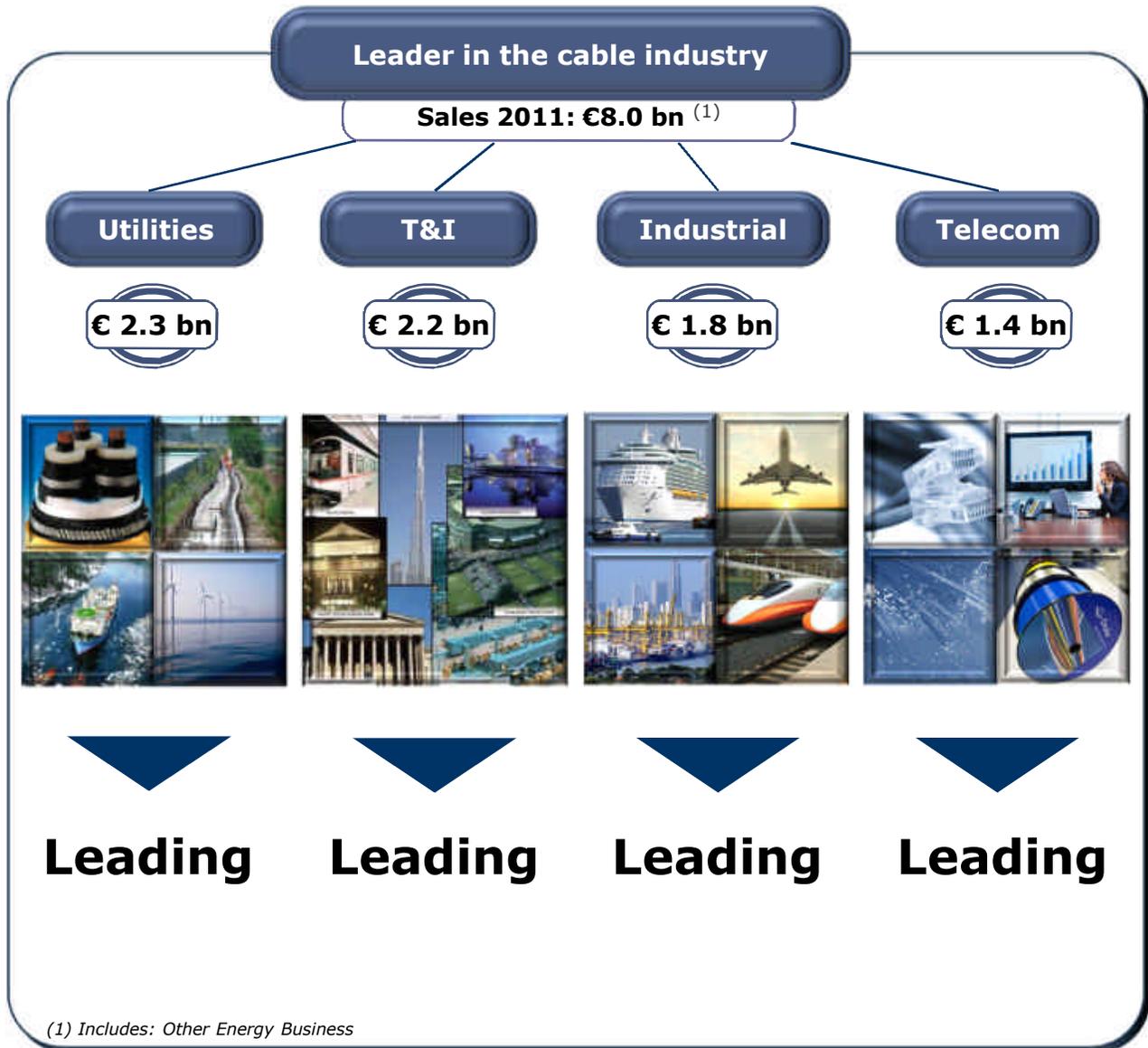
a) As of 1 December 2012, including treasury shares (3,039,169)

The new global market leader



Global presence:

- 50 countries
- 97 plants
- 22,000 people
- 17 R&D centres



Transaction Rationale

Creation of a World's Leading Cables & Systems Company

Unique and Highly Complementary Combination, with Increased Coverage of Emerging Markets

Strengthened Leadership in All Value Added Market Segments

Significant Synergy Potential

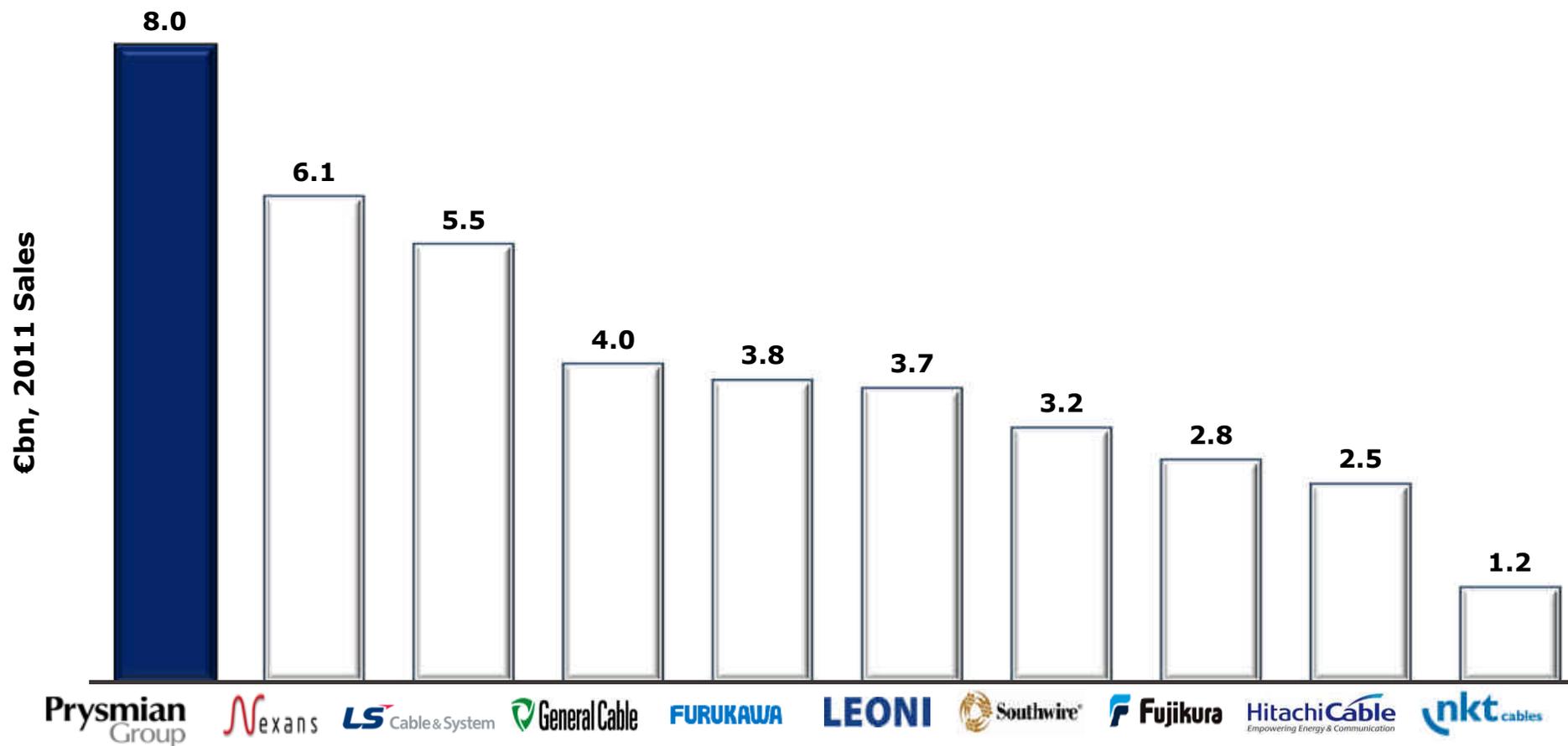
Strong Platform for Future Organic Growth and Industry Consolidation



Significant Value for All Stakeholders

Creation of a World's Leading Cables & Systems Company

N°1 in cable solutions for the energy and telecommunication business



Source: Companies' public documents.

Note: Prysmian 2011 Combined figure; Nexans excluding Electrical Wire Segment; General Cable excluding Rod Mill Products; Furukawa considering only Telecommunications and Energy & Industrial Products segments, LTM figures as of 31-Dec-2011; Southwire as of December 2010; Furjikura considering only Telecommunications and Metal Cable & Systems segments, LTM figures as of 31-Dec-2011; Hitachi Cable considering Sales to Customers only for Industrial Infrastructure Products, Electronic & Automotive Products and Information Systems Devices & Materials segments, LTM figures as of 31-Dec-2011. All figures are expressed in € based on the average exchange rate of the reference period

AGENDA

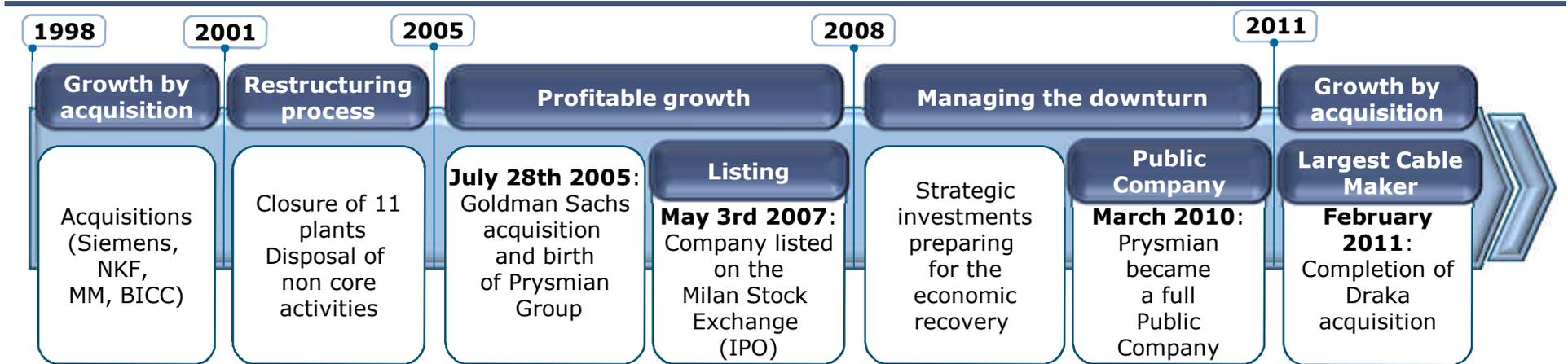
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➤ Draka integration

➤ Financial Results

➤ Appendix – Prysmian at a Glance

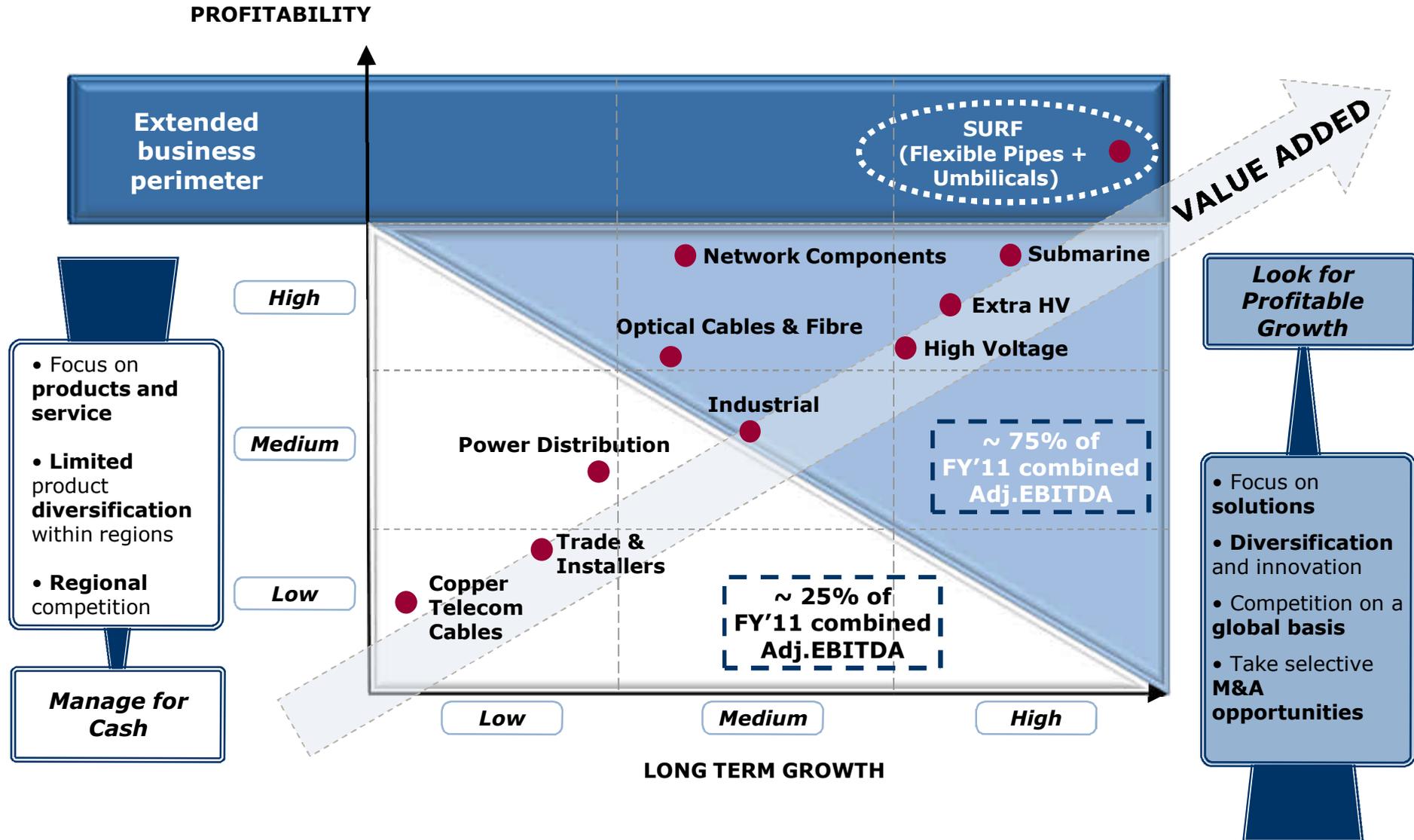
Key Milestones



Source: 1998-2003 Pirelli Group Annual Reports, data reported under Italian GAAP; 2004-2011 Prysmian accounts, data reported under IFRS. 2011: Draka included for 10 months

Prysmian Group business portfolio

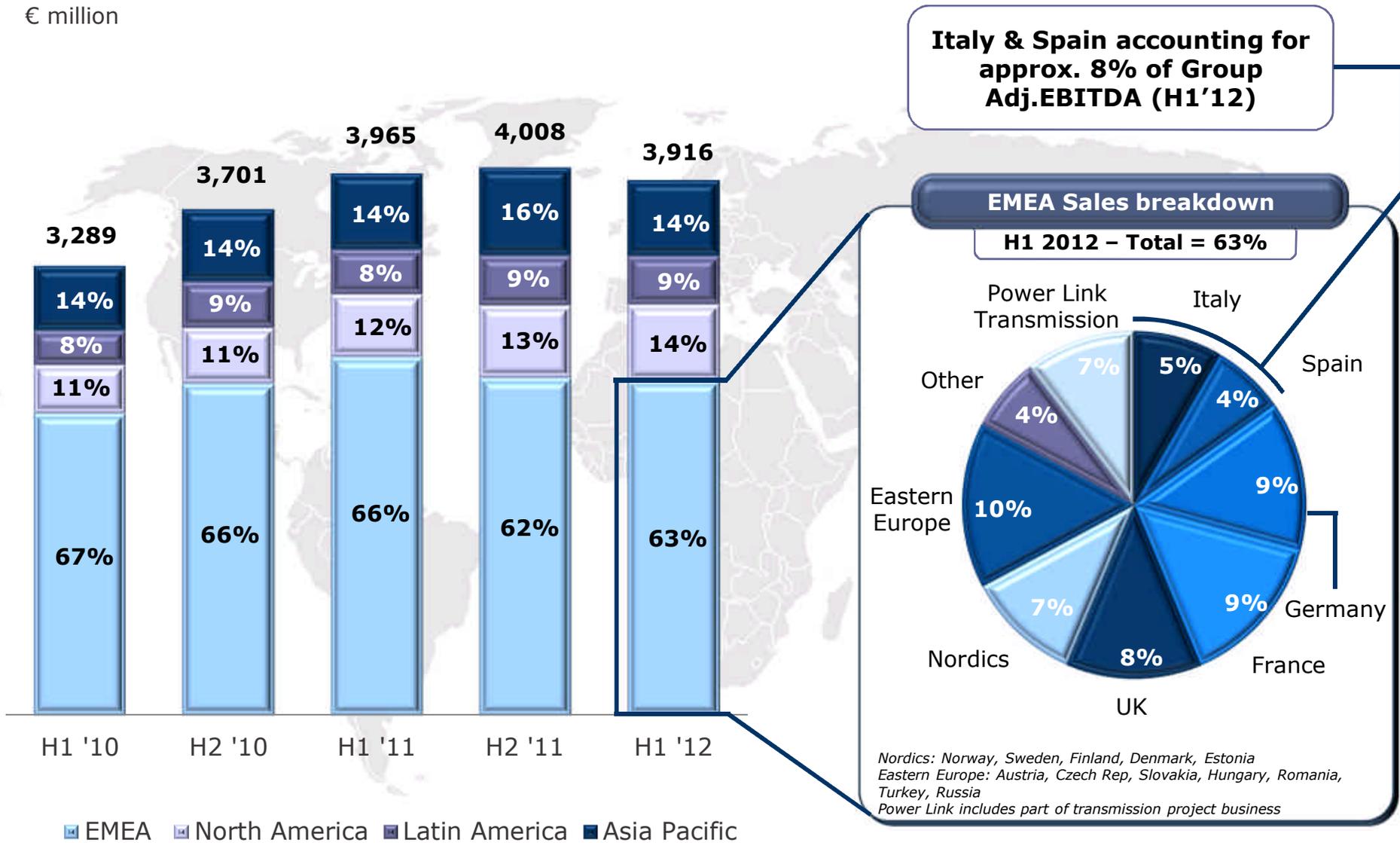
Focus on high value added segments



Sales evolution by geographical area

Improving geographical diversification with a limited exposure to weaker southern European countries

€ million



Note: Sales Combined Prysmian + Draka

Increasing exposure to Emerging markets (30% of 2011 sales)

Selective growth in High value added businesses to protect ROCE

2011 Combined Sales breakdown by geographical area

	% on tot	€ bn
EMEA	64%	5.1
<i>Of which Eastern Europe</i>	10%	0.8
North America	12%	1.0
Latin America	9%	0.7
Asia Pacific	15%	1.2
<i>Of which APAC excl. Australia</i>	11%	0.9
Total	100%	8.0

Growth drivers:

- Industrial OGP Off-shore
- Telecom Optical
- Other Industrial (Renewables, Automotive)
- Utilities HV

Latin America
9%

Eastern Europe*
10%

Growth drivers:

- Telecom (Optical, MMS)
- Utilities HV
- Industrials (Renewables, Mining, Railway, OGP, Automotive)

**Asia Pacific
(excl. Australia)**
11%

Growth drivers:

- Telecom Optical
- Utilities HV
- Industrials (e.g. Renewables, Elevators, OGP)

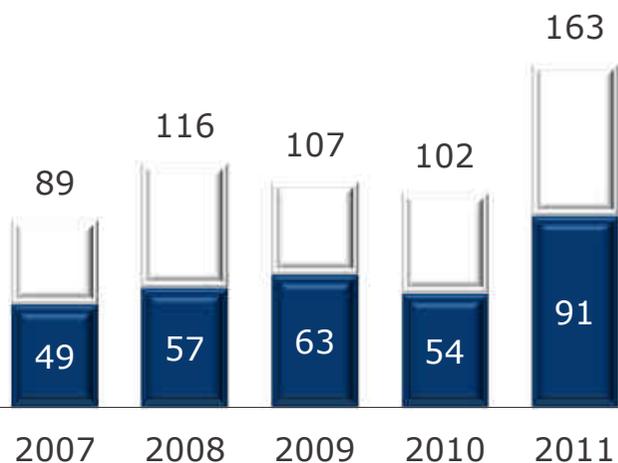
* Eastern Europe includes Austria, Czech Rep, Slovakia, Hungary, Romania, Turkey, Russia

Targeting High-tech segments and profitable extra-EU markets

CAPEX evolution in the last 5 years

Capacity Increase & Product mix ⁽¹⁾ (€m)

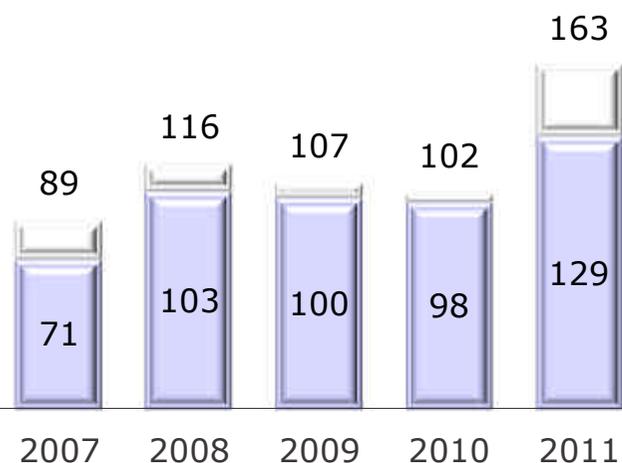
■ Maintenance, Efficiency, IT and R&D
■ Capacity Increase & Product mix



Utilities	73%	72%	43%	22%	59%
Industrial	14%	9%	6%	2%	7%
Surf	-	4%	43%	65%	21%
T&I	10%	2%	-	-	2%
Telecom	3%	13%	8%	11%	11%
Total ⁽²⁾	100%	100%	100%	100%	100%

Capex by Geographical area (€m)

■ Capex Submarine
■ Capex (excl. Submarine)



APAC	20%	10%	8%	7%	15%
Latin Am.	8%	18%	34%	39%	26%
North Am.	3%	20%	15%	13%	5%
EMEA	69%	52%	43%	41%	54%
Total ⁽³⁾	100%	100%	100%	100%	100%

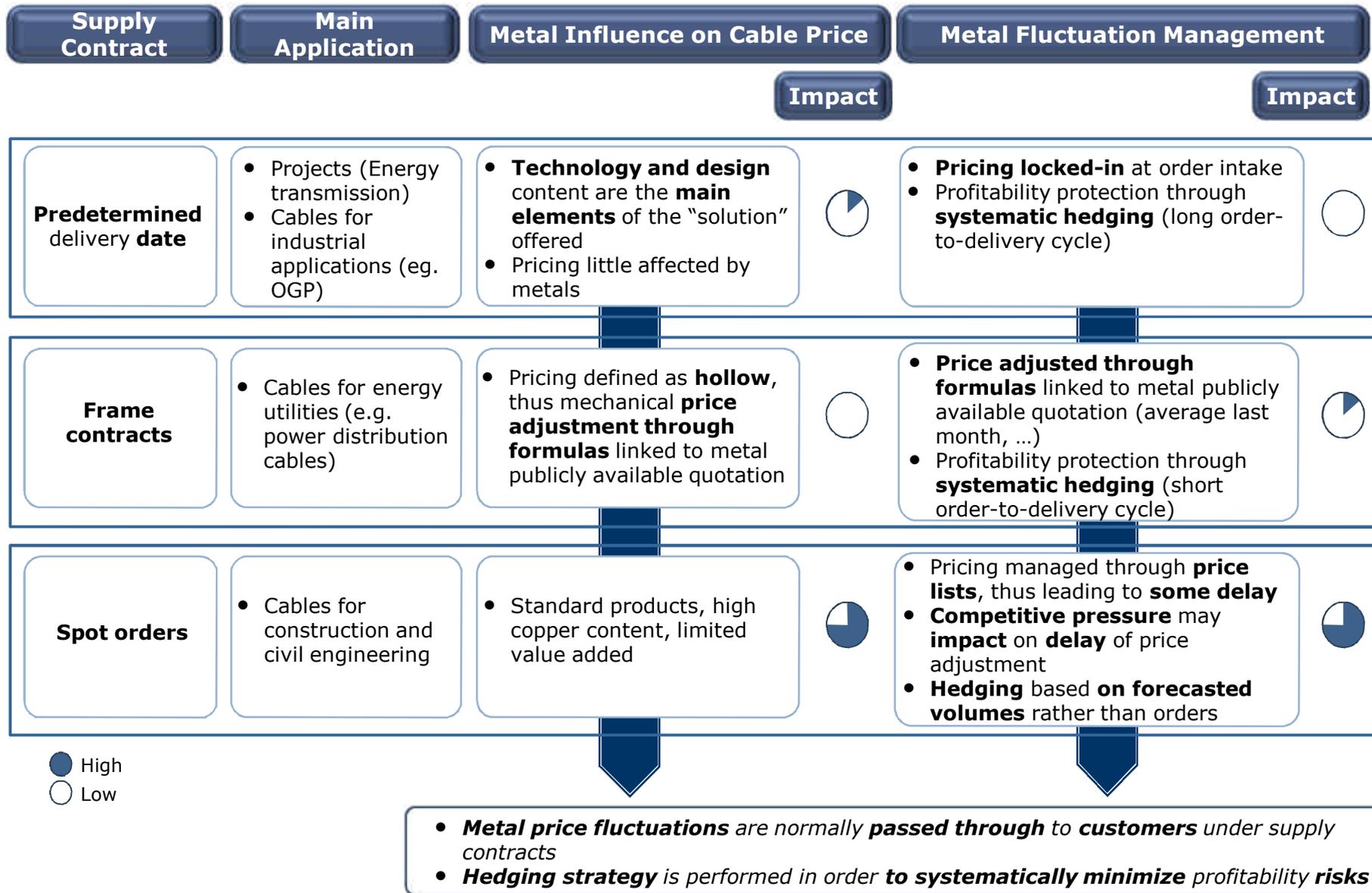
(1) Total Capex includes Capacity increase & Product mix, Maintenance, Efficiency, IT and R&D

(2) % of Capacity Increase & Product mix

Note: 2011 figures include Draka for 12 months

(3) % of Total Capex excluding Submarine

Metal Price Impact on Profitability

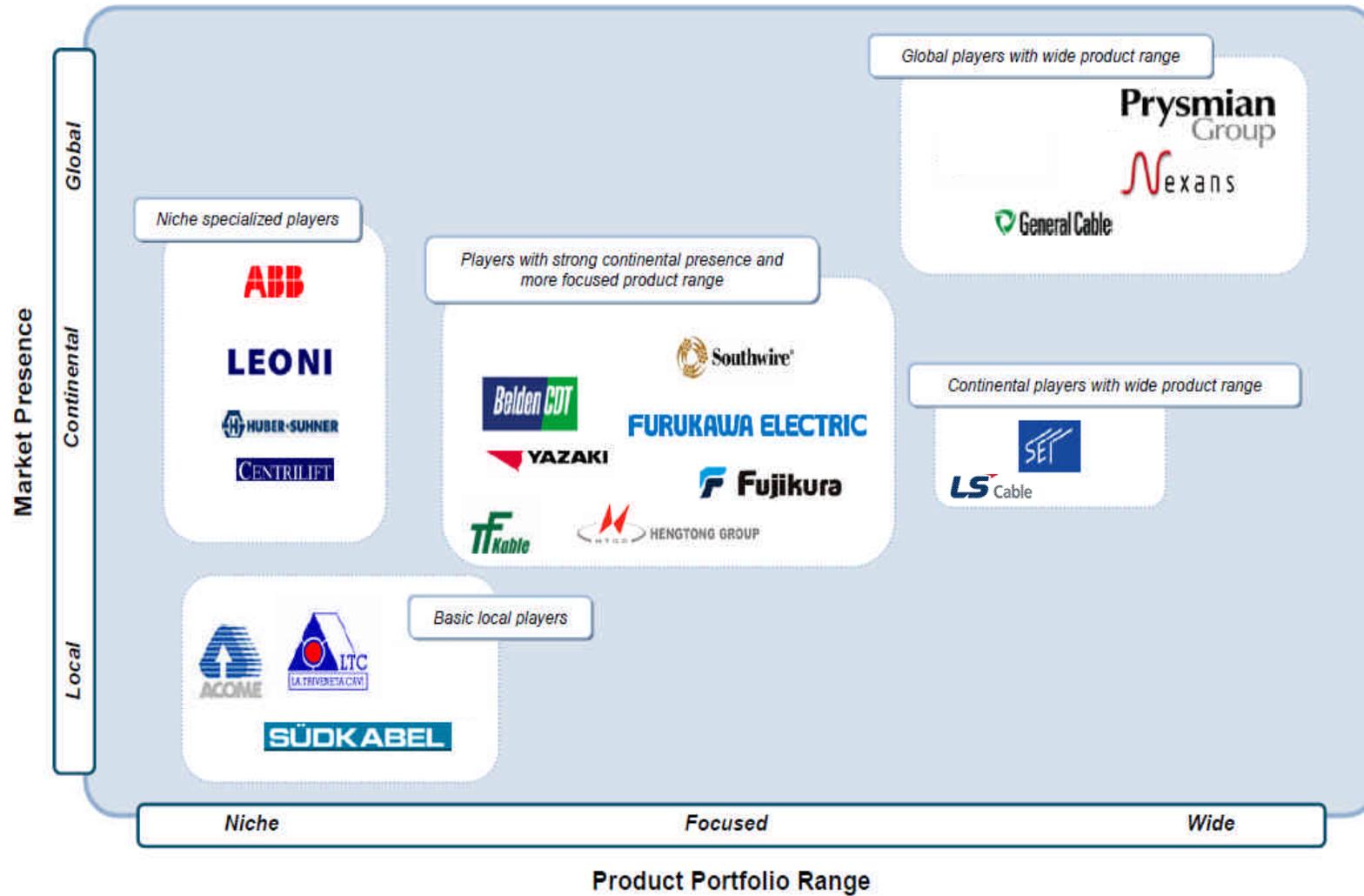


AGENDA

- Group Overview & 2012 Outlook
- Draka integration
- Financial Results
- Appendix – Energy

Clusters of Cable Manufacturers in the Industry

Competitive scenario – Energy Cables



Full package of solutions for Energy Business

Utilities

- **Power Transmission**
 - Underground EHV, HV-DC/AC
 - Submarine (turn-key) EHV-DC/AC (extruded, mass impregnated and SCFF) and MV
- **Power Distribution**
 - LV, MV (P-Laser)
- **Network components**
 - joints, connectors and terminations from LV to EHV



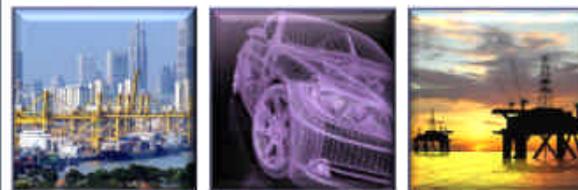
Trade & Installers

- **LV cables for construction**
 - Fire performing
 - Environmental friendly
 - Low smoke-zero halogen (LSOH)
 - Application specific products



Industrial

- **Specialties & OEM** (rolling stock, nuclear, defence, crane, mining, marine, electro medical, railway, other infrastructure)
- **Automotive**
- **OGP & SURF**
- **Renewables**
- **Elevator**
- **Other industrial (aviation, branchment, other)**



Utilities – Power Transmission

Business description

High/extra high voltage power transmission solutions for the utilities sector

- Underground High Voltage**
 Cabling solutions for power plant sites and primary distribution networks
- Submarine High Voltage**
 Turnkey cabling solutions for submarine power transmission systems at depths of up to 2,000 meters
- Network components**
 Joints, connectors and terminations for low to extreme high voltage cables suitable for industrial, building or infrastructure applications and for power transmission and distribution



Key customers

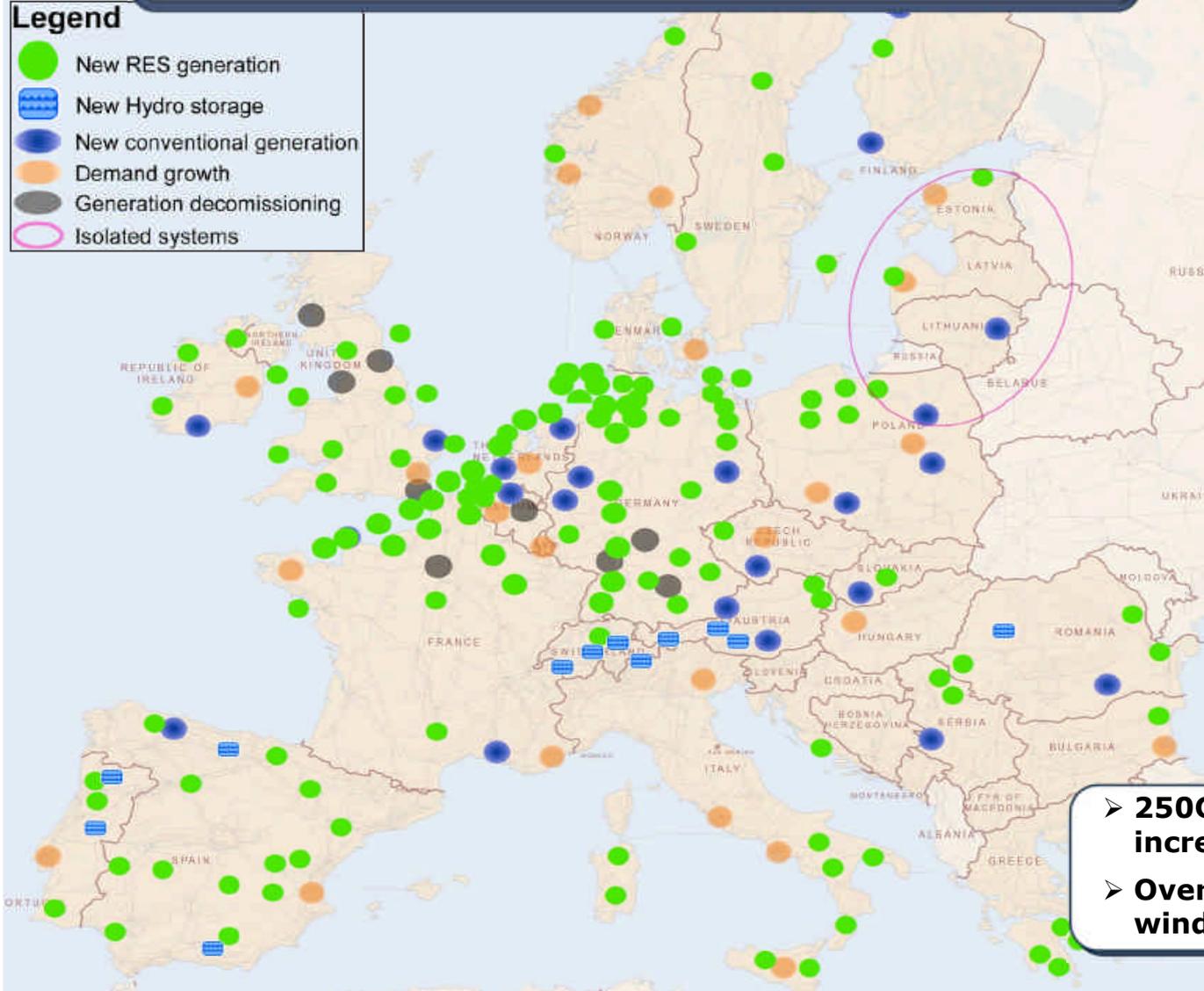
Customer base drawn from all major national distribution networks



Utilities – Transmission

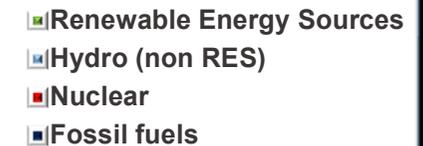
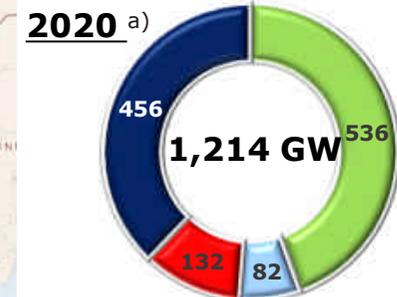
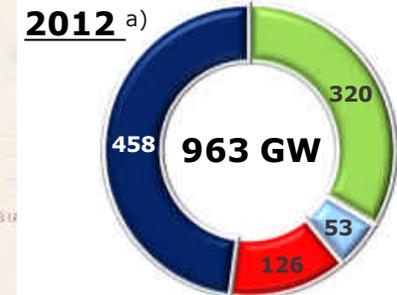
Changing Energy generation mix implies a re-engineering of transmission grids

Main primary drivers for grid development in Europe toward 2020



Evolution of the generation mix

Scenario EU2020



- **250GW total capacity increase in 2012-20**
- **Over 200GW come from wind and solar development**

a) Total 2012-2020 include Other sources for respectively 6 and 8GW. Source: ENTSO-E

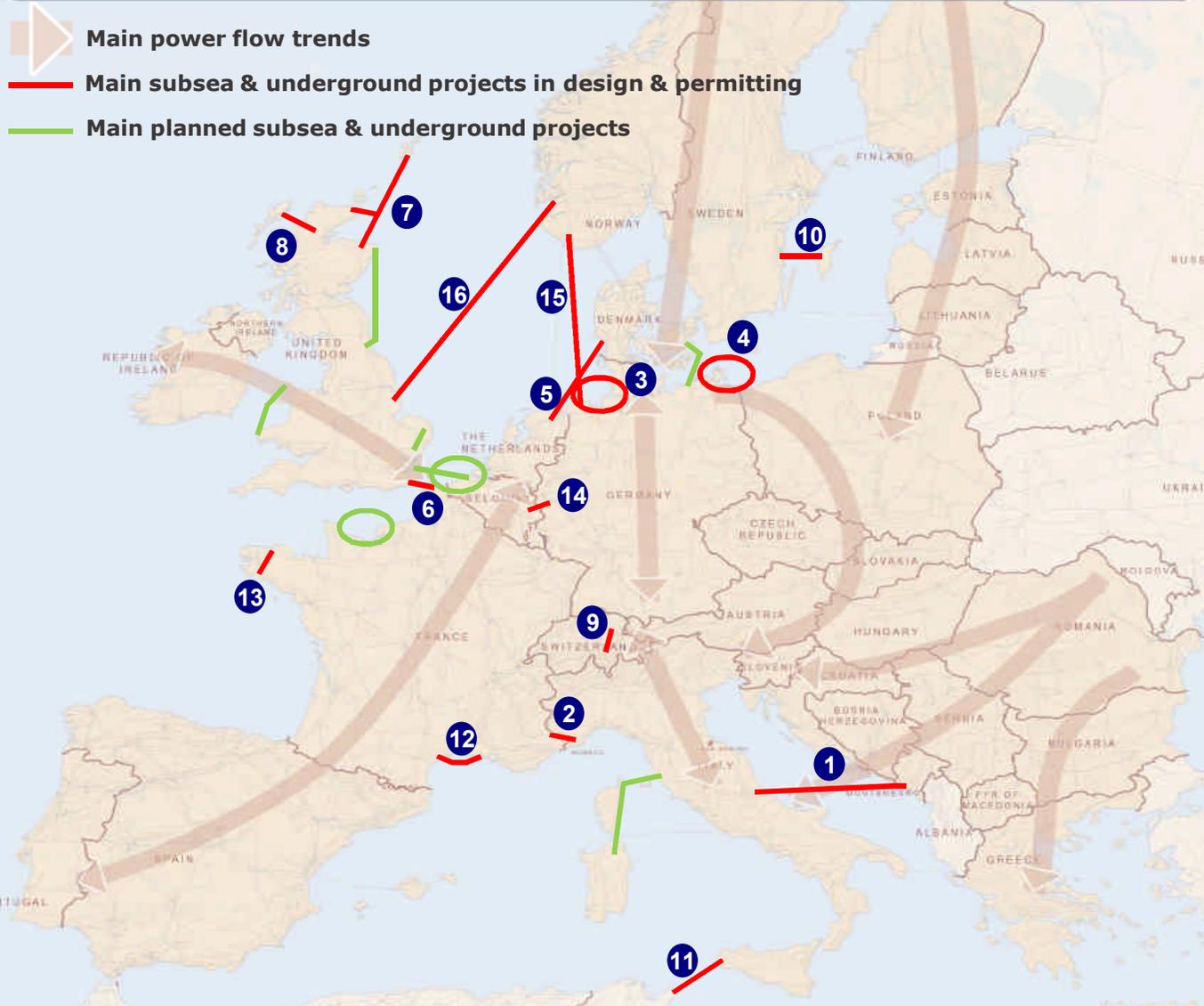
Source: ENTSO-E TYNDP 2012 (July 2012). RES stands for Renewable Energy Sources

Utilities – Transmission

First round of investments to increase wind off-shore and interconnections to main consumption centers

Main subsea and underground projects of pan-European significance

List of main projects



1. Italy – Montenegro
2. Italy – France
3. Germany (Dolwin III, Borwin III & IV, Sylwin II)
4. Germany (Baltic Sea East & West)
5. Cobra (NL-DK)
6. France – UK (Eurotunnel)
7. UK Caithness
8. Western Isles Link
9. Schwanden-Limmern (CH)
10. Västervik – Gotland
11. Tunisia – Italy
12. Marseille – Languedoc
13. Calan – Plaine-Haute
14. Belgium – Germany
15. Norway – Germany
16. Norway – UK

Source: ENTSO-E TYNDP 2012 (July 2012)

Utilities – Submarine Systems

Key success factors

- Track record and reliability
- Ability to design/execute turnkey solution
- Quality of network services
- Product innovation
- State-of-the-art cable laying ship

Action plan

Capacity expansion completed in Pikkala. Capacity increase planned in Arco Felice and Drammen to support growth next years through:

- Leverage on strong off-shore wind-farms trend
- Secure orders to protect long-term growth
- Focus on flawless execution

Latest Key projects

Customers

Period

€m ⁽¹⁾

Latest Key projects	Customers	Period	€m ⁽¹⁾
Mon.Ita	Terna	2014-16	400
Dardanelles	TEIAS	2012-14	67
Phu Quoc	EVNSPC	2012-14	67
Western Link	NGET/SPT Upgrades	2012-15	800
HelWin2	TenneT	2012-15	200
Hudson Project	Hudson Transmission Partners LLC	2012-13	\$175m
SylWin1	TenneT	2012-14	280
HelWin1	TenneT	2011-13	150
BorWin2	TenneT	2010-13	250
Messina	Terna	2010-13	300
Kahramaa	Qatar General Elect.	2009-10	140
Greater Gabbard	Fluor Ltd	2009-10	93
Cometa	RED Electrica de España	2008-11	119
Trans Bay	Trans Bay Cable LLC	2008-10	\$125m
Sa.Pe.I	Terna	2006-10	418
Neptune	Neptune RTS	2005-07	159
GCC Saudi - Bahrain	Gulf Cooperation Council Inter. Aut.	2006-10	132
Angel development	Woodside		
Rathlin Island	N.Ireland Electricity		
Ras Gas WH10-11	J. Ray Mc Dermott		

(1) Prysmian portion of the project

Utilities – Western Link a milestone in the submarine sector

Confirmed leadership in terms of know-how and innovation capabilities

— Western Link route



Western Link milestones

- The highest value cable project ever awarded, worth **€800 mln**
- The highest voltage level (**600kV**) ever reached by an insulated cable
- Currently unmatched transmission capacity for long-haul systems of **2,200MW**
- **Over 400km** of HVDC cable, bi-directional allowing electricity to flow north or south according to future supply and demand
- First time HVDC technology has been used as an integral part of the GB Transmission System
- Commissioning scheduled by late 2015

Large Off-shore Wind investments planned in Scotland



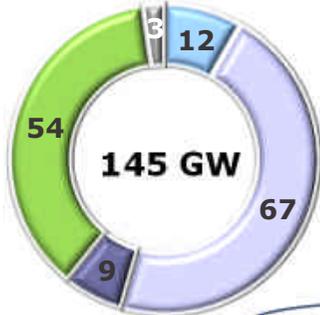
Source: www.offshorewindscotland.org, www.westernhvdlink.co.uk

Utilities – Nuclear decrease as new driver for Renewables

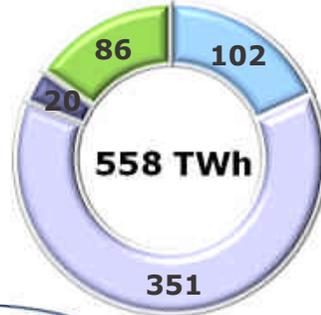
Germany exit from nuclear to potentially lower nuclear investments in other countries

German electricity system highly dependent on nuclear

Installed capacity 2011



Net production 2011



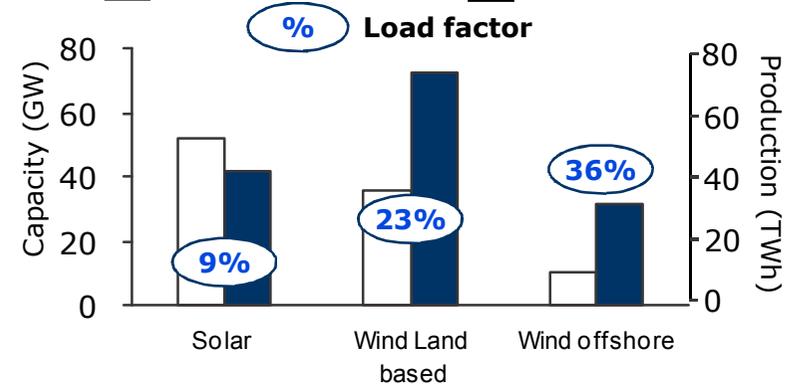
Load factor*



* Load factor is defined as net production on theoretic maximum production [calculated as Net production GWh / (Installed capacity GW * 8760h)]. a) Calculated on 2011 avg capacity
Source: ENTSO-E Memo 2010

Renewables load factor at run rate capacity utilization (Germany 2020)

Installed capacity Net Production

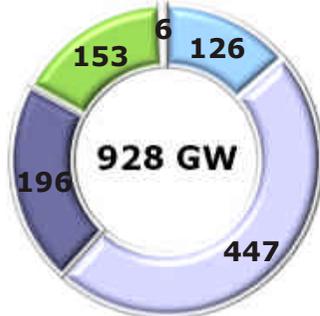


Wind off-shore the renewable energy with higher conversion in energy produced

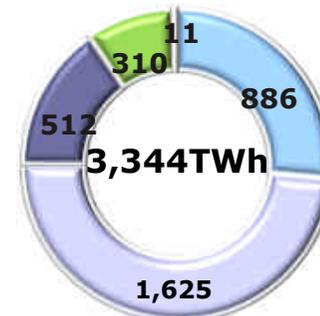
Source: National Renewable Energy Action Plans (June 2010)

Total European electricity system

Installed capacity 2011



Net production 2011



Nuclear covers over 25% of energy produced in Europe while Renewables account for less than 10%

Source: ENTSO-E Memo 2011

Utilities – Power Distribution

Market drivers

- Long term growth in electricity consumption
- Mandated improvements in service quality
- Investment incentives to utilities
- Urbanization

Key success factors

- Time to market
- Quality of service
- Technical support
- Cost leadership
- Customer relationship

Key customers

Key customers are all major national distribution network operators



Action plan

- Improve service level and time to market
- Reduce product cost
 - Cable design optimization
 - Alternative materials / compounds introduction
 - Process technologies improvement
- Innovate
 - New insulation materials
 - P-LASER launch in Europe

Trade & Installers

Business description

- Low voltage cables for residential and non residential construction
- Channel differentiation with both:
 - Direct sales to end customers (Installers)
 - Indirect sales through
 - Specialized distributors
 - General distributors
 - Wholesalers
 - Do-it-yourself/modern distribution
- Wide range of products including
 - Value added fire retardant
 - Environmental friendly
 - Specialized products

Key customers

- Key customers include major:
 - Specialized distributors



- General distributors



- Wholesalers



- Installers



Trade & Installers

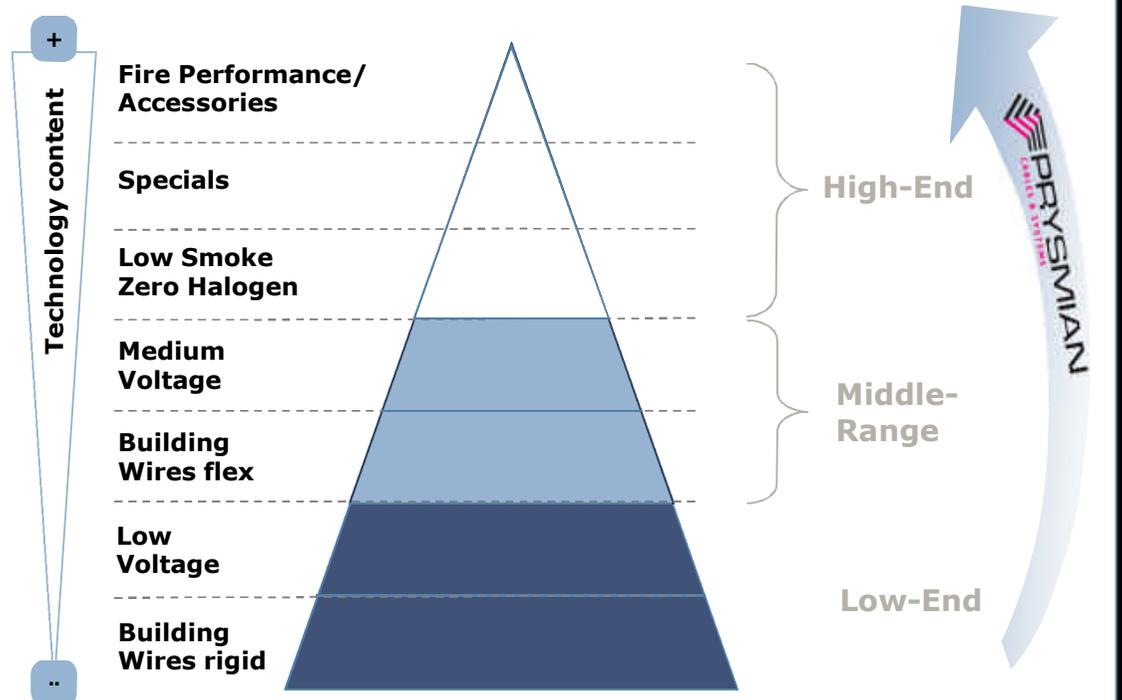
Key success factors

- Product range
- On-time delivery / Product availability
- Inventory/WC management
- Cost leadership
- Channel management
- Customers' relationship

Action plan

- Continuously redefine product portfolio
 - Focus on high-end products (e.g. Fire Performance)
- Exploit channel/market specificity
 - Focus on wholesalers and installers
 - Protect positioning in high margin countries
 - Grow global accounts
- Continuously improve service level
- Benefit from changes in regulatory regime

Product overview



Industrial

Business description

Integrated cable solutions highly customized to our industrial customers worldwide

Oil & Gas

Addressing the cable needs of research and refining, exploration and production. Products range from low & medium voltage power and control cables to dynamic multi-purpose umbilicals for transporting energy, telecommunications, fluids and chemical products



Renewable

Advanced cabling solutions for wind and solar energy generation contribute to our clients increased efficiency, reliability and safety



Surf (Subsea umbilical, riser and flowline)

SURF provides the flexible pipes and umbilicals required by the petro-chemicals industry for the transfer of fluids from the seabed to the surface and vice versa



Elevator

Meeting the global demand for high-performing, durable and safe elevator cable and components we design manufacture and distribute packaged solutions for the elevator industry



Auto & Transport

Products for trains, automobiles, ships and planes including the Royal Caribbean's Genesis fleet (world's biggest ship) & Alstom designed TGV (world's fastest train)



Specialties & OEM

Products for mining, crane and other niches

Key customers

Large and differentiated customer base generally served through direct sales



Industrial – Investing in the high value added off-shore oil business

New flexible pipes plant in Brazil and acquired downhole technology from Draka

Vila Velha (BRA): new flexible pipes plant built next to the pre-existing umbilical plant



Over US\$ 100m sales in FY2011



Flexible Pipes

Production line and chemical injection



Umbilical Control/Injection

Controlling valves on the sea bed. Can use thermoplastic hoses or steel tubes (STU)



Umbilical for Power

Connecting platforms to platforms to transmit power or feed pumps for upstream exploration

Bridgewater (USA): plant contributed by Draka specialized in downhole technology (DHT)



Approx. US\$ 40m sales in FY2011

Sales breakdown: N.A.(50%)-Europe(20%)-S.A.(20%)-MiddleEast/Apac(10%)



Hybrid Electro-Optical

Monitoring in real time the performance of the well. Tube of SS, Inconel, Duplex, etc



Electrical

Supplying power to the sensors or to the well



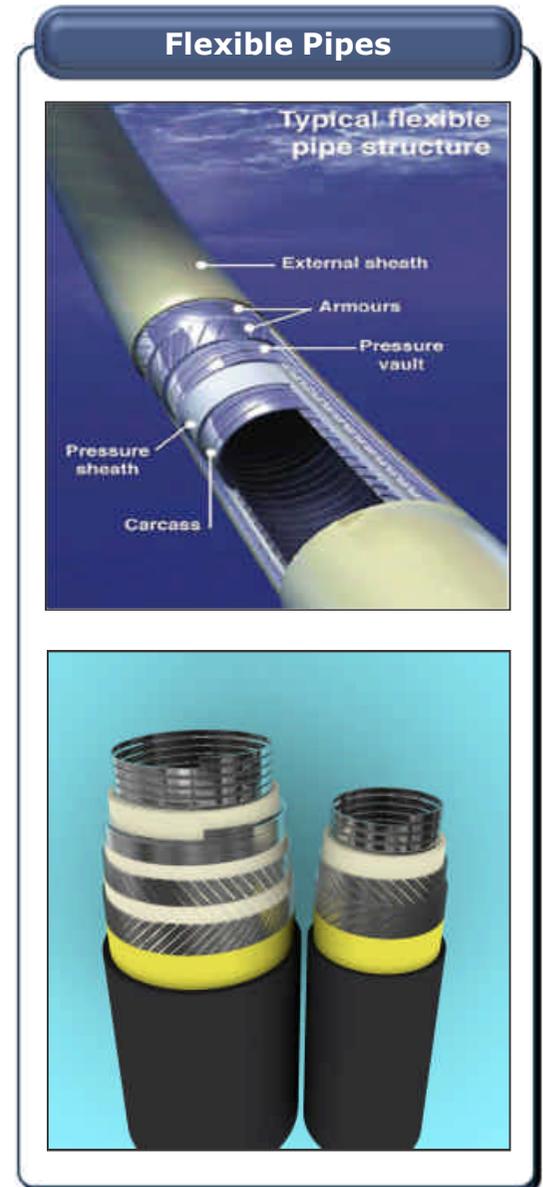
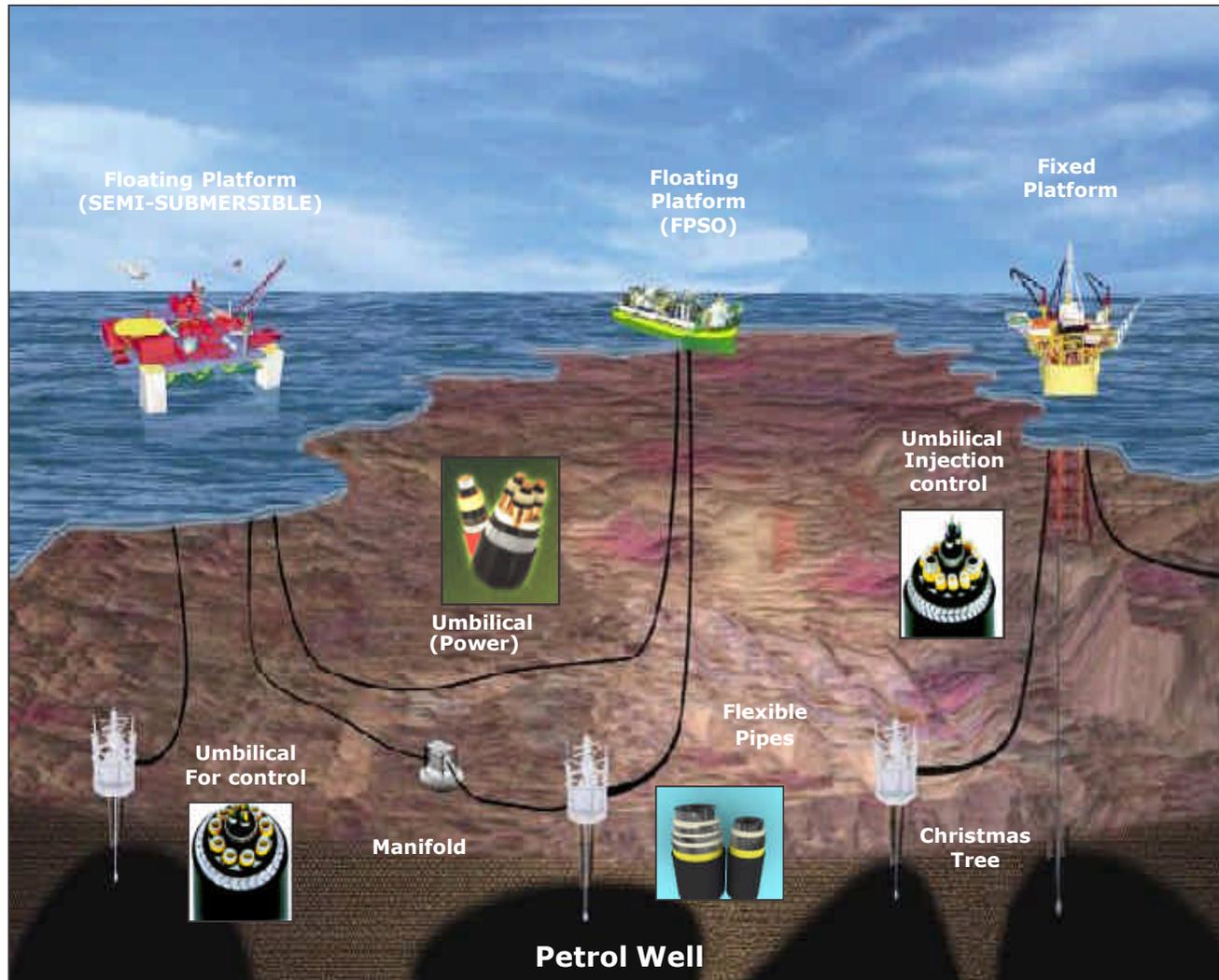
Packaged Gas & Fluid

For chemical/hydraulic injection, fiber sensing

Main customers: Schlumberger, Baker-Hughes, BJ Services, GCDT

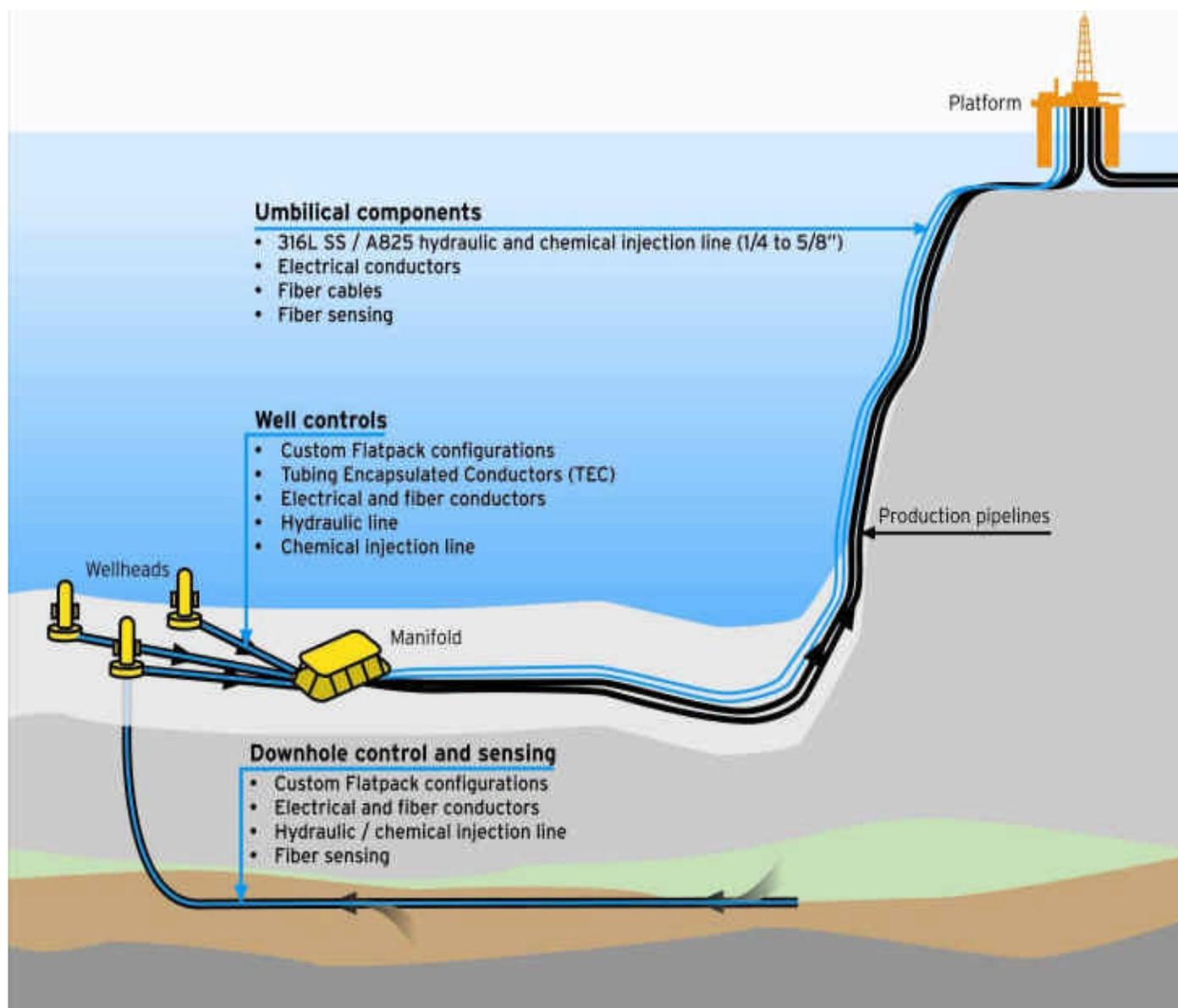
Industrial – Off-shore oil exploration

Oilfield structure

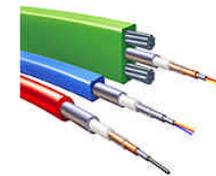


Industrial – Off-shore oil exploration

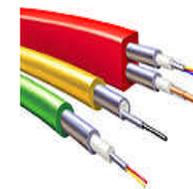
Cross selling opportunities driven by the new Downhole technology business contributed by Draka



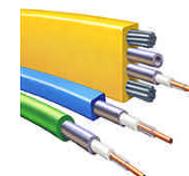
Downhole Technology (DHT)



HYBRID ELECTRO-OPTIC



FIBER OPTIC



ELECTRICAL



GAS & FLUID TUBING

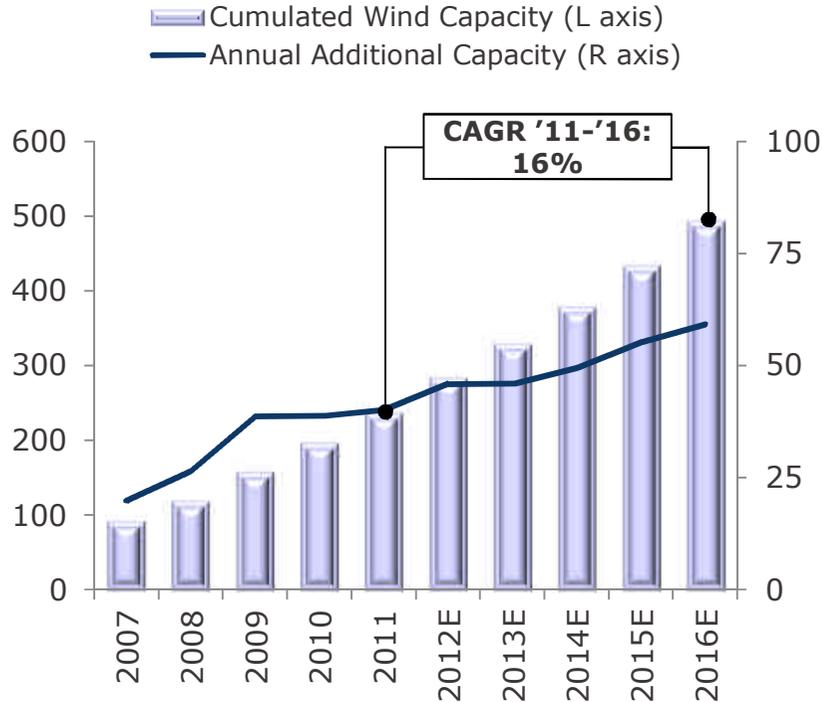


PACKAGED GAS & FLUID TUBING

Industrial – Global renewables market

Steady growth expected across all geographical areas

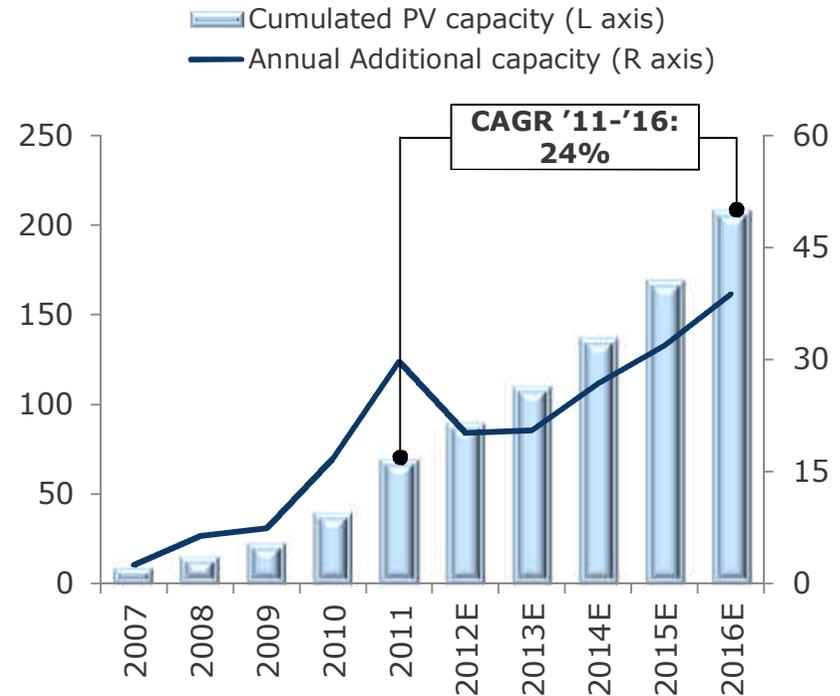
Global Installed Wind Capacity (GW)



- 250GW of new wind capacity expected in 2012-16
- China the largest market (26% of global 2011 wind capacity), followed by USA (20%) and Germany (12%)
- Latam and Apac (in particular Brazil and Australia) the fastest growing markets with CAGR '11-'16 of 36% and 20% respectively

Source: GWEC (March 2012)

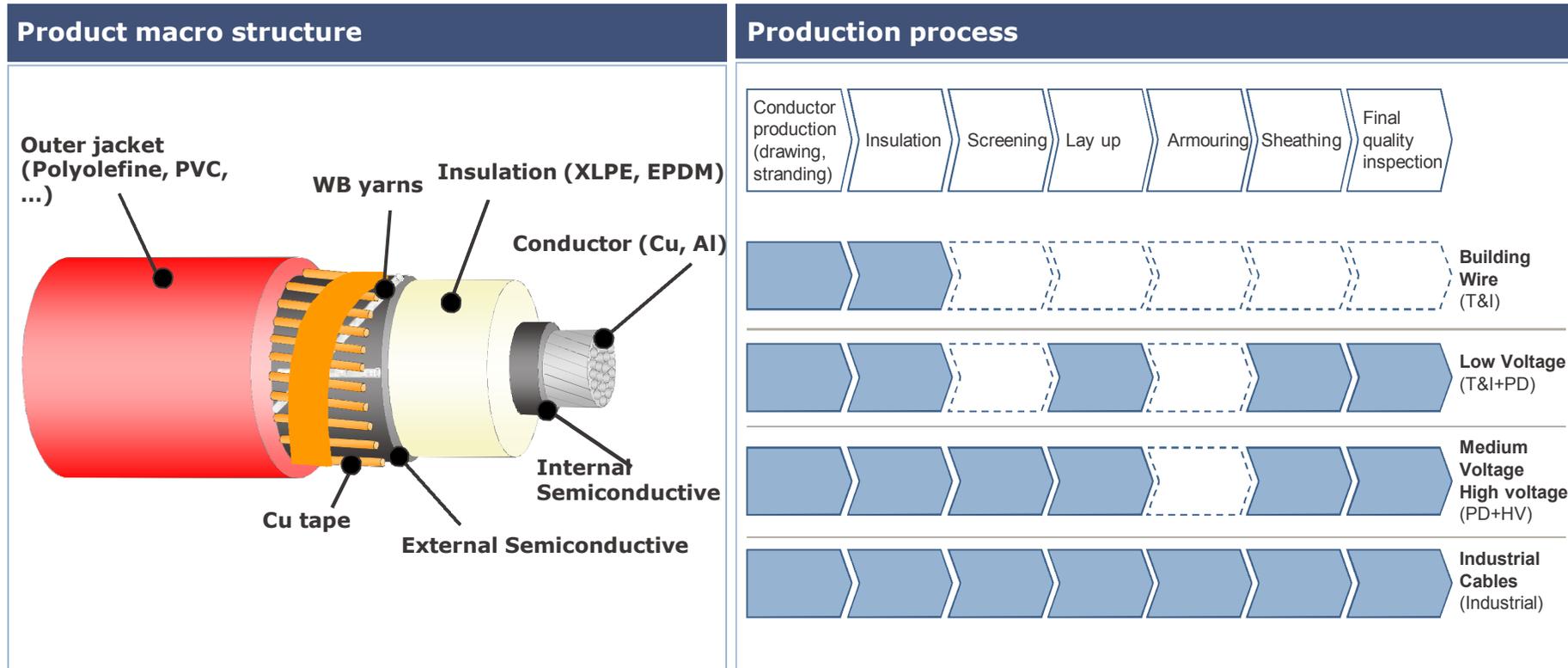
Global Installed Solar PV Capacity (GW)



- 140GW of new PV capacity expected in 2012-16
- Europe by far the largest market with 74% of global installed capacity (end '11). Germany and Italy account respectively for 35% and 18%
- PV market expected to triple in the period 2011-16, driven by fast growing USA (+26 GW), China (+18 GW) and Germany (+15 GW)

Source: EPIA (Moderate Scenario - March 2012)

Macro-structure of Energy Cables

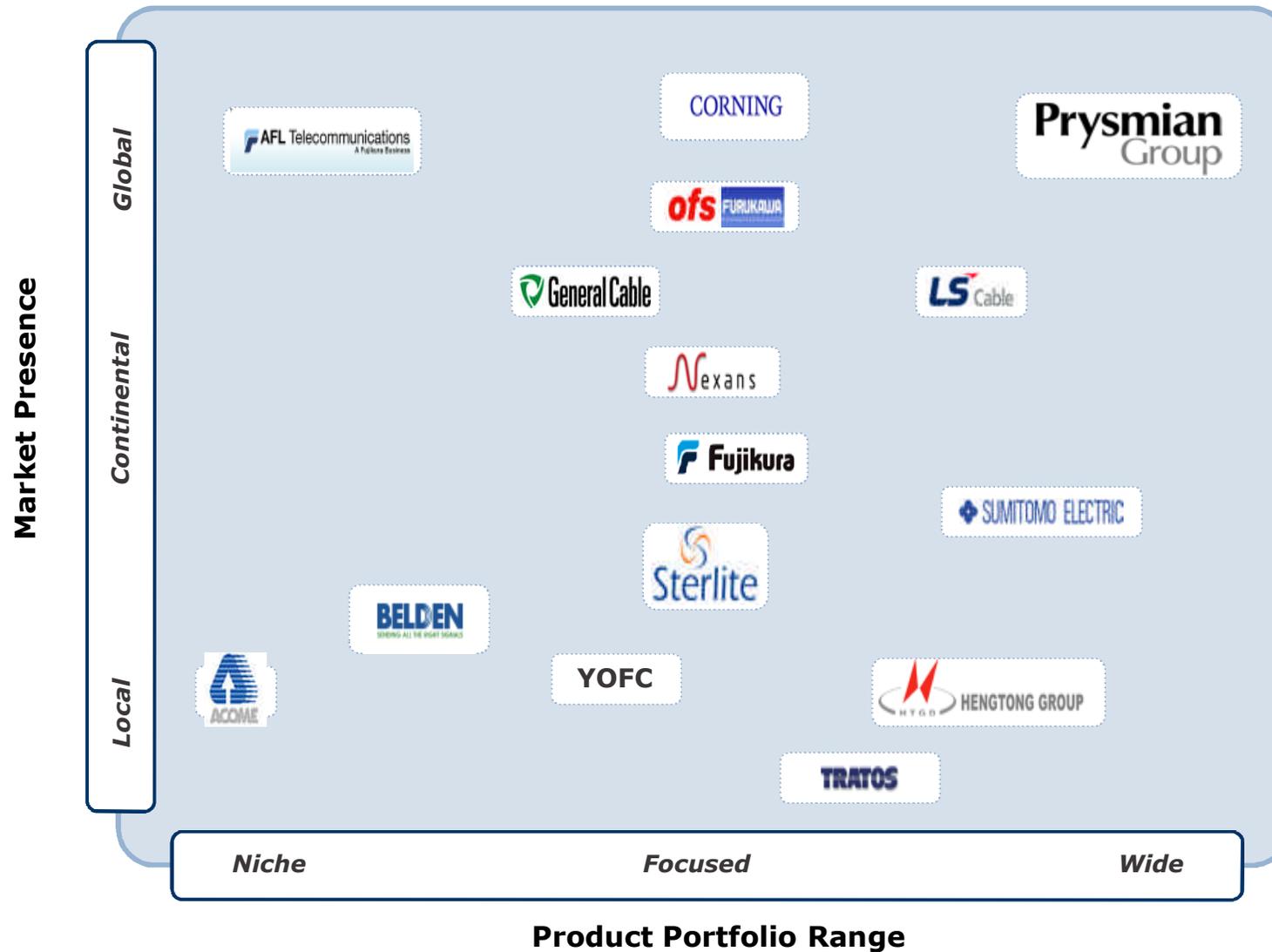


AGENDA

- Group Overview & 2012 Outlook
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- Financial Results
- Appendix – Telecom

Major Players within the Telecom Industry

Competitive scenario



Our Telecom Business

Business description

Integrated cable solutions focused on high -end Telecom

Telecom solutions

Optical cables: tailored for all today's challenging environments from underground ducts to overhead lines, rail tunnels and sewerage pipes

Copper cables: broad portfolio for underground and overhead solutions, residential and commercial buildings

Connectivity: FTTH systems based upon existing technologies and specially developed proprietary optical fibres



MMS

Multimedia specials: solutions for radio, TV and film, harsh industrial environments, radio frequency, central office switching and datacom

Mobile networks: Antenna line products for mobile operators

Railway infrastructure: Buried distribution & railfoot cables for long distance telecommunication and advanced signalling cables for such applications as light signalling and track switching



Optical Fiber

Optical fiber products: single-mode optical fiber, multimode optical fibers and specialty fibers (DrakaElite)

Manufacturing: our proprietary manufacturing process for Plasma-activated Chemical Vapor Deposition and Licensed OVD Technology (600 unique inventions corresponding to > 1.4K patents) positions us at the forefront of today's technology



Key customers

Key customers include key operators in the telecom sector



Optical cables

Global overview

Market trends

- Demand function of level of capital expenditures budgeted by large telecom companies (PTT/incumbents as well as alternative operators) for network infrastructures, mainly as a consequence of:
 - Growing number of internet users
 - Diffusion of broadband services / other high-tech services (i.e. IPTV)

Key success factors

- Continuous innovation and development of new cable & fibre products
- Cable design innovation with special focus on installation cost reduction
- Relentless activity to maintain the highest quality and service level
- Focus on costs to remain competitive in a highly price sensitive environment

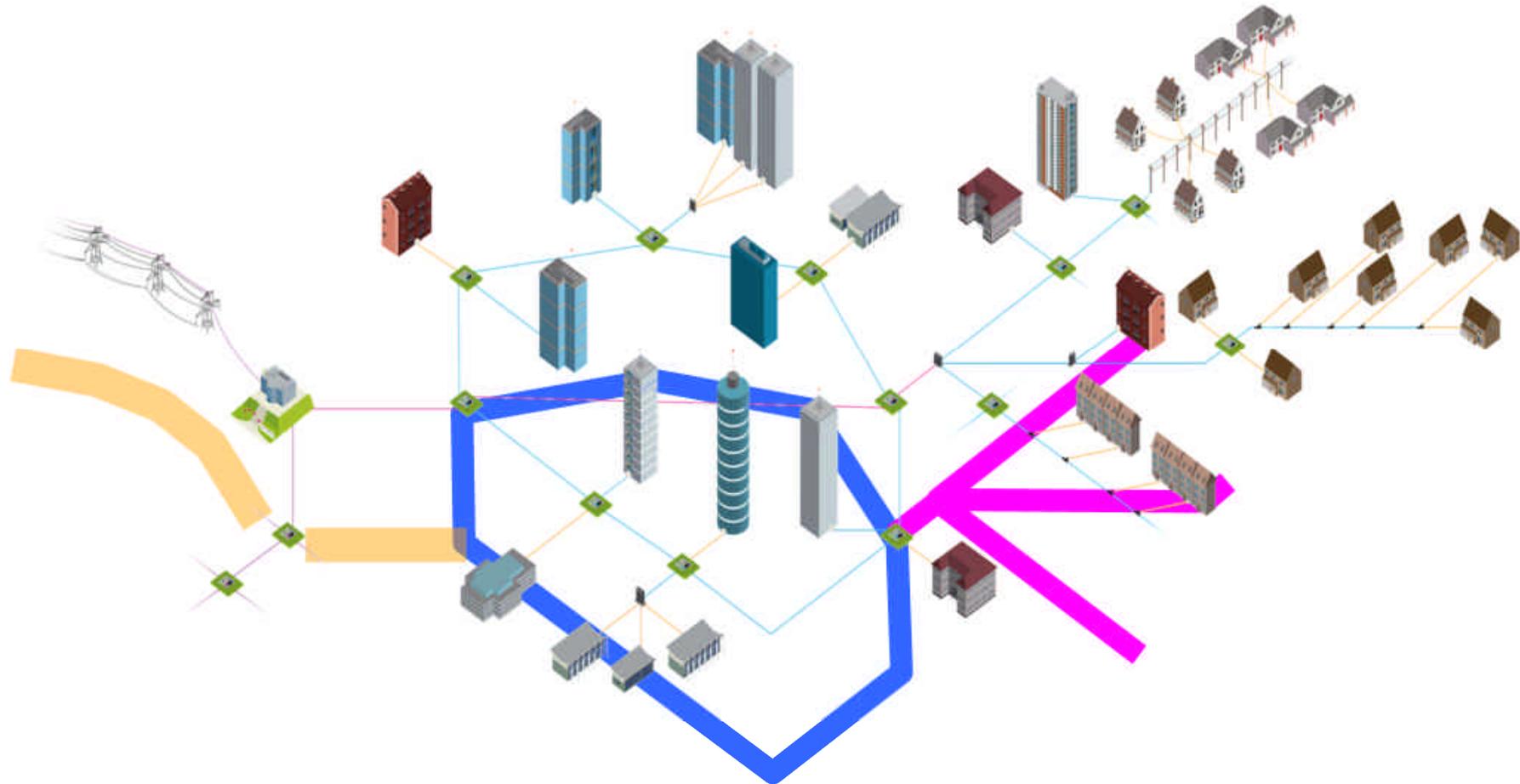
Strategic value of fibre

- Fibre optic represents the major single component cost of optical cables
- Fibre optic production has high entry barriers:
 - Proprietary technology or licenses difficult to obtain
 - Long time to develop know-how
 - Capital intensity
- When fibre optic is short, vertically integrated cable manufacturers leverage on a strong competitive advantage

Action plan

- Maintain & reinforce position with key established clients
- Further penetration of large incumbents in emerging regions
- Optimize utilization of low cost manufacturing units
- Expand distribution model in Domestic & Export
- Streamline the inter-company process
- Fully integrated products sales
- Refocus on export activities
- Increase level and effectiveness of agents

Telecom Cables Main Applications



BACKBONE

METROPOLITAN RING

ACCESS NETWORK

Telecom – Europe as major opportunity in optical cables development

FTTH investments continue to grow but still at 3% of total subscribers in Europe

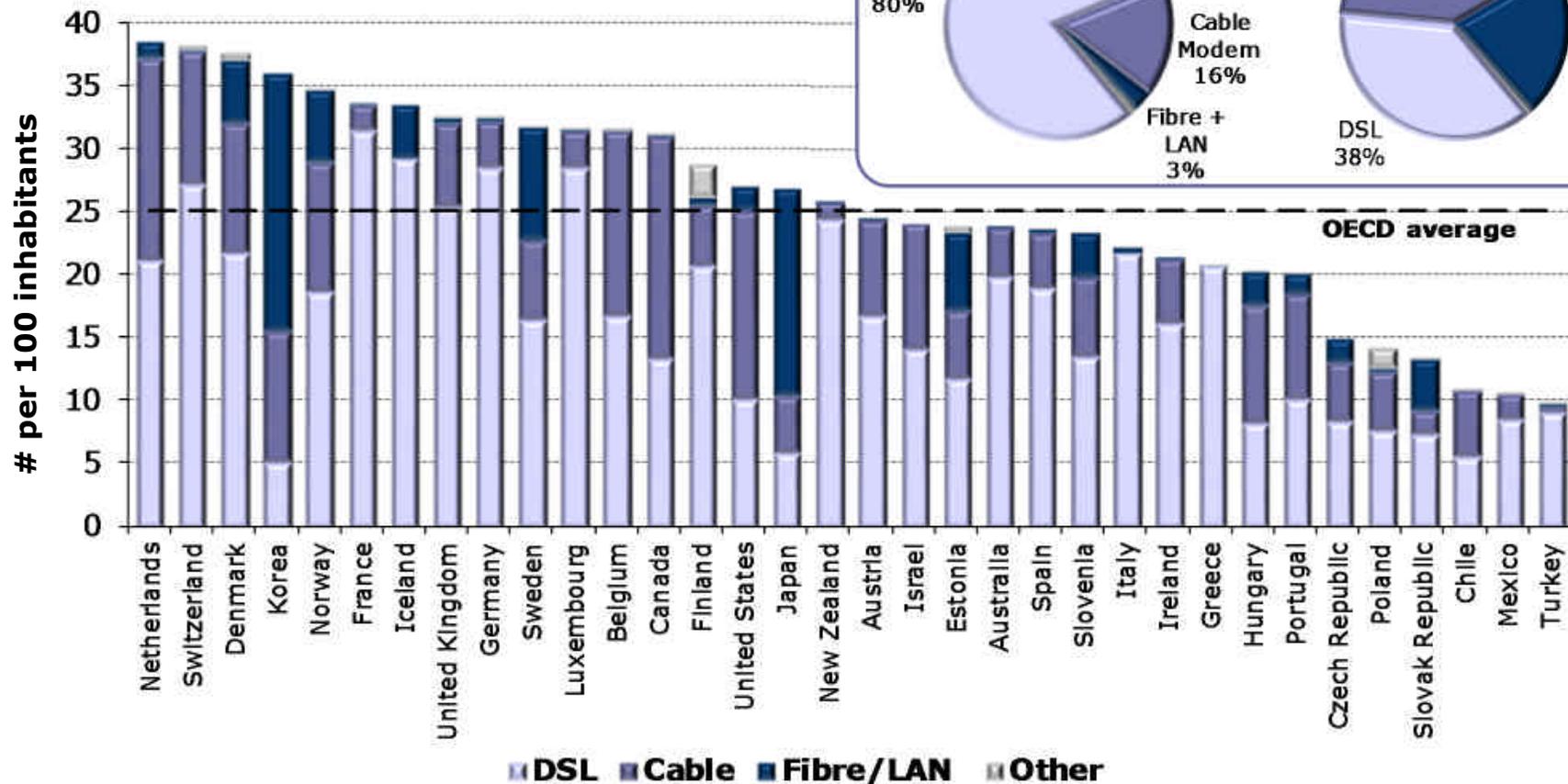
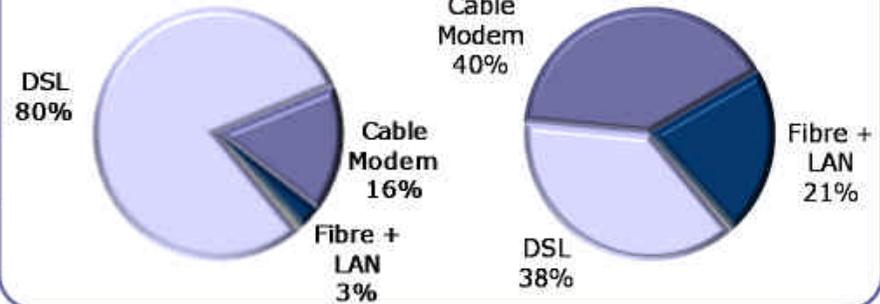
OECD fixed (wired) broadband subscribers by country

Prysmian Group Leader in most of the European countries

OECD Total subscribers (309mln) by technology

Europe: 140 mln

Non-Europe: 169 mln



Source: OECD, June 2011

Consolidated leadership in Australia to benefit from new NBN project

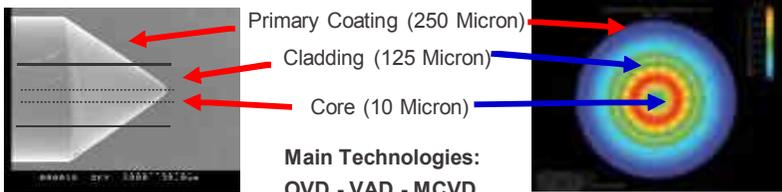
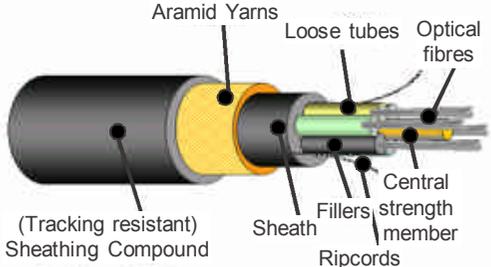
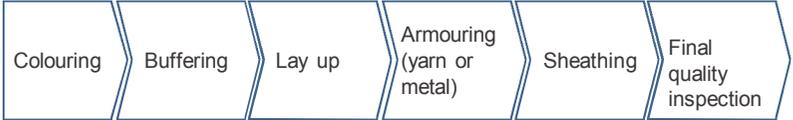
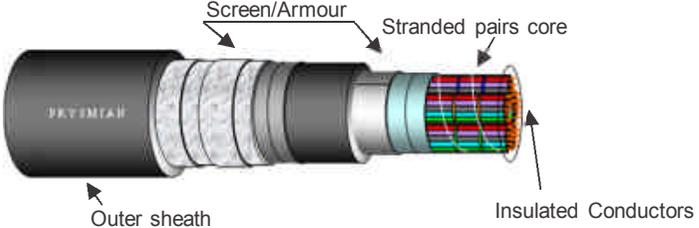
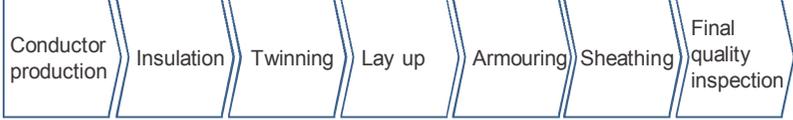
Start-up of National broadband network in 2011



Rollout plan for National Broadband Network

- Government initiative to provide direct fibre connection to 93% of Australian subscribers (residential and business)
- AUD 43 bn capex planned during the period (2011-2019); construction started in 2011
- Telstra and NBN agreed to jointly develop the new network
- Prysmian signed a 5-year agreement with NBN as major supplier of optical cables for the network (AUD 300m)
- Prysmian signed new 4-year frame agreement with Telstra to supply optical and copper cables
- Large part of existing and new Telstra cable infrastructure being used within the NBN network
- Prysmian doubling optical cable capacity in Australian Dee Why site

Macro-structure of Telecom Cables

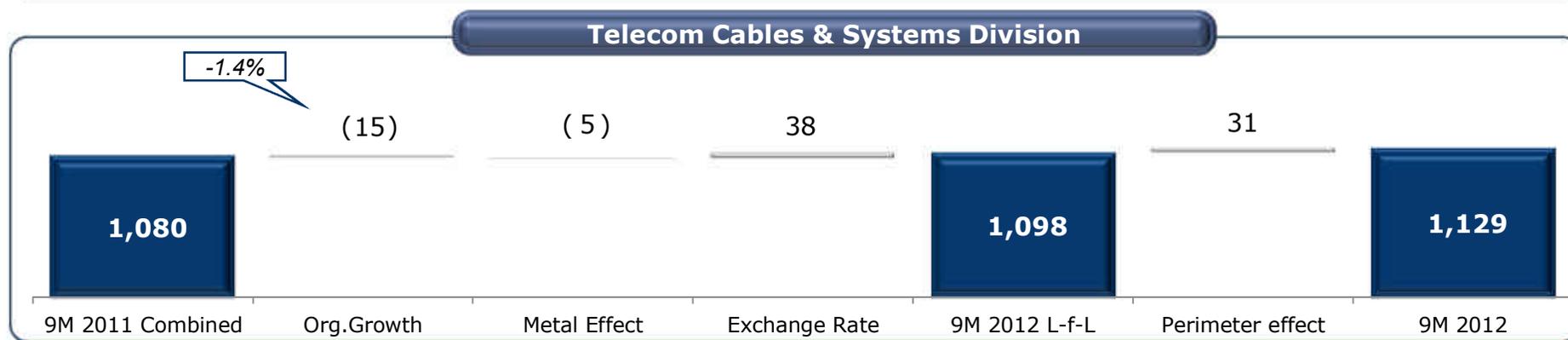
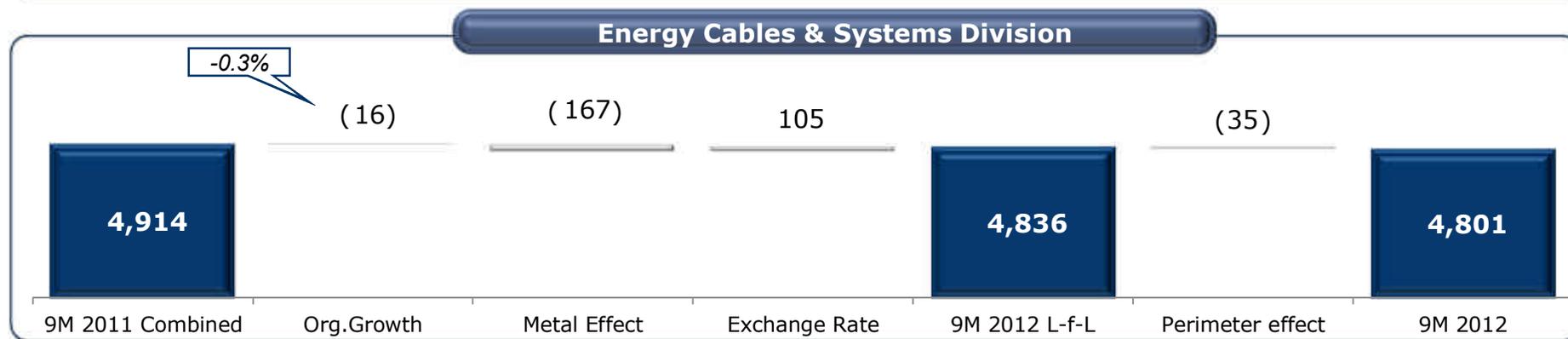
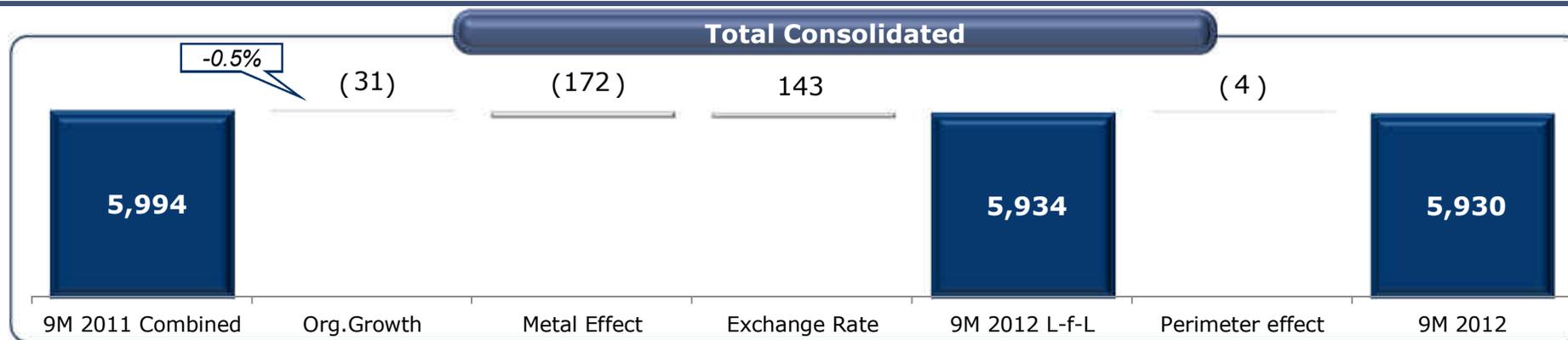
	Product macro structure	Production process
Fibre optic	 <p>Primary Coating (250 Micron) Cladding (125 Micron) Core (10 Micron)</p> <p>Main Technologies: OVD - VAD - MCVD</p>	 <p>Pre form deposition → Consolidation → Drawing → Final quality inspection</p>
Optical cables	 <p>(Tracking resistant) Sheathing Compound Aramid Yarns Loose tubes Optical fibres Central strength member Ripcords Fillers Sheath</p>	 <p>Colouring → Buffering → Lay up → Armouring (yarn or metal) → Sheathing → Final quality inspection</p>
Copper cables	 <p>Outer sheath Screen/Armour Stranded pairs core Insulated Conductors</p>	 <p>Conductor production → Insulation → Twining → Lay up → Armouring → Sheathing → Final quality inspection</p>

AGENDA

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Bridge Consolidated Sales

Euro Millions – Full Combined



Energy Segment – Profit and Loss Statement

Euro Millions

	9M 2012	9M 2011 Reported ^{a)}	9M 2011 Combined ^{b)}
Sales to Third Parties	4,801	4,640	4,914
<i>YoY total growth</i>	-2.3% ^{c)}		
<i>YoY organic growth</i>	-0.3% ^{c)}		
Adj. EBITDA	348	320	330
<i>% on sales</i>	7.3%	6.8%	6.6%
Adj. EBIT	268	247	252
<i>% on sales</i>	5.6%	5.3%	5.1%

a) Includes Draka Group's results since 1 March 2011
 b) Includes Draka Group's results since 1 January 2011
 c) Variation calculated on 9M 2011 Combined

Energy Segment – Sales and Profitability by business area

Euro Millions, % of Sales Growth – 9M combined

	9M 2012	9M 2011 Comb.	Total growth	Organic growth	
Sales to Third Parties	Utilities	1,678	1,706	-1.7%	1.0%
	Trade & Installers	1,653	1,730	-4.4%	-1.8%
	Industrial	1,371	1,341	2.2%	2.7%
	Others	99	137	n.m.	n.m.
	Total Energy	4,801	4,914	-2.3%	-0.3%
			9M'12 % on Sales	9M'11 % on Sales	
Adj. EBITDA	Utilities	185	192	11.0%	11.3%
	Trade & Installers	62	57	3.7%	3.3%
	Industrial	101	80	7.3%	6.0%
	Others	-	1	n.m.	n.m.
	Total Energy	348	330	7.3%	6.6%
Adj. EBIT	Utilities	159	164	9.3%	9.6%
	Trade & Installers	41	34	2.5%	2.0%
	Industrial	70	55	5.1%	4.1%
	Others	(2)	(1)	n.m.	n.m.
	Total Energy	268	252	5.6%	5.1%

Telecom Segment – Profit and Loss Statement

Euro Millions

	9M 2012	9M 2011 Reported ^{a)}	9M 2011 Combined ^{b)}
Sales to Third Parties	1,129	964	1,080
<i>YoY total growth</i>	4.6% ^{c)}		
<i>YoY organic growth</i>	-1.4% ^{c)}		
Adj. EBITDA	120	88	96
<i>% on sales</i>	10.6%	8.9%	8.7%
Adj. EBIT	81	58	62
<i>% on sales</i>	7.3%	5.9%	5.6%

a) Includes Draka Group's results since 1 March 2011
 b) Includes Draka Group's results since 1 January 2011
 c) Variation calculated on 9M 2011 Combined

Financial Structure

Euro Millions

	Debt structure (€m)		30.09.2012 (€m)		
	30.09.12	31.12.11	Used	Available Funds ⁽²⁾	Maturity
Term Loan	672	674	672	-	12/2014
Eurobond	407	412	407	-	04/2015
Revolving Credit Facility	-	-	-	396	12/2014
Securitization	108	111	108	42	07/2013
Term Loan 2011	400	400	400	-	03/2016
Revolving 2011	-	-	-	400	03/2016
Other Debt	358	325	358	-	-
Total Gross Debt	1,945	1,922	1,945	838	2.4 y ⁽¹⁾
Cash & Cash equivalents	(430)	(727)	(430)	430	
Other Financial Assets	(46)	(103)	(46)	26	
NFP Vs third parties	1,469	1,092	1,469	1,294	
Bank Fees	(23)	(28)			
NFP	1,446	1,064			

(1) Average maturity as of 30 September 2012

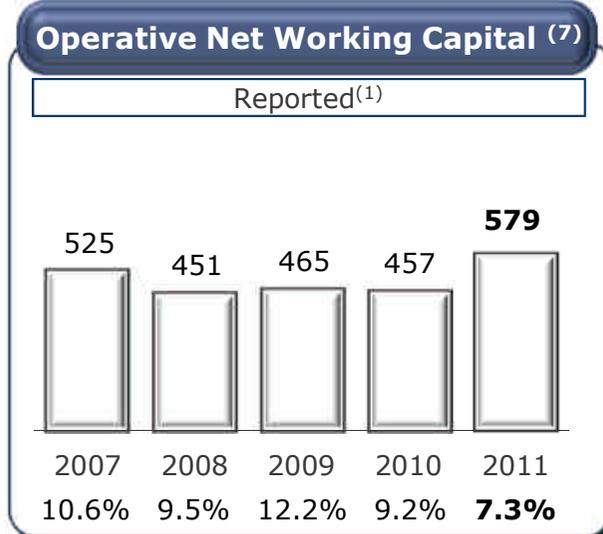
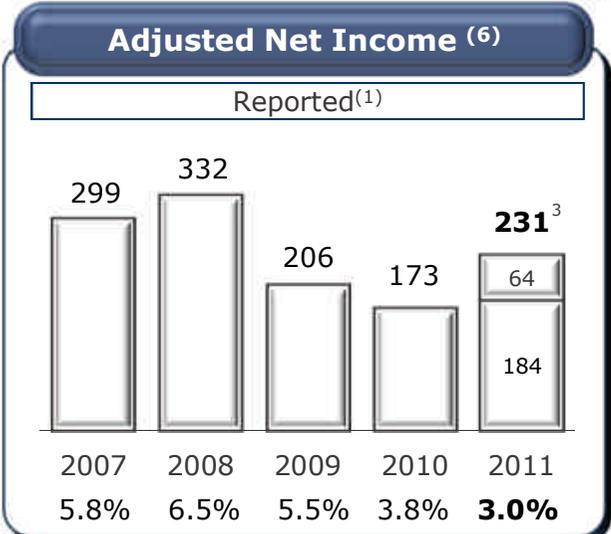
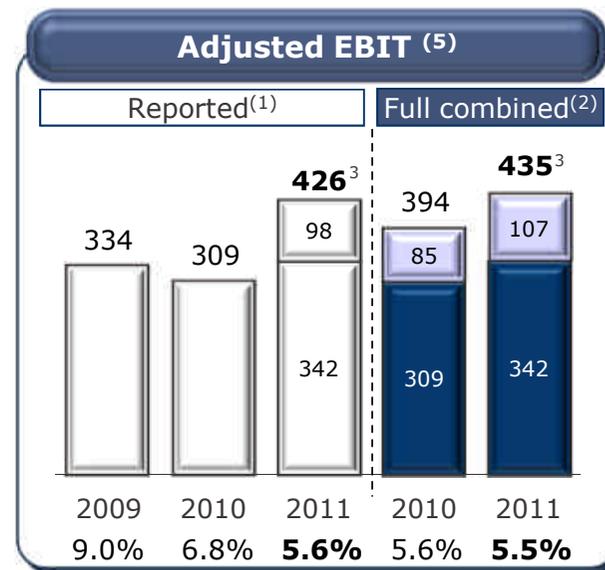
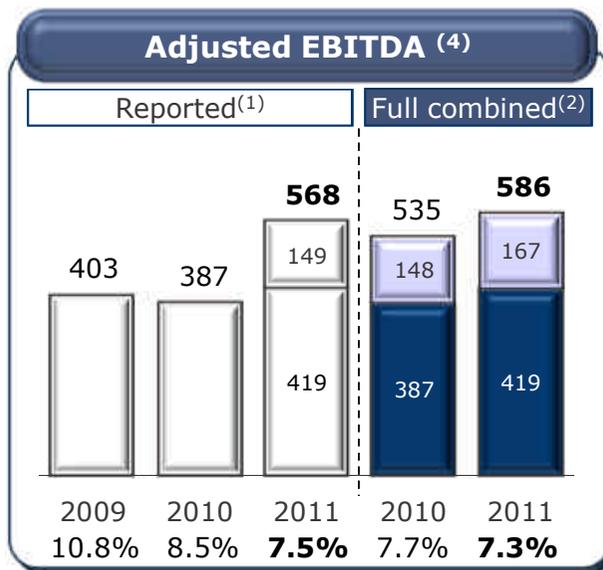
(2) Defined as Cash and Unused committed credit lines

Note: Compound average spread on used committed credit lines equal to 2.1%

FY 2011 Key Financials

Euro Millions, % on Sales

■ Draka
■ Prysmian



(1) Draka consolidated for the period 1 March 2011 – 31 December 2011; (2) Draka consolidated for the period 1 January – 31 December; (3) Includes consolidation adjustments; (4) Adjusted excluding non-recurring income/expenses; (5) Adjusted excluding non-recurring income/(expenses) and the fair value change in metal derivatives and in other fair value items; (6) Adjusted excluding non-recurring income/(expenses), the fair value change in metal derivatives and in other fair value items, exchange rate differences and the related tax effects; (7) Operative Net Working Capital defined as Net Working Capital excluding the effect of derivatives; % of sales is defined as Operative Net Working Capital on annualized last quarter sales

Profit and Loss Statement

Euro Millions

	FY 2011 Reported a)				FY 2010 Combined b)			FY 2011 Combined b)			
	PRY	DRAK	Cons. adj.	Total	PRY	DRAK	Total	PRY	DRAK	Cons. adj.	Total
Sales	5,363	2,279	(59)	7,583	4,571	2,419	6,990	5,363	2,669	(59)	7,973
<i>YoY total growth</i>	17.3%	8.5%		65.9%	22.5%	18.7%		17.3%	10.4%		14.1%
<i>YoY organic growth</i>	11.2%	4.0%			3.2%	3.5%		11.2%	4.2%		8.8%
Adj. EBITDA	419	149	-	568	387	148	535	419	167	-	586
<i>% on sales</i>	7.8%	6.5%		7.5%	8.5%	6.1%	7.7%	7.8%	6.3%		7.3%
<i>Non recurring items</i>	(247)	(38)	(14)	(299)	(22)	(56)	(78)				
EBITDA	172	111	(14)	269	365	92	457				
<i>% on sales</i>	3.2%	4.9%		3.4%	8.0%	3.8%	6.5%				
Adj. EBIT	342	98	(14)	426	309	85	394	342	107	(14)	435
<i>% on sales</i>	6.4%	4.3%		5.6%	6.8%	3.5%	5.6%	6.4%	4.0%		5.5%
<i>Non recurring items</i>	(247)	(38)	(14)	(299)	(22)	(56)	(78)				
<i>Special items</i>	(98)	(10)	-	(108)	20	-	20				
EBIT	(3)	50	(28)	19	307	29	336				
<i>% on sales</i>	0.1%	2.2%		0.3%	6.7%	1.2%	4.8%				
<i>Financial charges</i>	(102)	(13)	(5)	(120)	(94)	(24)	(118)				
EBT	(105)	37	(33)	(101)	213	5	218				
<i>% on sales</i>	-1.8%	1.6%		-1.3%	4.7%	0.2%	3.1%				
<i>Taxes</i>	(32)	(17)	5	(44)	(63)	2	(61)				
<i>% on EBT</i>	n.m.	n.m.		n.m.	29.8%	37.5%	28.0%				
Net income	(137)	20	(28)	(145)	150	7	157				
<i>Extraordinary items (after tax)</i>	(321)	(44)	(11)	(376)	(23)	(57)	(80)				
Adj. Net income	184	64	(17)	231	173	64	237				

a) Includes Draka consolidated 10 months from 1 March 2011

b) Includes Draka consolidated all 12 months

Extraordinary Effects

Euro Millions

	FY 2011 Reported ^{a)}				FY 2010 Combined ^{b)}		
	PRY	DRAK	Cons. adj.	Total	PRY	DRAK	Total
Antitrust investigation	(205)	-	-	(205)	-	-	-
Restructuring	(22)	(34)	-	(56)	(11)	(48)	(59)
Legal costs	-	-	-	-	(5)	-	(5)
Draka transaction costs	(6)	-	-	(6)	(6)	(8)	(14)
Draka integration costs	(10)	(2)	-	(12)	-	-	-
Draka change of control effects	(2)	-	-	(2)	-	-	-
Inventory step-up (PPA)	-	-	(14)	(14)	-	-	-
Other	(2)	(2)	-	(4)	-	-	-
EBITDA adjustments	(247)	(38)	(14)	(299)	(22)	(56)	(78)
Special items	(98)	(10)	-	(108)	20	-	20
Gain/(loss) on metal derivatives	(56)	(6)	-	(62)	28	-	28
Assets impairment	(36)	(2)	-	(38)	(8)	-	(8)
Other	(6)	(2)	-	(8)	-	-	-
EBIT adjustments	(345)	(48)	(14)	(407)	(2)	(56)	(58)
Gain/(Loss) on other derivatives ⁽¹⁾	5	2	-	7	(38)	1	(37)
Gain/(Loss) exchange rate	(19)	(2)	-	(21)	7	(3)	4
Other one-off financial income/exp.	-	-	-	-	2	(3)	(1)
EBT adjustments	(359)	(48)	(14)	(421)	(31)	(61)	(92)
Tax	38	4	3	45	8	4	12
Net Income adjustments	(321)	(44)	(11)	(376)	(23)	(57)	(80)

Notes

(1) Includes currency and interest derivatives

a) Includes Draka consolidated 10 months from 1 March 2011

b) Includes Draka consolidated all 12 months

Financial Charges

Euro Millions

	FY 2011 Reported ^{a)}				FY 2010 Combined ^{b)}		
	PRY	DRAK	Cons. adj.	Total	PRY	DRAK	Total
Net interest expenses	(84)	(20)	-	(104)	(61)	(23)	(84)
Bank fees Amortization	(11)	-	-	(11)	(6)	(4)	(10)
Gain/(loss) on exchange rates	(19)	(2)	-	(21)	7	(3)	4
Gain/(loss) on derivatives ⁽¹⁾	5	2	-	7	(38)	1	(37)
Non recurring effects	-	-	-	-	2	(3)	(1)
Net financial charges	(109)	(20)	-	(129)	(96)	(32)	(128)
Share in net income of associates	7	7	(5)	9	2	8	10
Total financial charges	(102)	(13)	(5)	(120)	(94)	(24)	(118)

Notes

⁽¹⁾ Includes currency and interest derivatives

a) Includes Draka consolidated 10 months from 1 March 2011

b) Includes Draka consolidated all 12 months

Statement of financial position (Balance Sheet)

Euro Millions

	31 Dec 2011	31 Dec 2010
	Total	PRY
Net fixed assets	2,255	1,029
<i>of which: intangible assets</i>	618	59
<i>of which: property, plants & equipment</i>	1,544	958
Net working capital	552	494
<i>of which: derivatives assets/(liabilities)</i>	(27)	37
<i>of which: Operative Net working capital</i>	579	457
Provisions & deferred taxes	(371)	(120)
Net Capital Employed	2,436	1,403
Employee provisions	268	145
Shareholders' equity	1,104	799
<i>of which: attributable to minority interest</i>	62	43
Net financial position	1,064	459
<i>Bank Fees</i>	(28)	(20)
<i>Net financial position vs Third Parties</i>	1,092	479
Total Financing and Equity	2,436	1,403

31 Dec 2010 Combined:
€ 684 mln

Cash Flow

Euro Millions

	FY 2011 Comb. ^{a)}	FY 2011 Rep. ^{b)}	FY 2010 Rep. ^{c)}
	Total	Total	PRY
Adj.EBITDA	586	568	387
Non recurring items	(303)	(299)	(22)
EBITDA	283	269	365
Net Change in provisions & others	197	198	(17)
Release of inventory step-up	14	14	-
Cash flow from operations (before WC changes)	494	481	348
Working Capital changes	91	183	(6)
Paid Income Taxes	(98)	(97)	(59)
Cash flow from operations	487	567	283
Acquisitions	(501)	(419) ⁽¹⁾	(21)
Net Operative CAPEX	(150)	(145)	(95)
Net Financial CAPEX	4	4	5
Free Cash Flow (unlevered)	(160)	7	172
Financial charges	(132)	(130)	(52)
Free Cash Flow (levered)	(292)	(123)	120
Dividends	(37)	(37)	(75)
Other Equity movements	1	1	13
Net Cash Flow	(328)	(159)	58
NFP beginning of the period	(732)	(459)	(474)
Net cash flow	(328)	(159)	58
Perimeter Change	-	(439) ⁽²⁾	-
Other variations	(4)	(7)	(43)
NFP end of the period	(1,064)	(1,064)	(459)

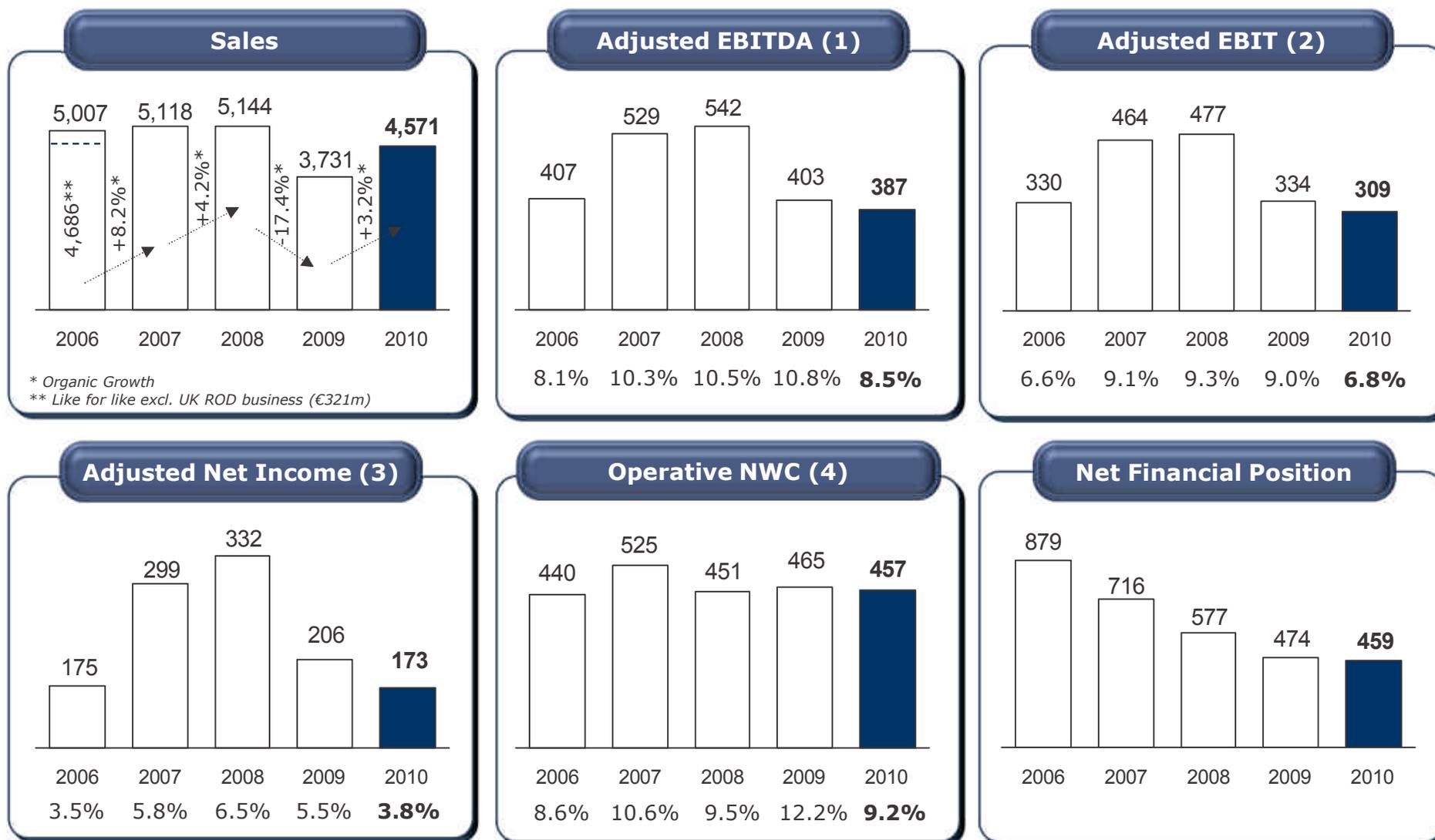
Notes

(1) Includes € 82m of cash and cash equivalents in Draka consolidated accounts as of 28.02.2011
 (2) Gross financial debt in Draka consolidated accounts as of 28.02.2011

- a) Includes Draka consolidated all 12 months
 b) Includes Draka consolidated 10 months from 1 March 2011
 c) Prysmian only

Prysmian Historical Key Financials

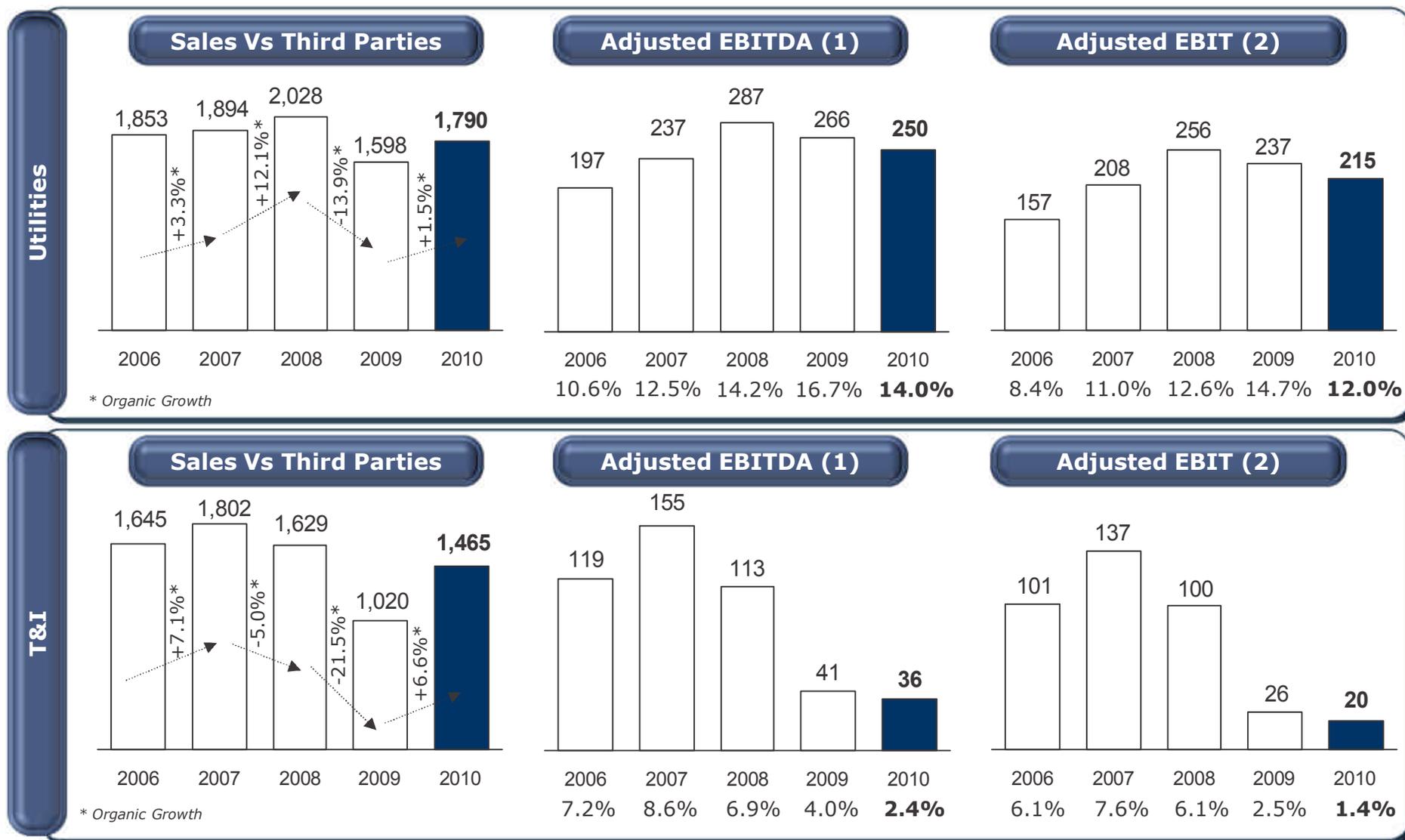
Euro Millions, % of Sales – Pre Draka acquisition



(1) Adjusted excluding non-recurring income/expenses; (2) Adjusted excluding non-recurring income/(expenses) and the fair value change in metal derivatives and in other fair value items; (3) Adjusted excluding non-recurring income/(expenses), the fair value change in metal derivatives and in other fair value items, exchange rate differences and the related tax effects; (4) Operative Net Working Capital defined as Net Working Capital excluding the effect of derivatives; % of sales is defined as Operative Net Working Capital on annualized last quarter sales

Historical Key Financials by Business Area – Utilities and T&I

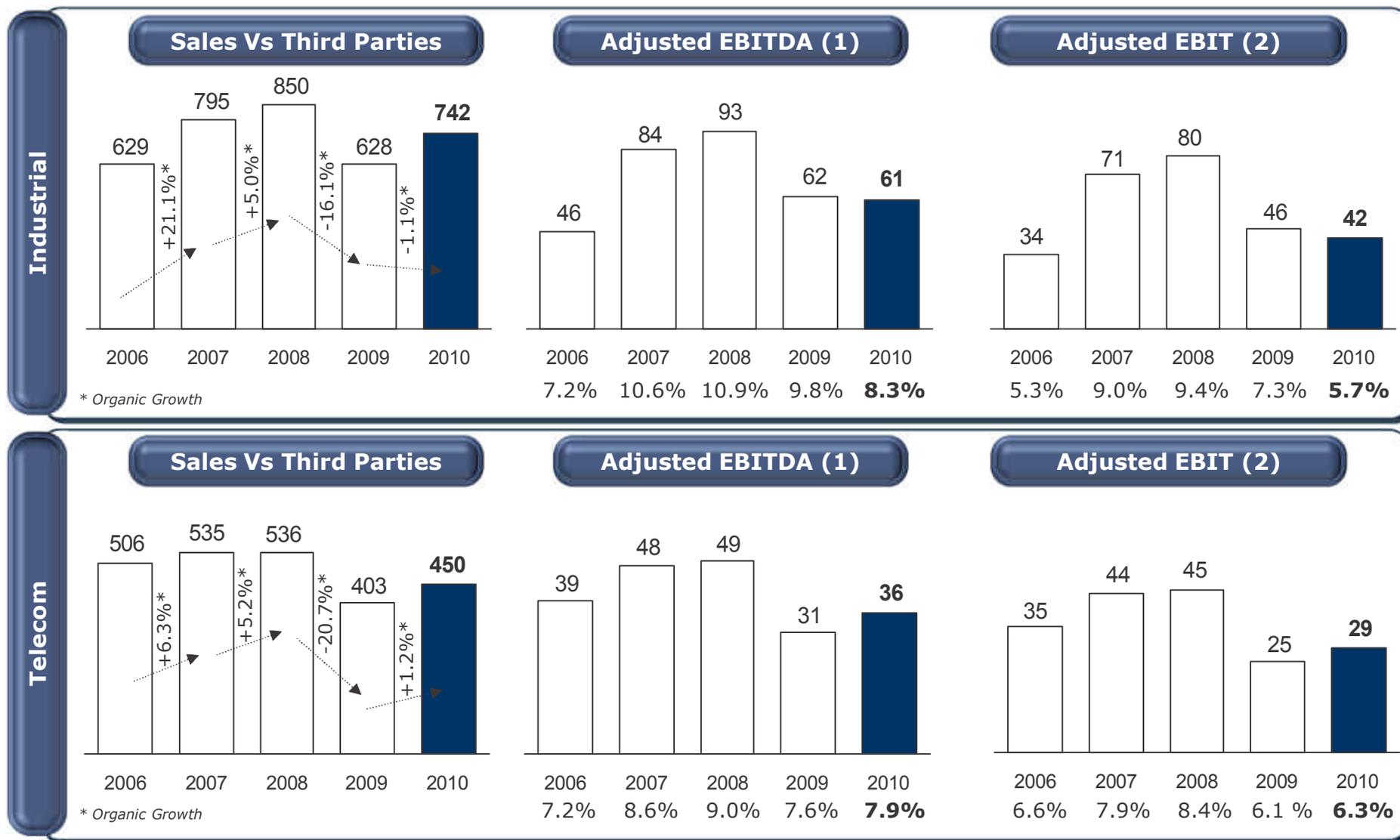
Euro Millions, % of Sales – Pre Draka acquisition



(1) Adjusted excluding non-recurring income/expenses; (2) Adjusted excluding non-recurring income/expenses, the fair value change in metal derivatives and in other fair-value items

Historical Key Financials by Business Area – Industrial and Telecom

Euro Millions, % of Sales – Pre Draka acquisition



(1) Adjusted excluding non-recurring income/expenses; (2) Adjusted excluding non-recurring income/expenses, the fair value change in metal derivatives and in other fair-value items

AGENDA

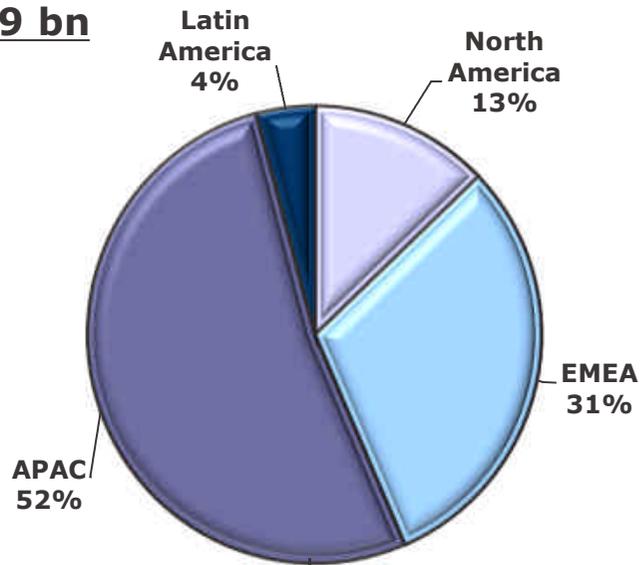
- Group Overview & 2012 Outlook
- Draka integration
- Financial Results
- Appendix – Cable Industry Reference Market

The Global Cables Reference Market

World-Wide Cable Reference Market Size, 2011

Global Cables Reference Market

€ 99 bn



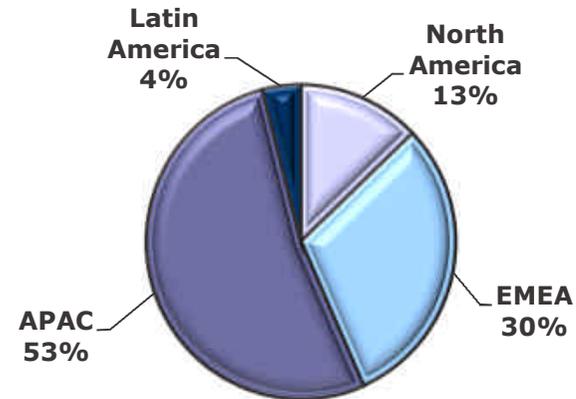
Energy Cables Reference Market
~€89bn

- Trade and Installers
- Utilities
- Industrial

Telecom Cables Reference Market
~€10bn

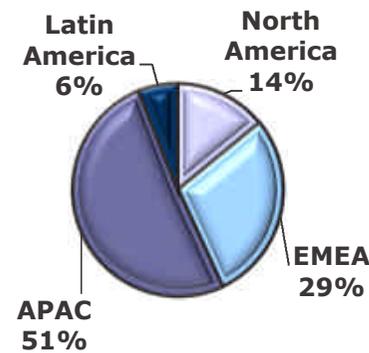
- Fibre Optical Cables
- Copper Cables

Energy Cables Reference Market (~€89bn)

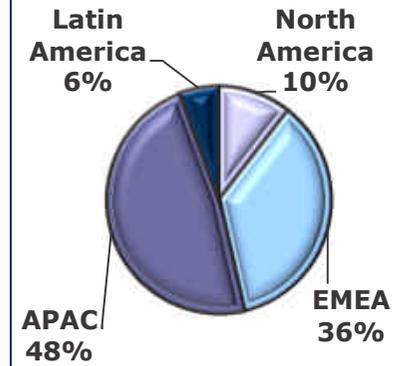


Telecom Cables Reference Market (~€10bn)

Optical Cables
€6.0bn



Copper Cables
€3.9bn

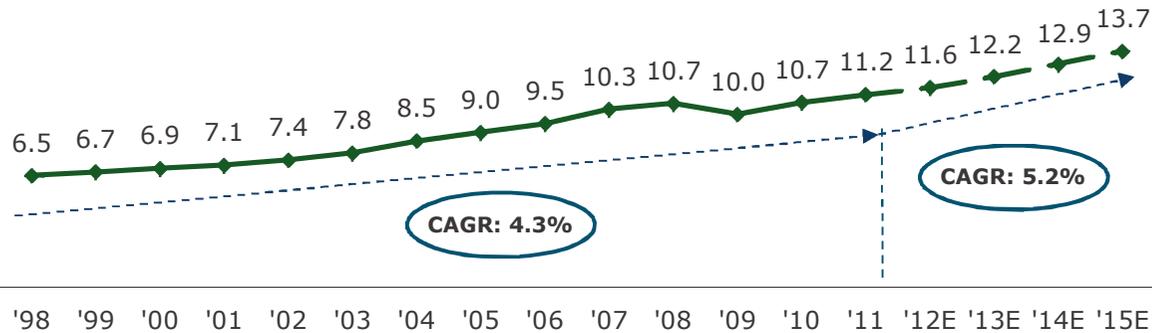


Source: Company analysis based on CRU data- Wire and Cable Quarterly July 2012. Prysmian reference markets are obtained by excluding from the global cable market the segments where the company does not compete (winding wire for the energy sector and internal telecom data and copper LAN cables for the telecom sector). Energy = Low Voltage and Power Cable; TLC = External Copper Tlc Cable, Fibre Optic

Market Volumes Trend

Energy Cables Reference Market

Million Tons Conductor

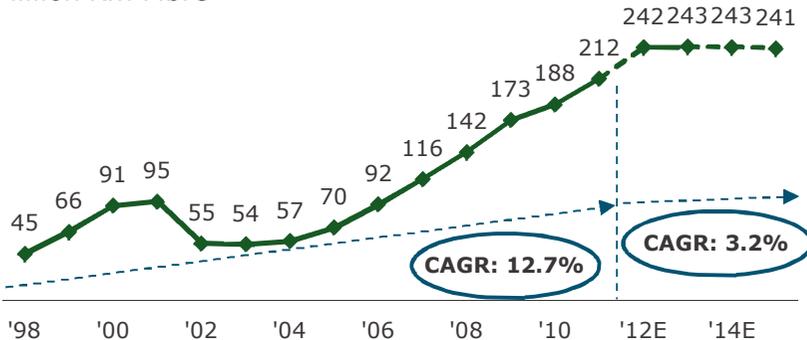


- Long term growth driven by:
 - Energy consumption
 - Investments in power grid interconnections
 - Investments in power transmission and distribution
 - Infrastructure investments
 - Renewable energy

Telecom Cables Reference Market

Optical Fiber Cables

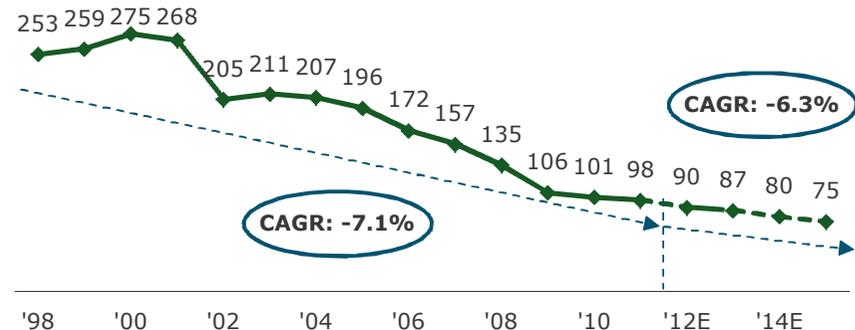
Million Km Fibre



Market growth driven by increased investment in fibre access networks (FTTx) and Next Generation Networks

Copper Cables

Million Km Pair



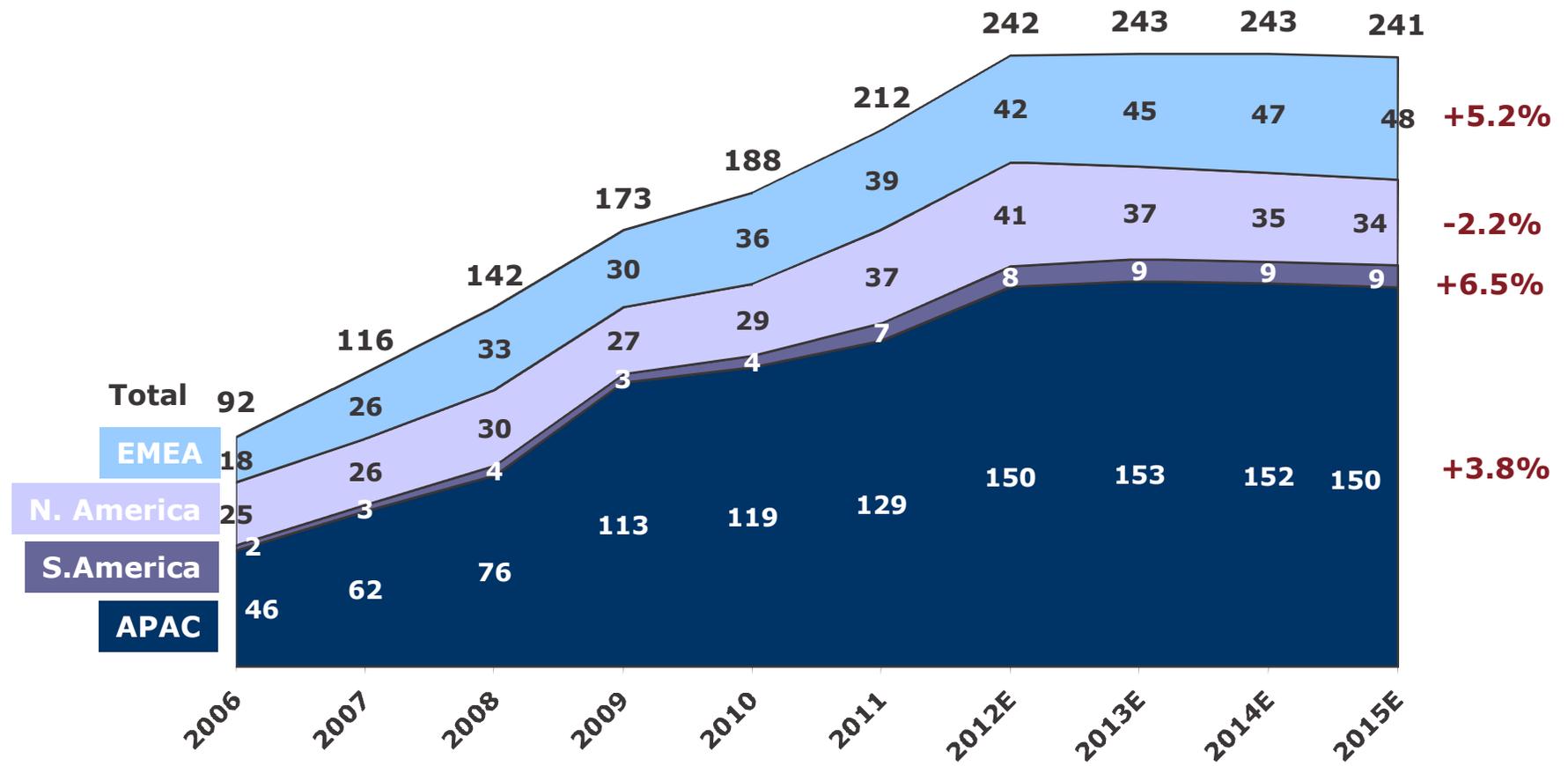
Declining historical development in copper cables expected to continue

Source: Company analysis based on July 2012 CRU data. Energy = Low Voltage and Power Cable; TLC = External Copper Tlc Cable, Fibre Optic.

Telecom – Demand evolution by geographical area

Optical fibre cable (Million km)

CAGR (11-15)
+3.2%

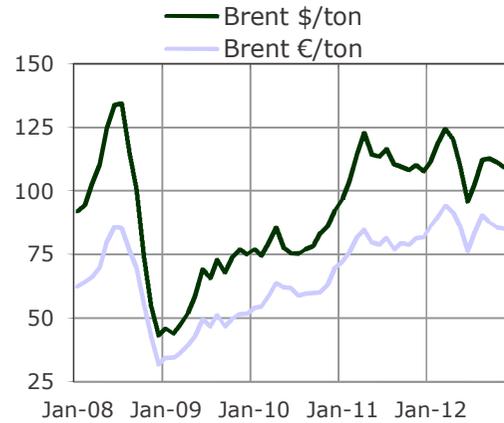


Source: CRU, July 2012

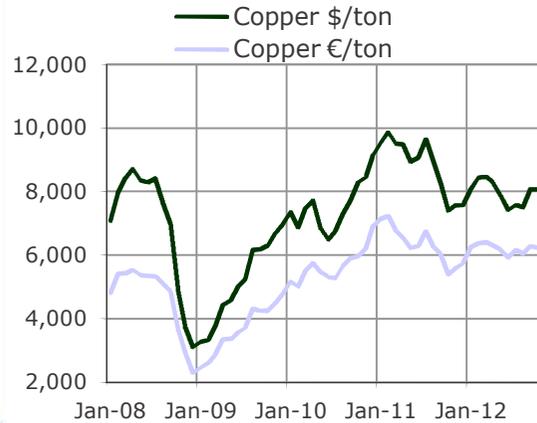
Reference Scenario

Commodities & Forex

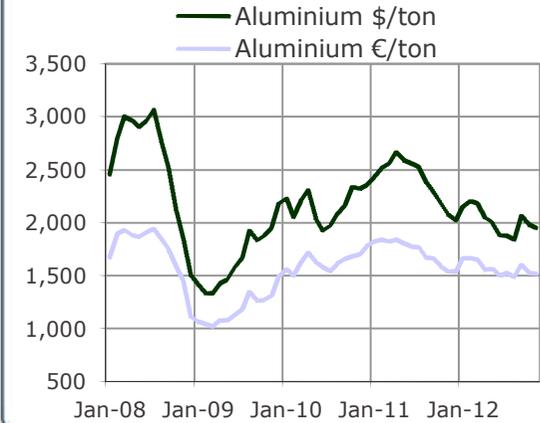
Brent



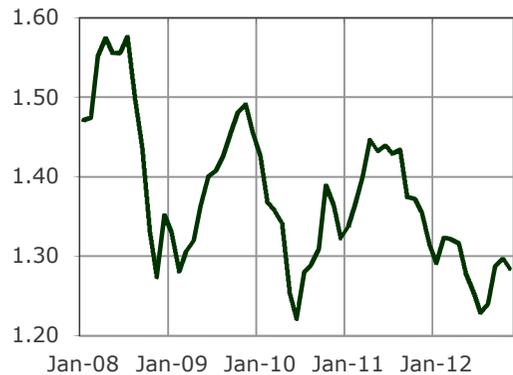
Copper



Aluminium



EUR / USD



EUR / GBP



EUR / BRL



Based on monthly average data
Source: Thomson Reuters

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