

Connect to Lead

1Q 2024 Integrated Results



9.05.2024

AGENDA

1Q 2024 Highlights & Group Overview



Massimo Battaini
CEO

1Q 2024 key highlights

Solid start to the year: margin expansion & strong cash generation LTM



Adj. EBITDA



Adj. EBITDA Margin



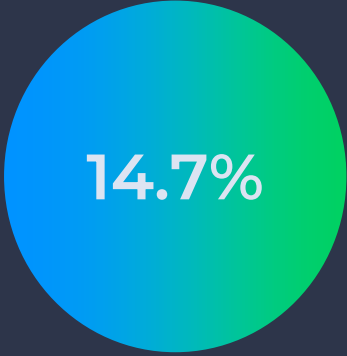
FCF LTM



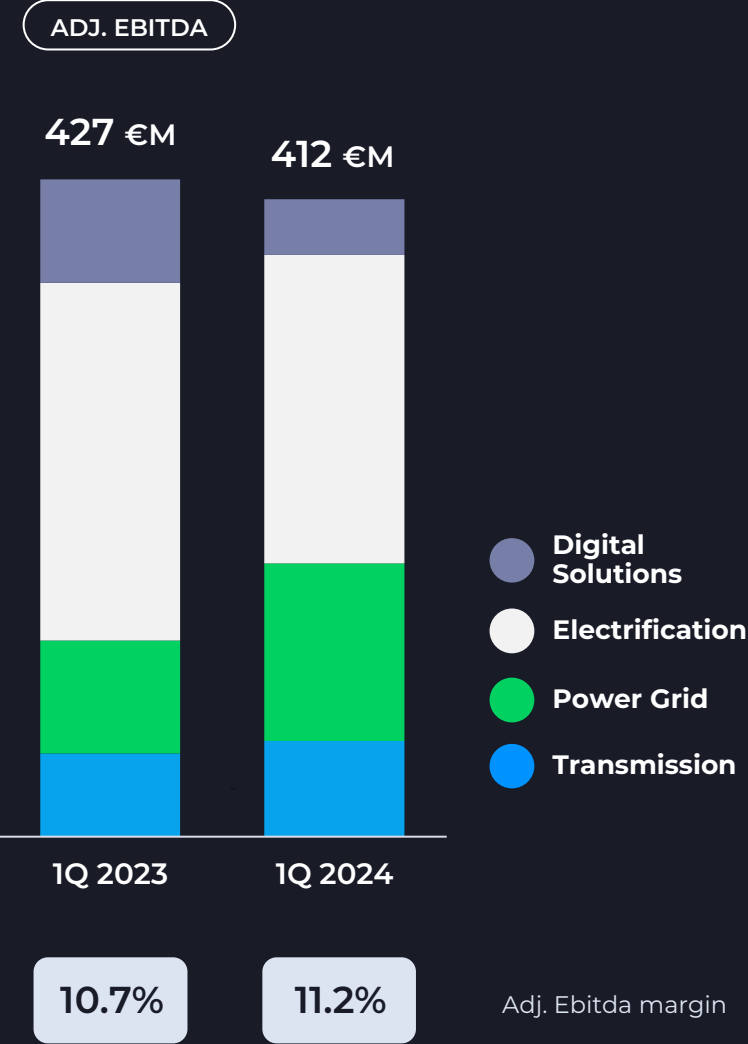
Group Net Profit



GHG emissions LTM



% of recycled content



Acquisition of Encore Wire



Highly complementary to Prysmian's strategy.
Estimated closing in H2 2024

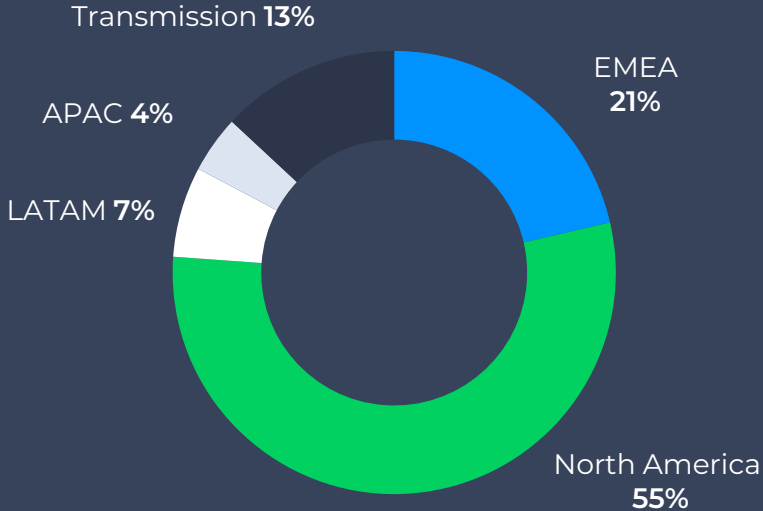
Exposure to North America

Operational efficiency & best-in-class service

Product complementarity

Highly synergistic

2023A EBITDA pro forma combined



Adj. Ebitda

€1.6bn

€2.1bn

Adj. Ebitda margin

10.6%

11.9%

12.4%
incl. synergies

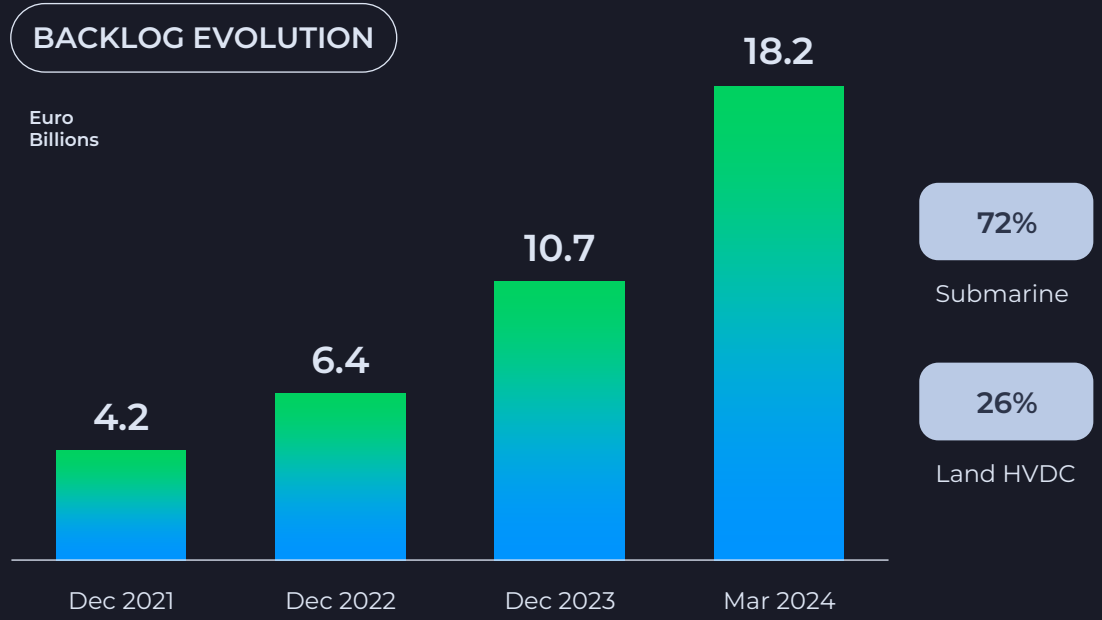
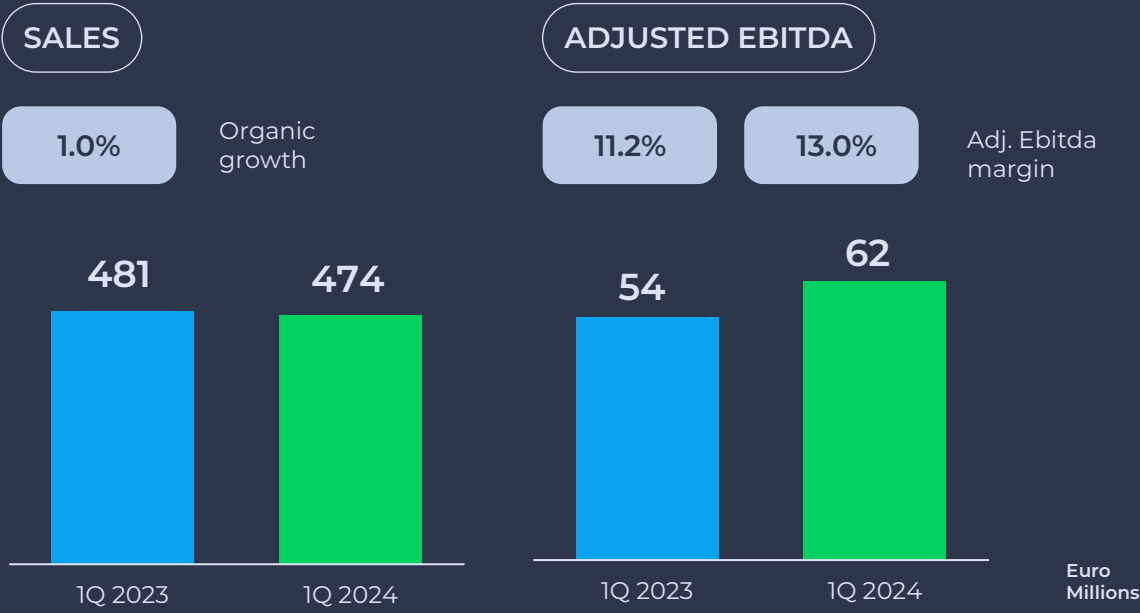
Prysmian

Prysmian + Encore Wire

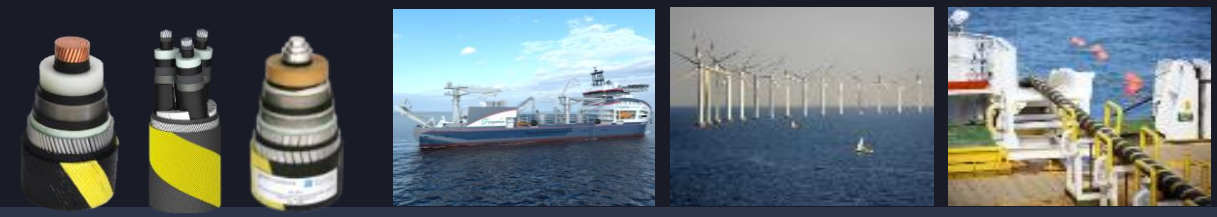
Transmission: solid backlog & high visibility



Sound execution and projects with better margin



Solid Margin Improvement



Power grid: outstanding results

POWER GRID



Margin expansion sustained
by solid market trends (grid enhancement)

SALES

ADJUSTED EBITDA

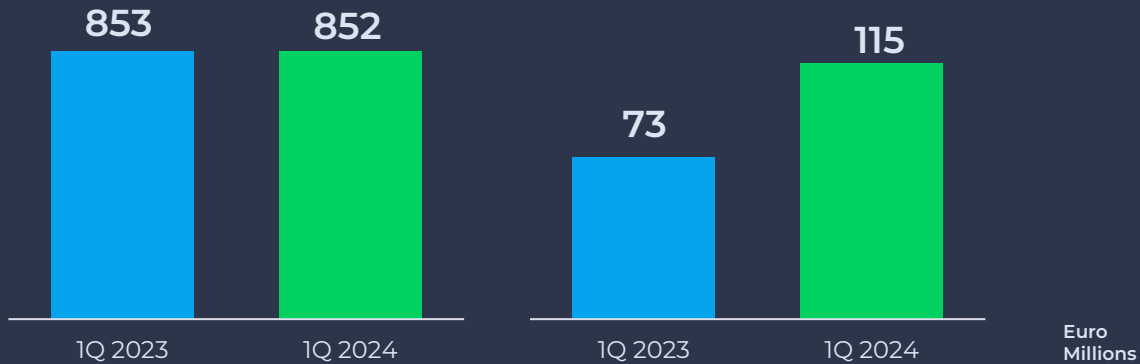
1.5%

Organic
growth

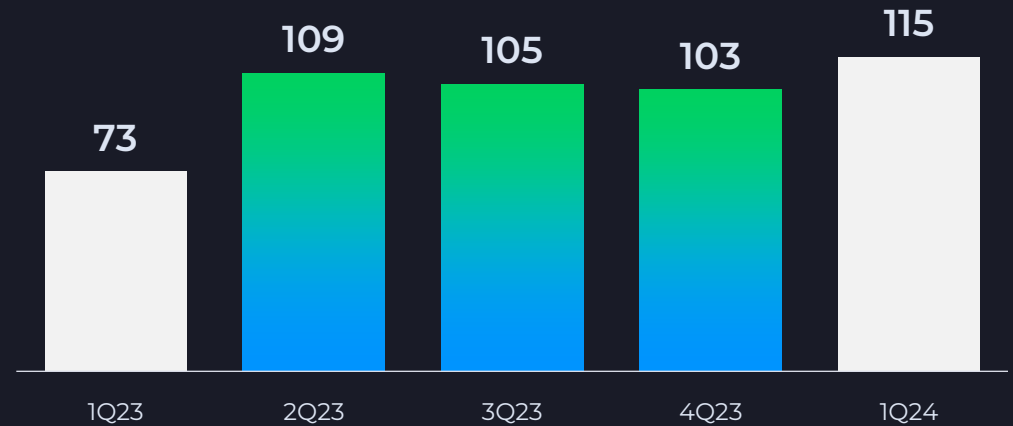
8.6%

13.5%

Adj. Ebitda
margin



ADJ. EBITDA QUARTERLY EVOLUTION



Solid improvement in North America & EMEA



Electrification: sound improvement in specialties

Solid margin expansion in Specialties mitigating price normalization in I&C in NA (slower than expected)

INDUSTRIAL & CONSTRUCTION

SALES

1,299 1,193

-5.8%

Organic growth

SPECIALTIES

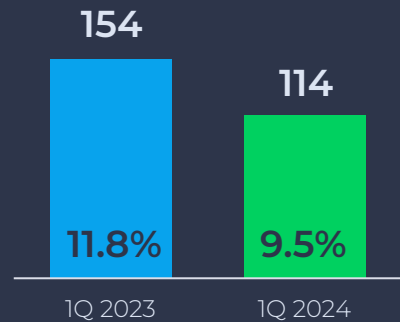
SALES

796 762

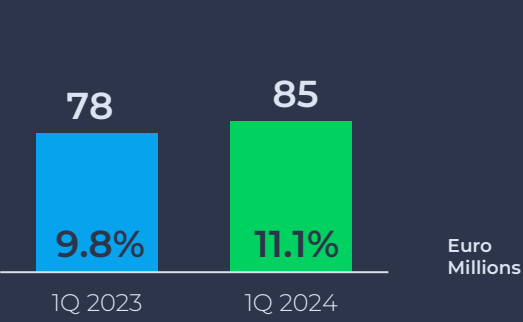
-2.3%

Organic growth

ADJ. EBITDA



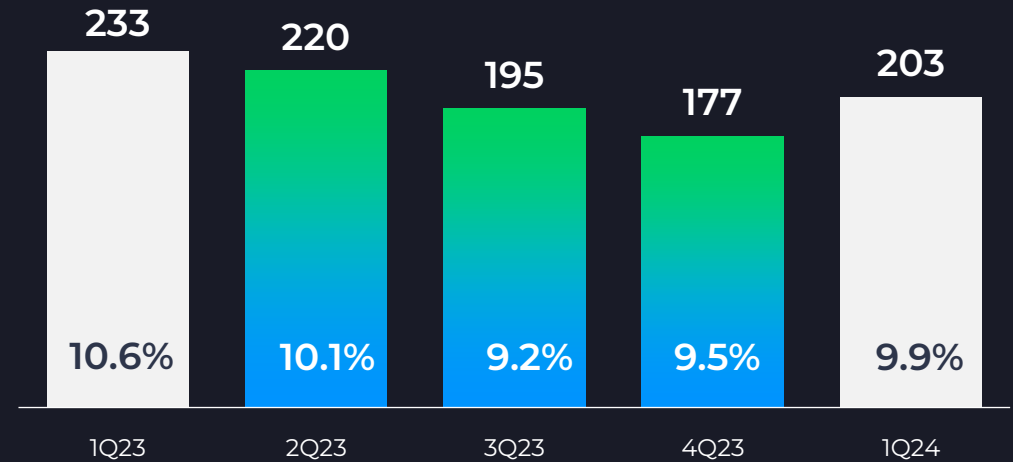
ADJ. EBITDA



Euro Millions

Double-digit growth confirmed in Renewables

ADJ. EBITDA QUARTERLY EVOLUTION



Digital solutions: temporary slowdown



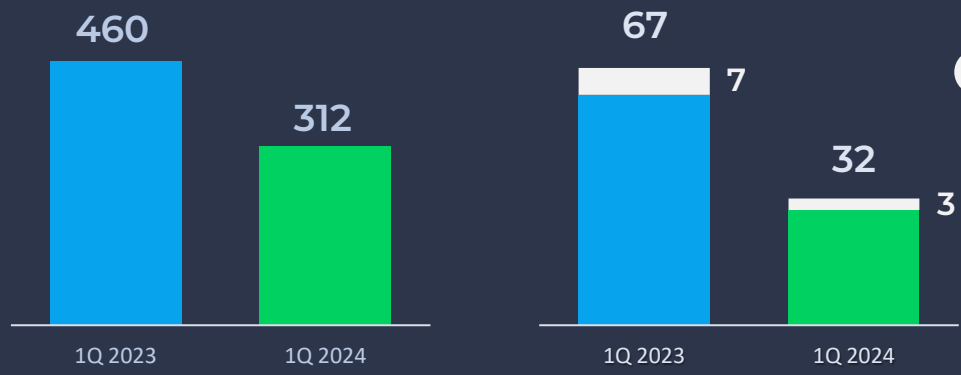
Volume decline mainly driven by the US market as anticipated

SALES

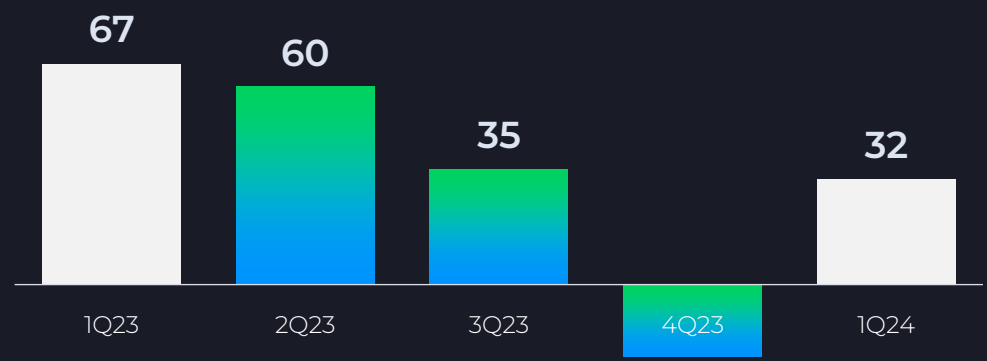
-31.6% Organic growth

ADJUSTED EBITDA

14.6% 10.4% Adj. Ebitda margin

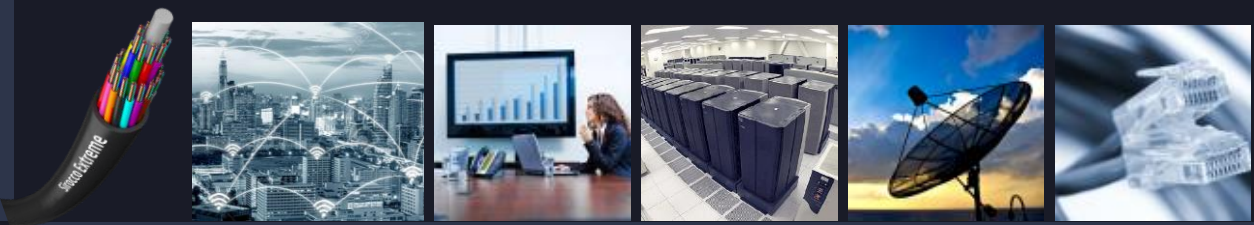


ADJ. EBITDA QUARTERLY EVOLUTION








Long term growth sustained by solid market trends

- 5G coverage
- Increased data usage by people
- Increased number of new digital applications
- FTTH coverage to reach 80% of premises
- \$330bn investment in Data Centers



1Q 2024: ESG HIGHLIGHTS

Committed to deliver

SDGS	KPI	FY 2023	1Q 2024	Target 2027
	% of reduction of Scope 1&2 GHG Emissions vs baseline 2019	-33%	-35%*	-45%
 	% of revenues linked to sustainable products	37%	41%	60%
	% of recycled content on PE jacket and copper	12.7%	14.7%	19%
 	% of Executive women	18.8%	19.3%	27%
	% of desk workers women hired	46%	44%	50%

* 1Q 2024 GHG emission reduction is calculated over the last twelve months (1 April 2023 – 31 March 2024)

AGENDA

Financial Results



Pier Francesco Facchini
CFO

Profit & loss statement

	1Q 2024	1Q 2023
SALES YoY organic growth	3,687 (5.6%)	3,992
Adj. EBITDA % on sales	412 11.2%	427 10.7%
Adj. EBIT % on sales	312 8.5%	339 8.5%
Adjustments Non monetary items	(19) (6)	(29) (16)
EBIT % on sales Financial charges	287 7.8% (22)	294 7.3% (23)
EBT	265	271
Taxes % on EBT	(75) 28.3%	(84) 31.0%
NET PROFIT	190	187
Minorities	5	5
GROUP NET PROFIT	185	182

ADJ. EBITDA BRIDGE

1Q

ADJ. EBITDA 2023

427

Transmission

8

Power Grid

42

Electrification

(30)

Digital Solution
(ex-share of net income)

(31)

Share of net income

(4)

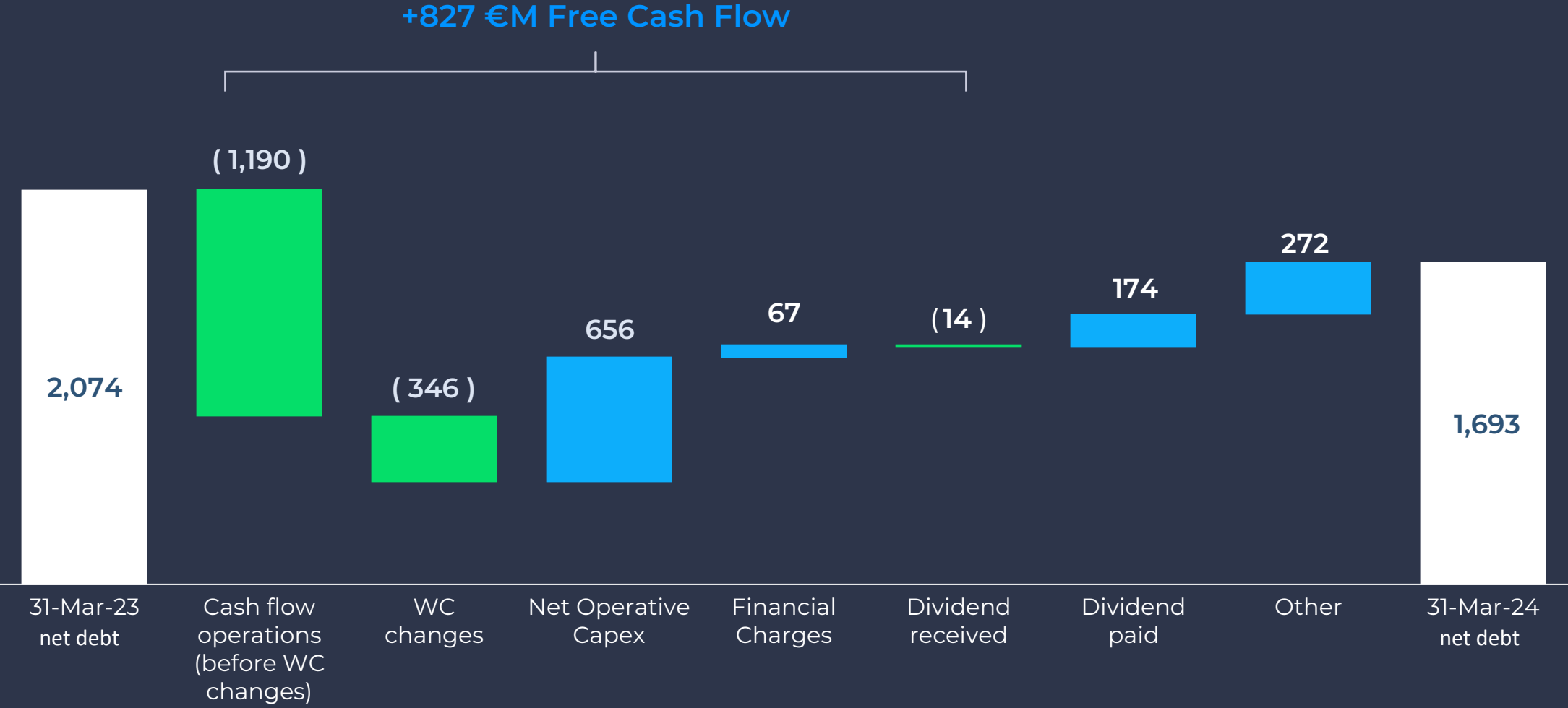
ADJ. EBITDA 2024

412

of which Forex effect

(3)

Strong cash generation LTM



AGENDA

Closing remarks



Massimo Battaini
CEO

Closing remarks

Solid Start To The Year

Strong Cash Generation LTM

Encore Wire Acquisition: A Strategic Opportunity For Increasing Value Creation

ADJ. EBITDA 2024 TARGET (€M)

1,575

1,625

Mid-point

1,675

FCF 2024 TARGET (€M)

675

725

Mid-point

775

2024 GHG EMISSIONS (vs. 2019)

Scope 1&2%

- 36%

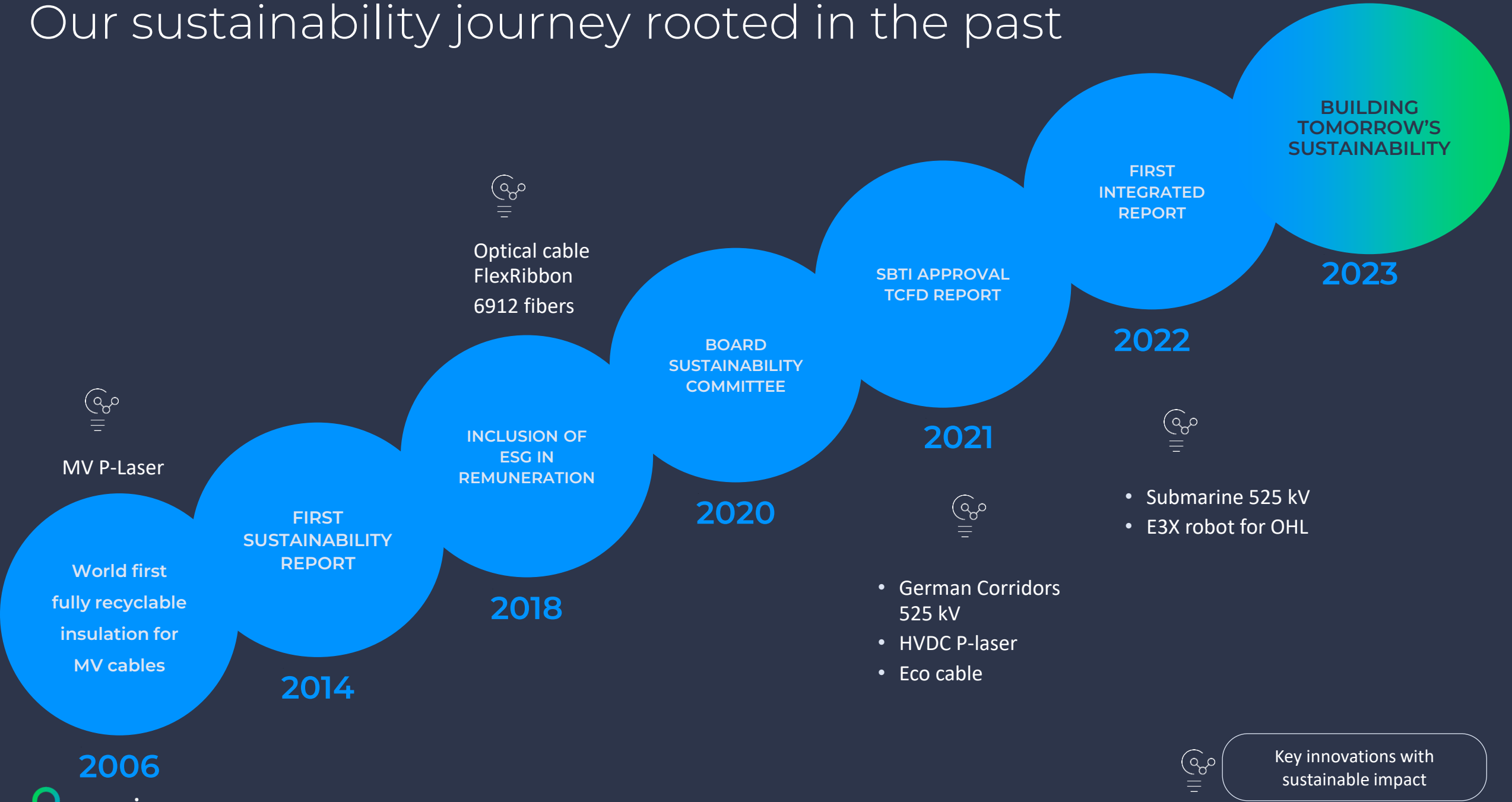
Scope 3%

- 13%

Appendix

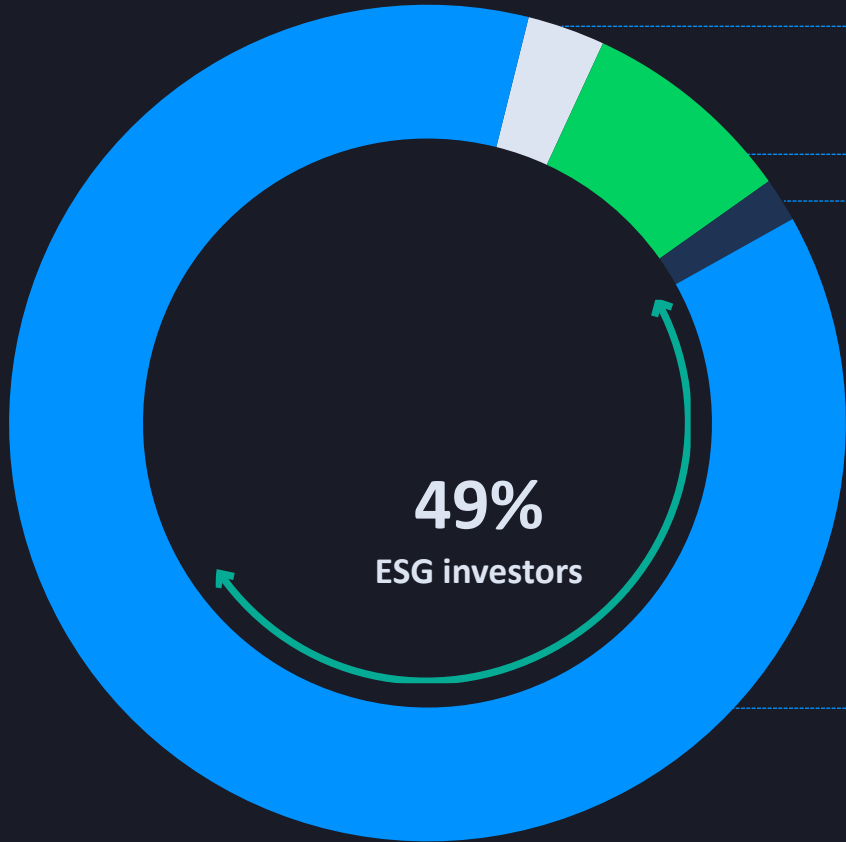


Our sustainability journey rooted in the past



A truly public company, based on inclusion

PRYSMIAN SHAREHOLDING STRUCTURE



3% Employees

incl. Management

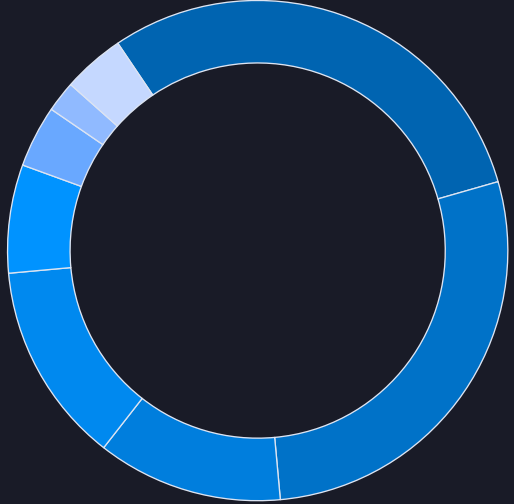
8.1% Retail

1.4% Treasury shares

87.5%

Institutional Investors

INSTITUTIONAL INVESTORS



US 30%

UK 28%

France 12%

Rest of EU 13%

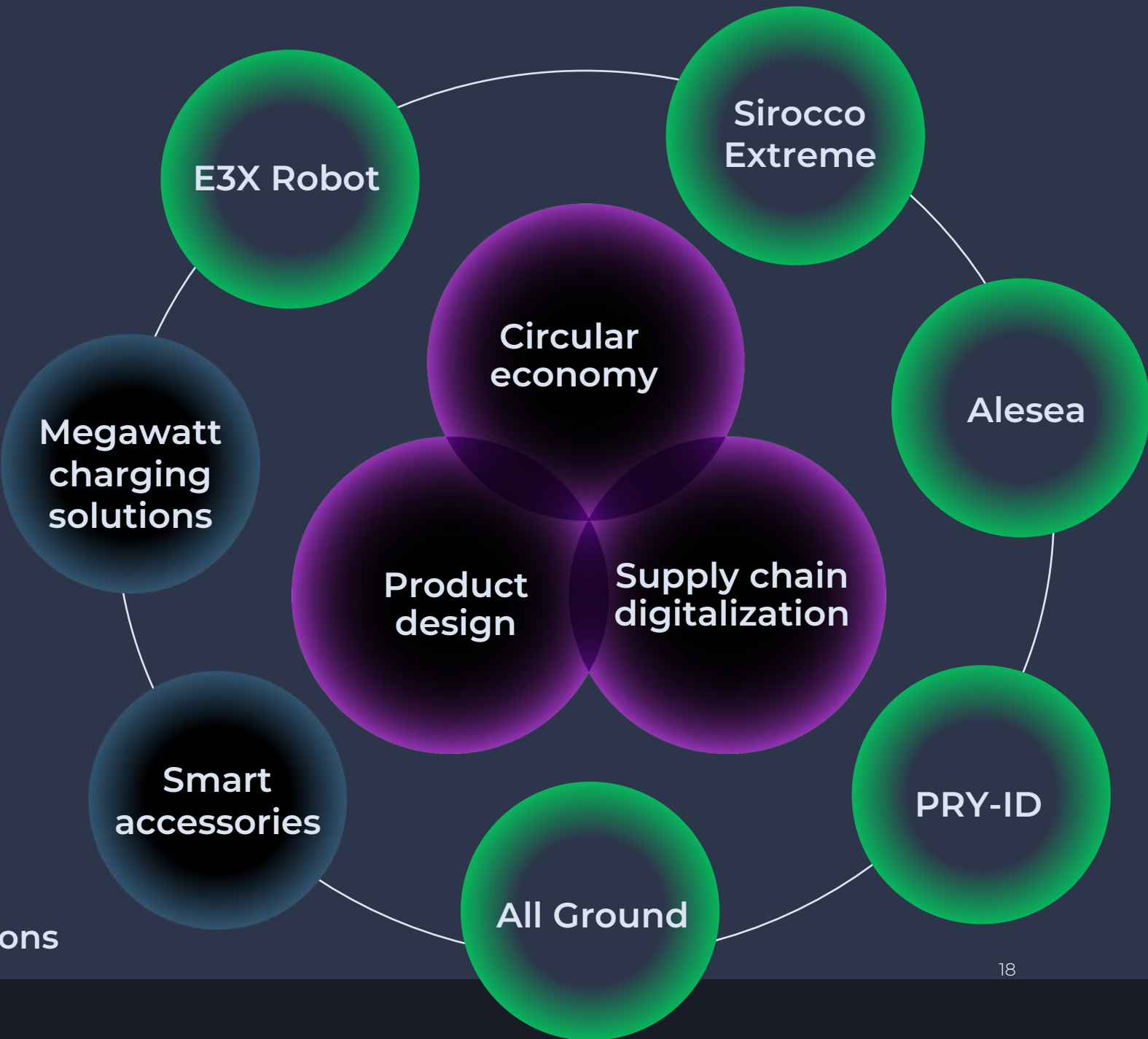
Italy 7%

Germany 4%

Sweden 2%

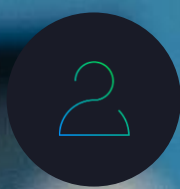
RoW 4%

We innovate to support our customers and to go beyond the value chain



Selection of innovative solutions

Sustainability also means equity and inclusion



45-50%

Employees holding shares by 2027

35-37

Training hours for employee

+500

Women in STEM by 2027



Promoting talent within under-privileged communities



1,400+

Children

400+

Women and young girls



315 women and young girls in LATAM

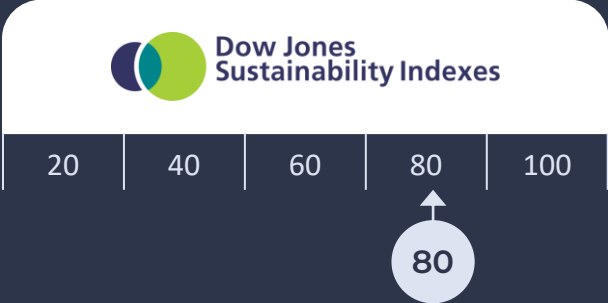


625 children in the Netherlands



100 women and 800 children in Oman

Sustainability development goals



We are included in



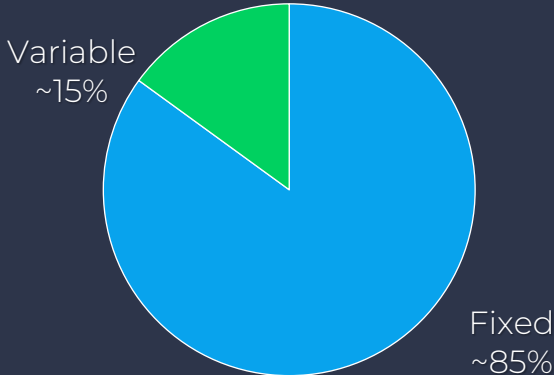
MIB ESG

STOXX

A solid and sustainable financial structure

- Average debt maturity of 4.2 years (including Revolving Credit Facility)
- Approx. 1.2 €Bn cash on balance as of 31st March 2024

Fixed/Variable rate composition



CURRENT FINANCIAL DEBT MATURITY PROFILE⁽⁴⁾



Financial highlights

	Sales			Adj.EBITDA			
	1Q 2024		1Q 2023	1Q 2024		1Q 2023	
	€M	Organic growth	€M	€M	Adj.EBITDA Margin	€M	Adj.EBITDA Margin
Transmission	474	1.0%	481	62	13.0%	54	11.2%
Power Grid	852	1.5%	853	115	13.5%	73	8.6%
Industrial & Construction	1,193	-5.8%	1,299	114	9.5%	154	11.8%
Specialties	762	-2.3%	796	85	11.1%	78	9.8%
Other	94	0.0%	103	4	4.7%	1	0.7%
Electrification	2,049	-4.3%	2,198	203	9.9%	233	10.6%
Digital Solutions	312	-31.6%	460	32	10.4%	67	14.6%
Total Group	3,687	-5.6%	3,992	412	11.2%	427	10.7%

Sales at standard metal prices

		Sales current			Sales standard		
		Sales €M	Adj. Edibta €M	Adj. Edibta margin	Sales €M	Adj. Edibta €M	Adj. Edibta margin
1Q 2024	Transmission	474	62	13.0%	471	62	13.1%
	Power Grid	852	115	13.5%	776	115	14.8%
	Electrification	2,049	203	9.9%	1,780	203	11.4%
	Digital Solutions	312	32	10.4%	301	32	10.8%
	Total Group	3,687	412	11.2%	3,328	412	12.4%
1Q 2023	Transmission	481	54	11.2%	450	54	12.0%
	Power Grid	853	73	8.6%	765	73	9.6%
	Electrification	2,198	233	10.6%	1,856	233	12.5%
	Digital Solutions	460	67	14.6%	442	67	15.2%
	Total Group	3,992	427	10.7%	3,513	427	12.1%

Standard copper price of €5,500/ton.

Standard aluminum price of €1,500/ton.

Standard lead price of €2,000/ton.

Profit & loss statement

	1Q 2024	1Q 2023
SALES	3,687	3,992
YoY total growth	(7.7%)	
YoY organic growth	(5.6%)	
Adj. EBIDTA	412	427
% on sales	11.2%	10.7%
of which share of net income	4	8
Adjustments	(19)	(29)
EBITDA	393	398
% on sales	10.7%	10.0%
Adj. EBIT	312	339
% on sales	8.5%	8.5%
Adjustments	(19)	(29)
Non monetary items	(6)	(16)
EBIT	287	294
% on sales	7.8%	7.3%
Financial charges	(22)	(23)
EBT	265	271
Taxes	(75)	(84)
% on EBT	28.3%	31.0%
NET PROFIT	190	187
Minorities	5	5
GROUP NET PROFIT	185	182
% on sales	5.0%	4.6%

Adjustments and non monetary items on EBIT

	1Q 2024	1Q 2023
Non-recurring Items	(2)	(3)
Restructuring	(19)	(7)
Other Non-operating Incom/ (Expenses)	2	(19)
EBITDA adjustments	(19)	(29)
Non monetary items	(6)	(16)
Gain/(loss) on derivatives on commodities	8	(3)
Assets impairment	-	(2)
Share-based compensation	(14)	(11)
EBIT adjustments	(25)	(45)

Financial Charges

	1Q 2024	1Q 2023
Net interest expenses	(12)	(19)
of which non-cash conv.bond interest exp.	(2)	(2)
Financial costs IFRS 16	(3)	(2)
Bank fees amortization	-	(1)
Gain/(loss) on exchange rates and derivatives	(7)	(2)
Non recurring and other effects	-	1
Net financial charges	(22)	(23)

Statement of financial position (balance sheet)

	31 Mar 2024	31 Mar 2023	31 Dec 2023
Net fixed assets	5,798	5,533	5,709
of which: goodwill	1,681	1,671	1,660
Net working capital	1,264	1,463	518
of which: derivatives assets/(liabilities)	45	38	(7)
of which: Operative Net working capital	1,219	1,425	525
Provisions & deferred taxes	(752)	(692)	(734)
Net Capital Employed	6,310	6,304	5,493
Employee provisions	333	326	333
Shareholders' equity	4,284	3,904	3,972
of which: attributable to minority interest	191	181	191
Net financial debt	1,693	2,074	1,188
Total Financing and Equity	6,310	6,304	5,493

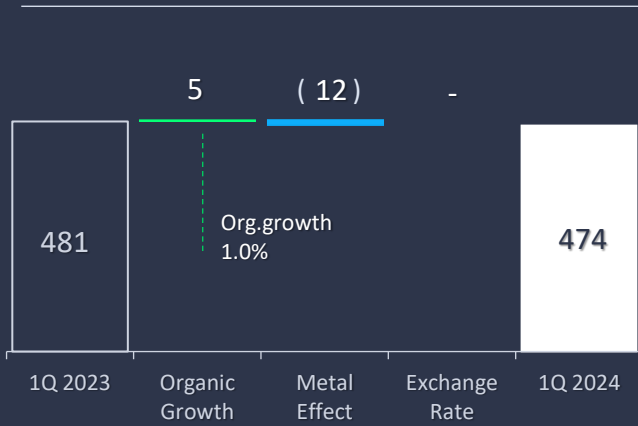
Cash flow statement

	31 Mar 2024	31 Mar 2023	12 month (from 1/04/2023 to 31/03/2024)
Adj.EBITDA	412	427	1,613
Adjustments	(19)	(29)	(133)
EBITDA	393	398	1,480
Net Change in provisions & others	(9)	11	62
Share of income from investments in op.activities	(15)	(8)	(40)
Cash flow from operations (before WC changes)	369	401	1,502
Working Capital changes	(724)	(873)	346
Dividends received	3	2	14
Paid Income Taxes	(27)	(37)	(318)
Cash flow from operations	(379)	(507)	1,544
Net Operative CAPEX	(102)	(70)	(656)
Free Cash Flow (unlevered)	(481)	(577)	888
Financial charges	(18)	(23)	(67)
Free Cash Flow (levered)	(499)	(600)	821
Free Cash Flow (levered) excl. Acquisitions & Disposals	(499)	(600)	821
Dividends	(9)	-	(174)
Capital increase, Shares buy-back & other equity movements	-	-	(4)
Net Cash Flow	(508)	(600)	643
Net Financial Debt beginning of the period	(1,188)	(1,417)	(2,074)
Net cash flow	(508)	(600)	643
NFD increase due to IFRS16	(23)	(10)	(166)
Other variations	26	(47)	(96)
Net Financial Debt end of the period	(1,693)	(2,074)	(1,693)

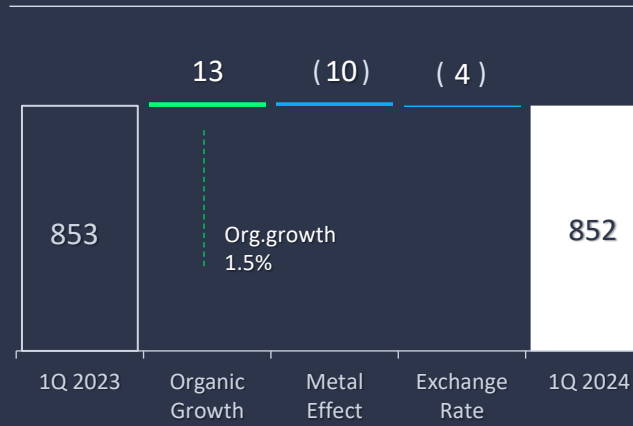
Euro Millions

Bridge consolidation sales

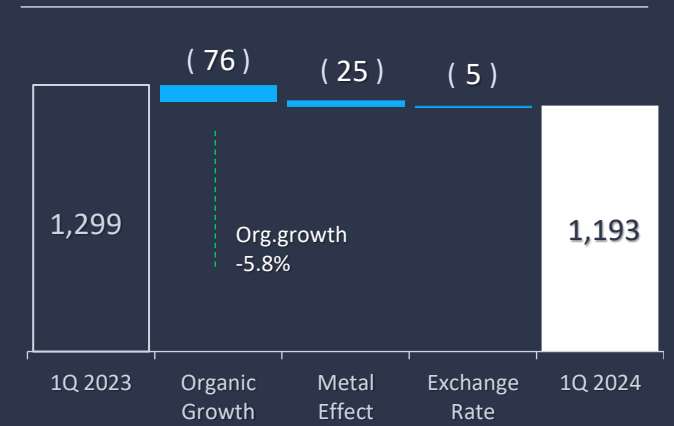
TRANSMISSION



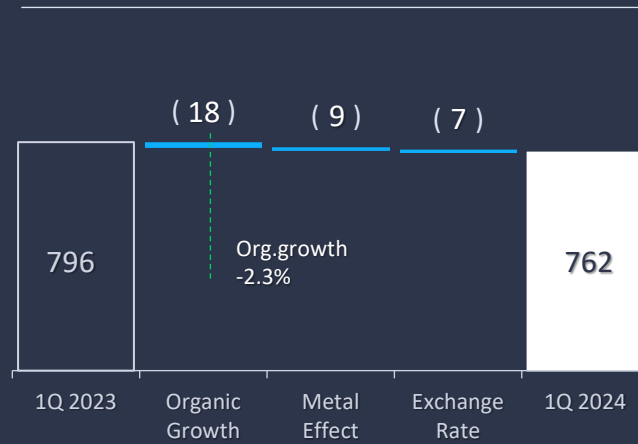
POWER GRID



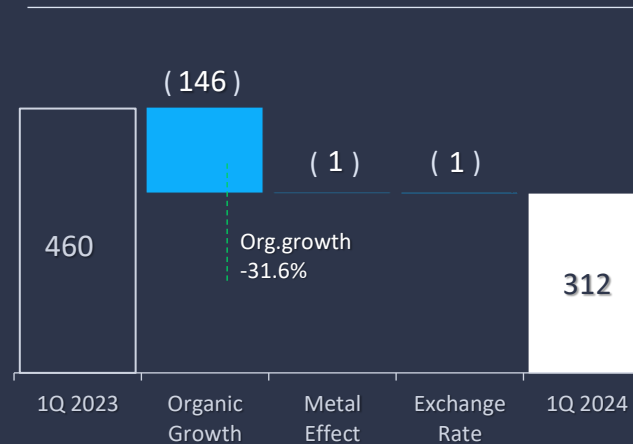
INDUSTRIAL & CONSTRUCTION



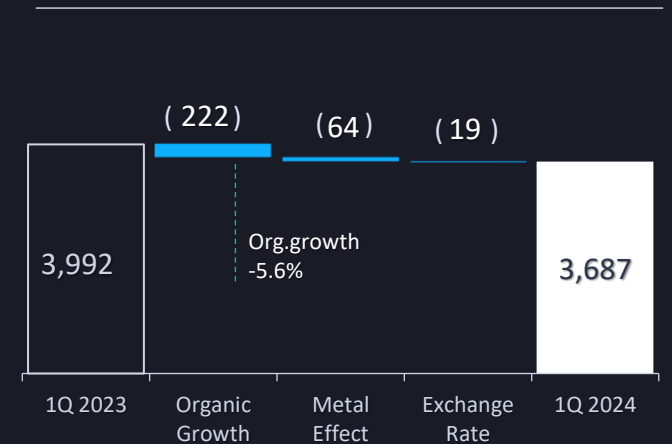
SPECIALTIES



DIGITAL SOLUTIONS



TOTAL PRYSMIAN



Notes

- 1) FCF excluding Acquisitions & Disposals and Antitrust impact;
- 2) Adjusted EBITDA: EBITDA excluding restructuring, non-operating income/expenses and non-recurring income / expenses
- 3) Slide 5: Total backlog including SURF and Submarine Telecom
- 4) Slide 12: Cash flow operations (before WC changes) of 1,190 €M including tax paid for 318 M€
- 5) Current financial debt maturity profile (Excluding debt held by local affiliates and debt coming from IFRS 16 (68 €M and 297 €M respectively) at 31.03.2024):
 - 2024: CDP 2019 (100 €M); INTESA TL (150 €M); EIB 2017 (110 €M)
 - 2025: CDP 2021 (75 €M)
 - 2026: Convertible bond zero-coupon (750 €M)
 - 2027: Sust. Linked Term Loan 2022 (1200 M)
 - 2028: Sustainability Linked Revolving Credit Facility (1000 €M) with extension options till 2030
 - 2029: EIB 2022 (135 €M); CDP 2023 (120 €M)

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