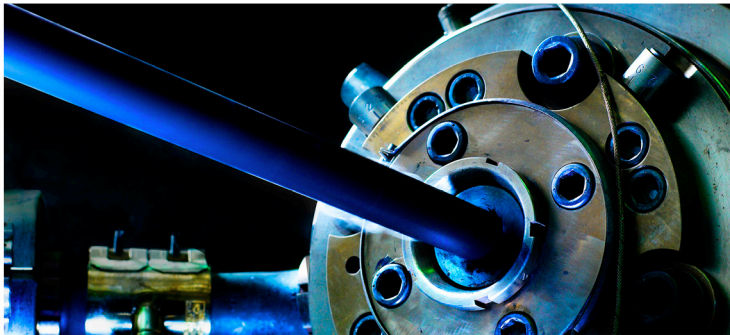


# PRYSMIAN GROUP

## VISION, MISSION, VALUES

### VISION

The Prysmian Group believes in the effective, efficient and sustainable supply of Energy and Information as a primary driver in the development of communities.



### MISSION

The Prysmian Group provides its customers worldwide with superior cables solutions based on pioneering technology and consistent excellence in execution, ultimately delivering sustainable growth and profit.

### VALUES

**Excellence.** Every day we relentlessly pursue excellence in all we do.

**Integrity.** We uphold the highest standards of integrity in our actions.

**Understanding.** We listen closely to our customers to really understand their needs.



### Prysmian Group

*Market, innovation and technology leader in the global cables industry.*

Prysmian Group is world leader in the energy and telecom cables and systems industry. With nearly 140 years of experience, sales of over of Euro 7.5 billion in 2016, some 21,000 employees in 50 countries and 82 production units, the Group offers the widest possible range of products, services, technology and know-how for every type of industry thanks to an extensive commercial presence and 17 R&D centres in Europe, the United States, South America and China, with more than 500 qualified R&D professionals.

Prysmian is a public company, listed on the Italian Stock Exchange in the FTSE MIB index.

The Group is organised into the operating segments of Energy Projects, Energy Products, Oil & Gas and Telecom, and is active in the design, manufacture, supply and installation of cables for a wide range of applications.

It operates in the business of underground and submarine cables and systems for **power** transmission and distribution, of specialty cables for applications in many different industries and of medium and low voltage cables for the construction and infrastructure sectors.

The Group produces voice, video and data transmission cables and accessories for the **telecommunications** industry, offering a comprehensive range of optical fibres, optical and copper cables and connectivity systems.

Over the years Prysmian Group has achieved important milestones through realising projects with innovative, ground-breaking solutions to satisfy the highest customer expectations and create value for stakeholders and the Group itself.

The Prysmian Group carries out major submarine power interconnection projects for utilities and grid operators. These include the recent COBRACable, a submarine link between the Netherlands and Denmark which will contribute to the creation of a sustainable international energy landscape, and the record Western HVDC Link in the United Kingdom, which boasts a number of industry firsts for voltage (600 kV) and world records for insulated cable rating (2200 MW) and route length (more than 400 km). Thanks to the Trans Bay, Neptune and Hudson projects in the United States, large areas between San Francisco and New York City are being illuminated with energy from different sources. The Group is also a world leader in submarine connections for offshore wind farms. Following its involvement in major European projects of recent years, Prysmian has just worked on the cable to link a number of wind farms in the West of Adlergrund cluster in the Baltic Sea to mainland electricity grids in Germany.

In the area of **onshore infrastructure**, the Group has been involved in the construction of electricity grids in some of the world's largest metropolises, from New York to Buenos Aires, London to St. Petersburg, and Hong Kong to Sydney. Prysmian is heading a consortium of 7 companies for the construction of the new high voltage direct current electricity interconnection between Italy and France, known as "Piedmont-Savoy". The project will play a strategic role in enhancing energy security and enabling energy exchange up to 1200 MW between Italy and France.

The Group also supports the **petrochemicals industry** with solutions for both upstream exploration and production activities, and downstream hydrocarbon processing and storage. These solutions range from power, instrumentation and control cables to SURF and DHT products and services, which include umbilical cables for offshore platforms and high-tech flexible pipes used in oil extraction.

In the **renewable energy** market, Prysmian technologies support the development of some of the most important solar and wind farms in the world, such as the Ohotnikovo photovoltaic plant in Ukraine and the main wind farms in Southern Italy.

The Group's fire-resistant cables can be found at the very heart of the most spectacular, state-of-the-art **constructions**, like the Wimbledon tennis stadium, the futuristic Marina Bay Sands in Singapore and the Shard skyscraper in London, the tallest in Western Europe. In Milan, Prysmian Group cable solutions helped ensure the safety of the millions of visitors from around the world who came to the Universal Exposition 2015.

In the **elevator** business, the Group's elevator cables are present in some of the world's tallest or most prestigious buildings, like the new World Trade Center in New York City. By cabling the Burj Khalifa in Dubai, the world's tallest building at 828 metres high, Prysmian has guaranteed the safety of every one of its 162 floors with elevator cables and fire-resistant cables the length of which is more than 1,300 times the tower's height.

Even in the **transport** business Prysmian has reached many exceptional milestones: it has cabled some of the world's biggest aircraft and ships, like the Airbus 380 or the Royal Caribbean's GENESIS fleet, some of the fastest trains, and some of the most innovative metro systems, like the one recently inaugurated in Shanghai. Three million passengers on the London Underground travel each day through 400 km of tunnels, thanks to Prysmian and Draka fire-resistant cables.

Lastly, with a wide range of fibre solutions for voice, video and data, continuous investment in R&D and around 30 dedicated manufacturing facilities, Prysmian Group is the world's top manufacturer of **telecom cables**, with which it contributes to developing infrastructure in support of information flows and communication between communities around the world.

The quality of optical fibre and level of innovation used in its cables allow the Group to meet the most difficult and ambitious challenges. The Group has recently been selected to support the development of a new broadband network in Singapore, and in Australia it is helping the local government achieve the goal of creating a Fibre-to-the-Premises network that will connect 93% of the country's residential and commercial buildings. This project confirms Prysmian's central role in the largest infrastructure challenge ever faced in Australian history.

### Operating segments

The **Energy Projects Operating Segment** encompasses the high-tech and high value-added High Voltage underground and Submarine businesses focused on projects and their execution, as well as on product customisation:

- Prysmian engineers, manufactures and installs high and extra high voltage cables for *underground and submarine power transmission* directly from power stations to primary distribution networks.

Through Prysmian PowerLink S.r.l., the Group develops the most advanced "turnkey" submarine cable systems for installation at depths of up to 2,000 metres, possible thanks to the "Giulio Verne", one of the largest and most technologically advanced cable-laying ships in the world. Prysmian also offers advanced services for the construction of submarine power lines for offshore wind farms, ranging from project management to cable installation with the assistance of "Cable Enterprise" and "Ulisse", its other two cable-laying vessels. The Group's technological solutions for this business cover wind turbine, inter-array and export cables.

The **Energy Products Operating Segment** encompasses the businesses offering a complete and innovative product portfolio designed to meet the many and various demands of the market: Energy & Infrastructure (including Power Distribution and Trade & Installers) and Industrial & Network Components (comprising Specialties & OEM, Elevators, Automotive and Network Components).

- In the field of power transmission and distribution, the Group manufactures medium voltage cables and systems to connect industrial and residential buildings to primary distribution grids and low voltage ones for power distribution and the wiring of buildings. Prysmian solutions are designed to support utilities and grid operators, industrial concerns, installers and wholesalers in the electric power industry. In particular, its products for the Trade & Installers market include cables and systems for distributors and installers used to wire buildings and distribute power to or within commercial and residential structures. Fire-resistant and low smoke halogen-free cables complete one of the widest and most comprehensive product ranges in the world.
- The Group's offer of integrated cabling solutions for the Industrial market constitutes the most comprehensive and technologically advanced response to the needs of a wide variety of industries. Prysmian's Specialties and OEM business offers cable systems for many specific industrial applications such as trains, aircraft, ships, harbours, cranes, mines, the nuclear industry, defence, the electro-medical sector and renewable energy. Other solutions serve the elevator market, such as flexible connectorised cables and hoistway cables, and the automotive industry, in which the Group collaborates with the sector's leading international manufacturers. The product range is completed with network accessories and components for connecting cables and other network elements.

The **Oil&Gas Operating Segment** encompasses Down-hole Technology products, SURF and Core Cables for applications in the fields of Exploration & Production, Pipeline & LNG and Refineries & Petrochemicals.

- The Group's Down-hole Technology (DHT) business offers technology-driven products for oil, geothermal and gas wells that are integral components of downhole control, injection, flow assurance and monitoring systems and which include latest-generation TEC (Tubing Encapsulated Cable), specialty tubing and specialty optical fibre sensing cable. The range is completed with a full range of protectors and the patented Safety-Strip® technology allowing faster, safer installation of jointing and termination devices.
- The Group offers products and services known in the market as "SURF" (Subsea Umbilical, Riser and Flowline) for offshore oil & gas exploration and production activities. The range comprises:

multipurpose umbilical cables for transporting power, data and communications, fluids and chemicals; flexible pipes for offshore oil extraction, accessories and installation and maintenance services.

- The Group's Core Cables product line includes power, instrumentation, control and communication cable solutions specifically designed for applications in the fields of Exploration & Production, Pipeline & LNG and Refinery & Petrochemicals. The range is completed with a series of specific solutions for drilling rigs which include cables for Electrical Submersible Pumps (ESP) and preassembled systems to power vertical traction installations.

The **Telecom Operating Segment** makes cable systems and connectivity products used in telecommunication networks. The product portfolio includes optical fibre, optical cables, connectivity components and accessories, OPGW (Optical Ground Wire) and copper cables.

With centres of excellence in Battipaglia (Italy), Claremont (USA), Douvrin (France), Eindhoven (the Netherlands) and Sorocaba (Brazil), Prysmian Group is one of the leading manufacturers of the core component of every type of optical cable: *optical fibre*. A wide range of optical fibres is designed and made to cater to the broadest possible spectrum of customer applications, including single-mode, multimode and specialty fibres. The Group also has at its disposal every currently available technology for the manufacture of optical fibre, allowing it to achieve optimal solutions for the different applications.

Optical fibres are employed in the production of a wide range of standard optical cables or those specifically designed for challenging or inaccessible environments, from underground ducts to overhead electricity lines, from road and rail tunnels to gas and sewerage networks.

Prysmian Group also supplies passive connectivity solutions that ensure efficient management of optical fibre within networks. Growing demand for higher bandwidth has seen the deployment of optical fibre moving closer to the end user. The Group is extremely active in this rapidly growing sector of the market, known as FTTx, where its approach is based on combining existing technologies with innovative, new solutions allowing fibres to be deployed in high-rise buildings and multi-dwelling units. Many of the cables used in FTTx systems feature Prysmian's bend-insensitive BendBrightxs optical fibre, which has been specially developed for this application.

Prysmian Group also produces a wide range of *copper cables* for underground and overhead cabling solutions and for residential as well as commercial buildings. The product portfolio comprises cables of different capacity, including broadband xDSL cables and those designed for high transmission, low interference and electromagnetic compatibility.

The Group also produces cable solutions serving communication needs in infrastructure, industry and transport, for a diverse range of applications: cables for television and film studios, cables for rail networks such as underground cables for long-distance telecommunications, light-signalling cables and cables for track switching devices, as well as cables for mobile telecommunications antennae and for communication networks.