

Company Presentation

Italian Infrastructure Day – Borsa Italiana

Milan – September 9th, 2014



ENERGY LEADING TECHNOLOGY IN ALL KEY SEGMENTS WE HELP BUILD THE WORLD
AND BEST IN CLASS R&D CAPABILITIES EXTENDED PRODUCT OFFERING WORLDWIDE LEAD
CUSTOMER SERVICE LINKING THE FUTURE WORLDWIDE LEADER ENHANCE CUSTOMER SERVICE LINKING TH
WORLD LEADER IN RENEWABLE ENERGY GLOBAL LEADER OF THE CABLE INDUSTRY WORLDWIDE LEADER IN RENEWABLE ENERGY
LEADING TECHNOLOGY STRONGER PLATFORM LEADING TECHNOLO
APPLICATIONS TOGETHER WE ARE ONE WORLDWIDE LEADER ONE COMPANY TO LEAD THE WORLD WORLDWIDE LEADER

Prysmian
Group



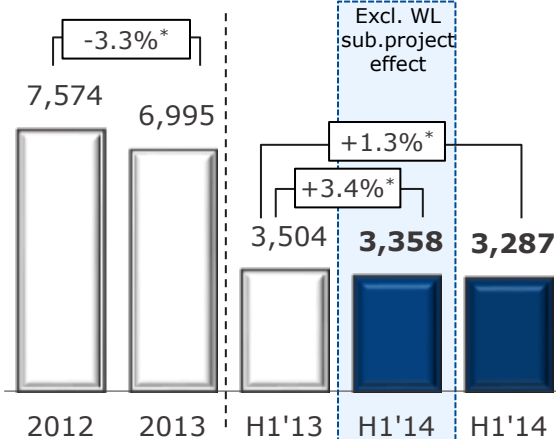
➤ Group Overview & 2014 Outlook

- Draka integration
- Financial Results
- Appendix

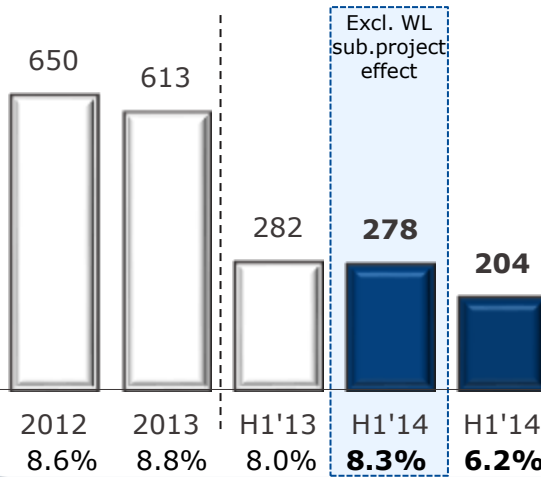
H1 2014 Key Financials

Euro Millions, % on Sales

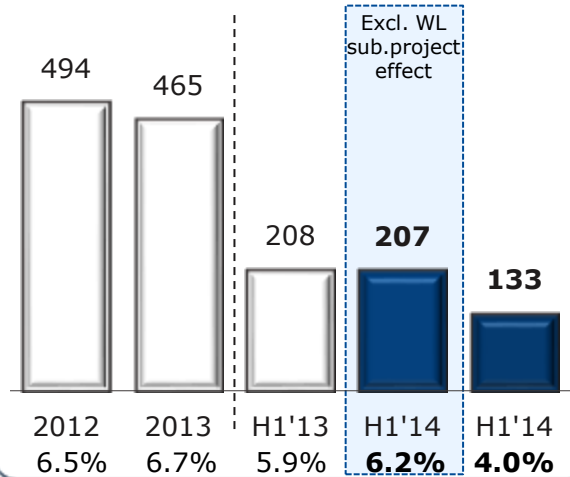
Sales



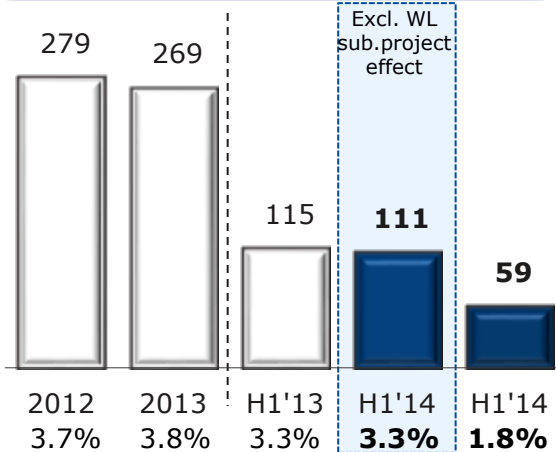
Adjusted EBITDA (1)



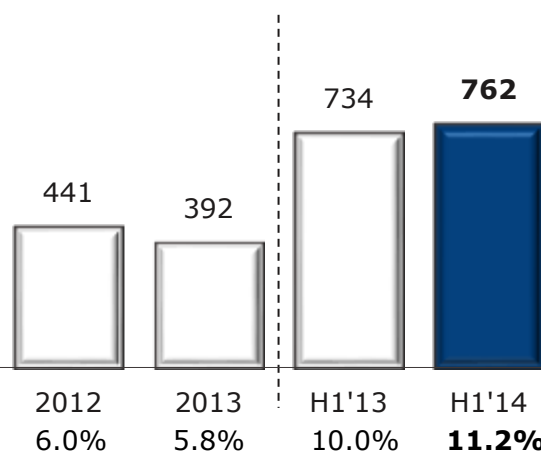
Adjusted EBIT (2)



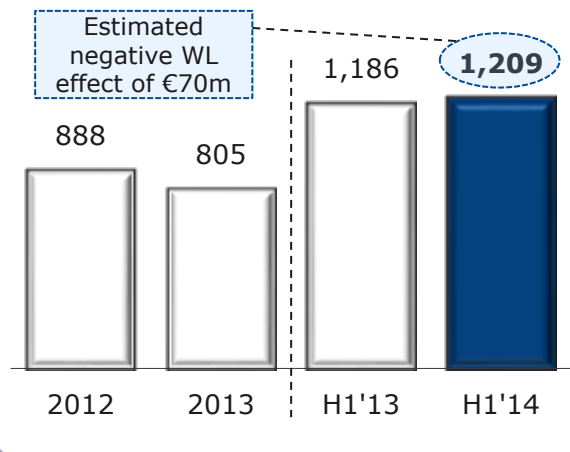
Adjusted Net Income (3)



Operative Net Working Capital (4)



Net Financial Position



Note: 2012, 2013 and H1'13 restated in application of IFRS 10-11 and reclassification of share of net income

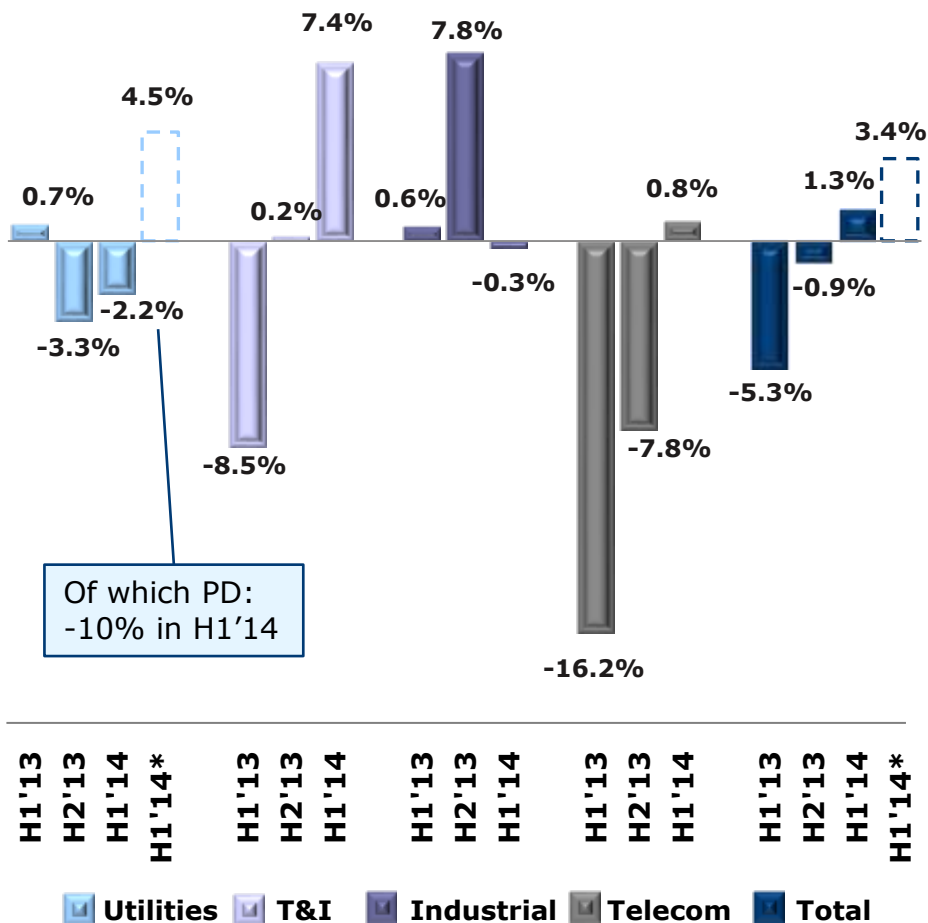
(1) Adjusted excluding non-recurring income/(expenses); (2) Adjusted excluding non-recurring income/(expenses) and the fair value change in metal derivatives and in other fair value items; (3) Adjusted excluding non-recurring income/(expenses), the effect of derivatives and of other fair value items,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

H1 profitability slightly above previous year excl. Forex and WL

Gradual improvement in organic growth (despite soft Q2) mainly due to easier comparable basis in Q1

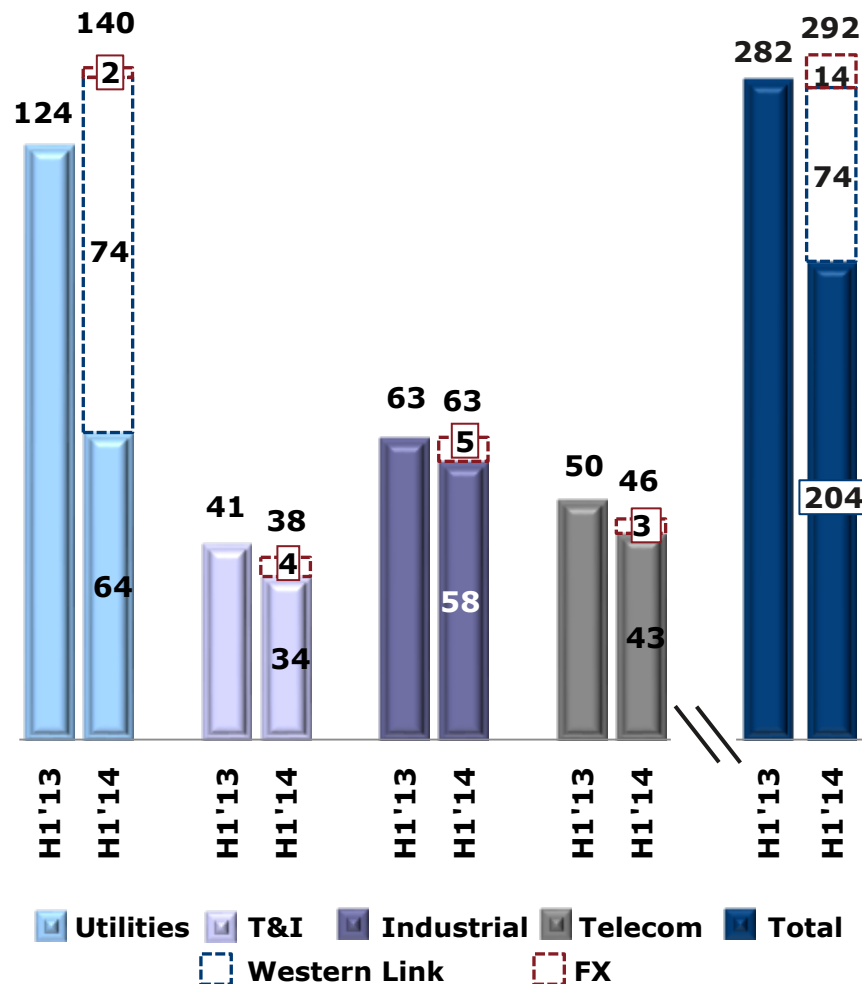
Organic Growth evolution

% change on same period of previous year



Adj. EBITDA evolution

Euro million



* H1'14 Org.growth excluding WL submarine project effect
 H1'13 and H2'13 Org.growth according to previous accounting criteria

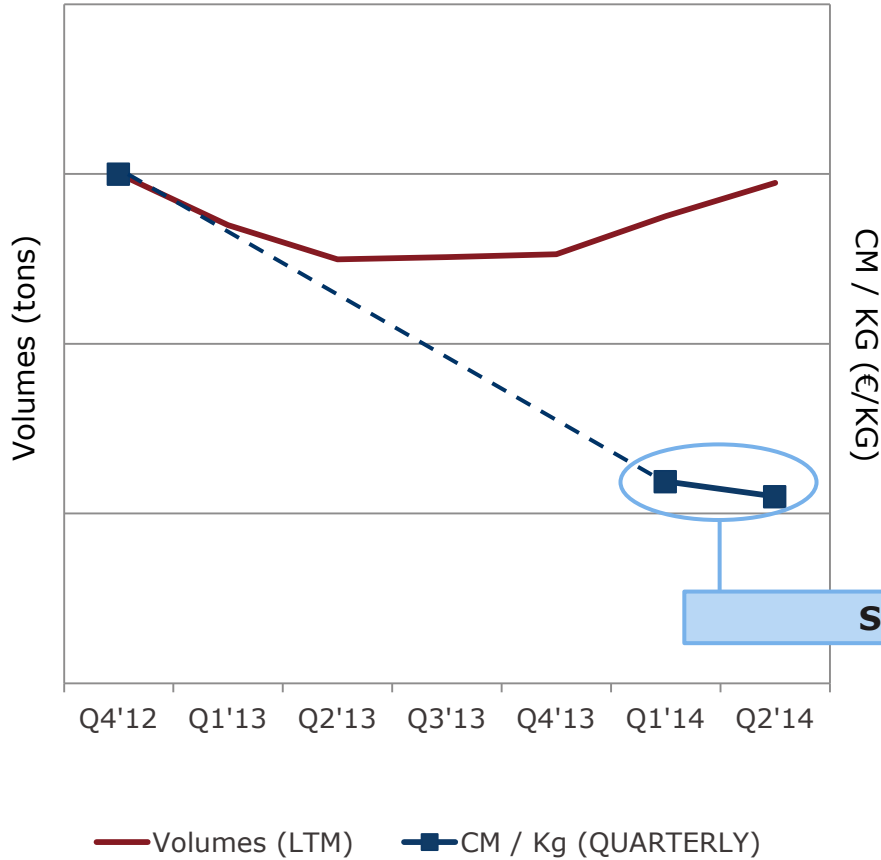
Total includes Other Energy Business (€4m in H1 2013, €5m in H1 2014)

Ongoing volume recovery still not supported by pricing

H1 profitability impacted by lower pricing and negative currency. Limited effect expected in the coming quarters

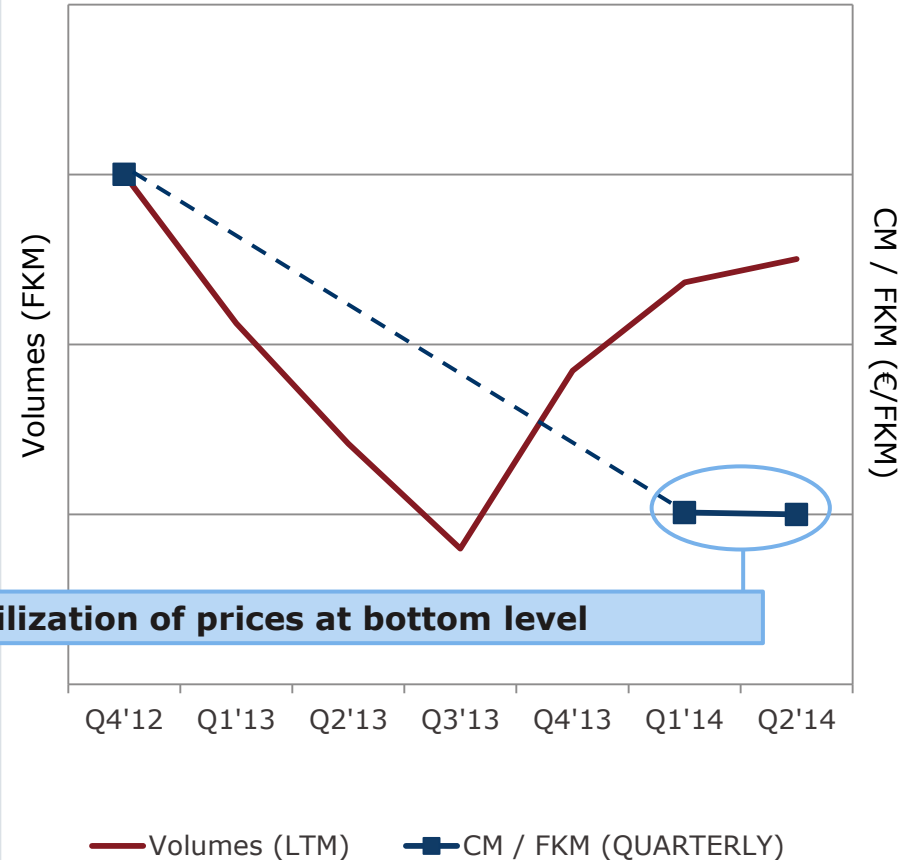
T&I

Volumes & CM/KG



Telecom Optical

Volumes & CM/FKM

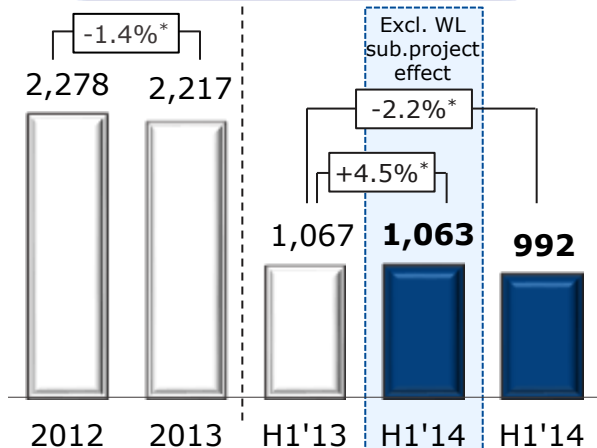


Stabilization of prices at bottom level

Utilities

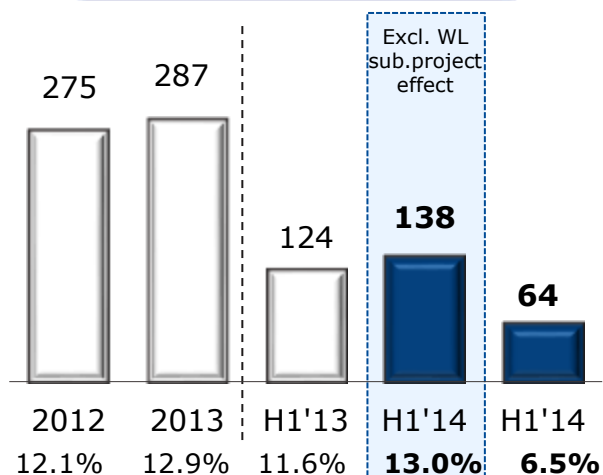
Euro Millions, % on Sales

Sales to Third Parties



* Organic Growth

Adjusted EBITDA



Highlights

DISTRIBUTION

- Double digit organic decrease in H1 due to lower utilities capex across all major geographies (Europe, North and South America). Still weak demand expected in the short term but easier comparable from H2
 - Europe: new bottom achieved in H1'14 in all countries except UK. Limited downside in profitability due to already weak pricing
 - North America: low demand in Q2 from major local utilities. Profitability impacted by negative currency effect
 - South America & Apac: lower volumes in Brasil and Australia
- Profitability decrease due to lower volumes and negative currency limited by significant cost reduction

TRANSMISSION – HV

- H1 contribution in line with previous year. Positive organic growth expected in H2 mainly driven by Middle East and APAC
- Order-book increase sustained by growing demand in extra-European markets
- Leverage on production capacity in China to benefit from growing demand in higher margin APAC countries (e.g. Australia, Singapore, HK)
- Land connection of submarine projects in Europe as additional growth driver in the next quarters

TRANSMISSION – Submarine

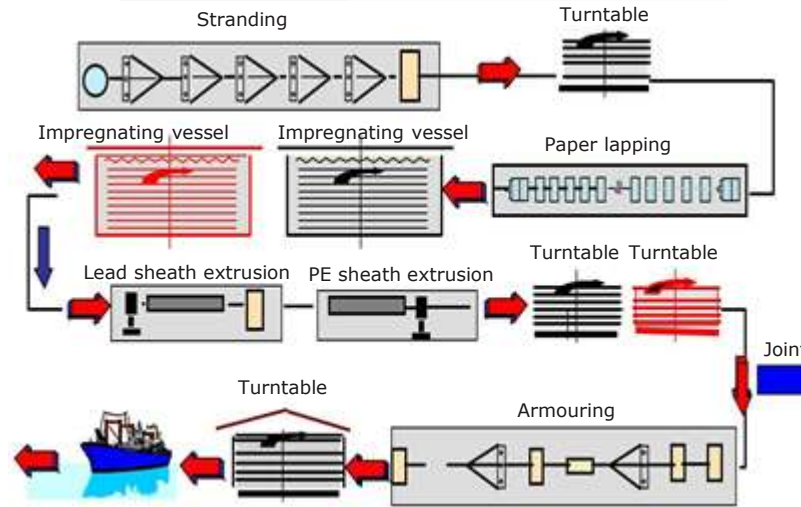
- Record order-book at € 2.5bn covering more than 3 years of sales. Positive order-intake expected in the coming quarters mainly sustained by Europe
- Western Link assessment finalized with loss on the project of € 24m
- High market share in H1 despite WL issue fully confirms Prysmian leadership and customer confidence
- Cable Enterprise conversion and production capacity upgrade in Finland to support growth in the coming quarters

Western Link: a strong recovery to properly address the production issue and minimize the economic impact

Project Highlights

- Awarded in February 2012 to Prysmian-Siemens consortium
- Customers: National Grid-Scottish Power JV
- Project value approx. **€800m** (cables)
- **Over 400km** link (388km submarine, 36km land) of HVDC cable, bi-pole with PPL (Paper Polypropylene Laminate) insulation
- First worldwide project with PPL technology
- Unmatched voltage (**600kV**) and transmission capacity (**2,200MW**)

WL production process

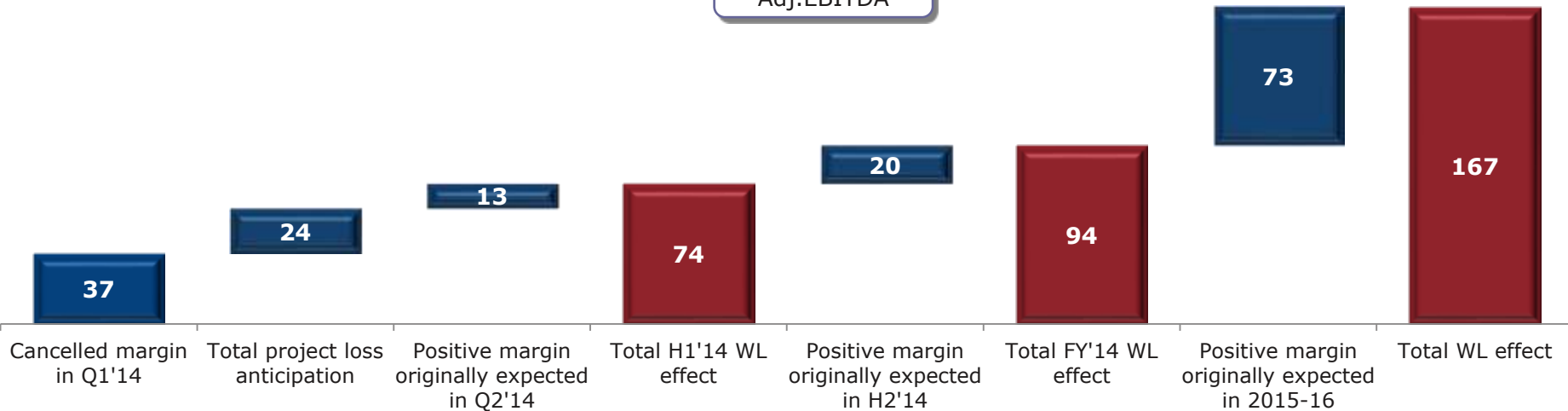


Progress Status

- Cable called back from UK successfully passed the test
- Root cause investigation performed and critical phase identified
- Expected project delay 6 to 9 months

Financial Impact (€m)

Adj.EBITDA

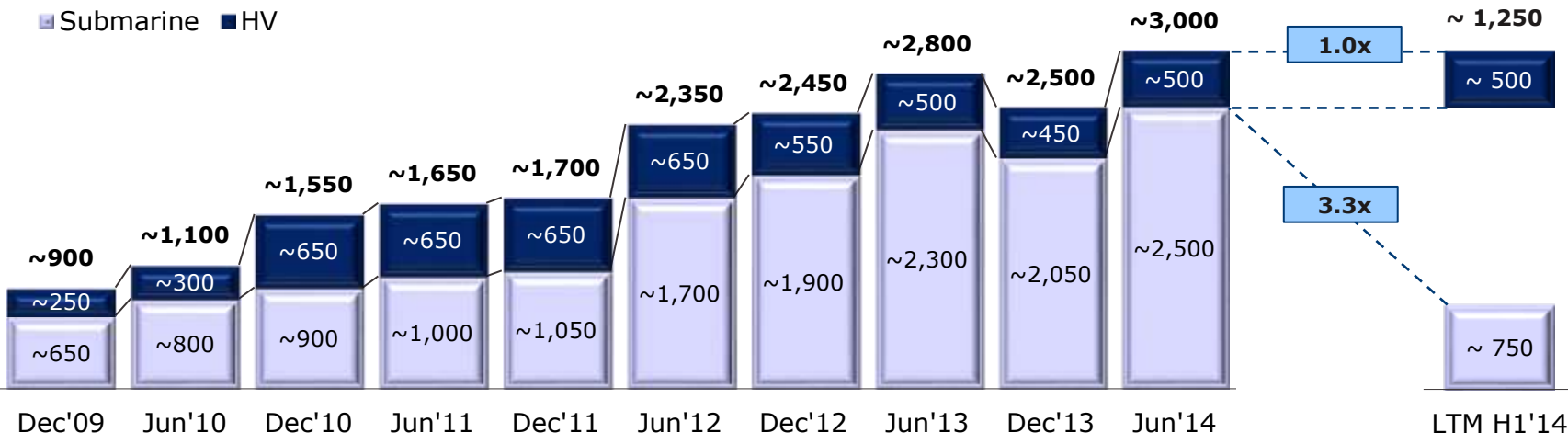


Growing orders intake boosting backlog at peak level (€ 3bn)

Record visibility in Submarine and good coverage for HV sales

Transmission – Orders Backlog (€m)

Transmission – Sales (€m)



Over €1bn submarine projects awarded in H1 2014



West of Adlergrund , Germany - € 730 million (including options for grid connections in value of approximately € 250 million)
 HVAC 220 kV, 3-core extruded cables (including fibre optic cable system) along a route of approx. 90 km (submarine) and 3 km (land)

Borwin3, Germany - € 250 million
 HVDC 320 kV extruded submarine and land power bipole connection, with associated fibre optic cable system, comprising of a 29 km land route and of a subsea route of 130 km

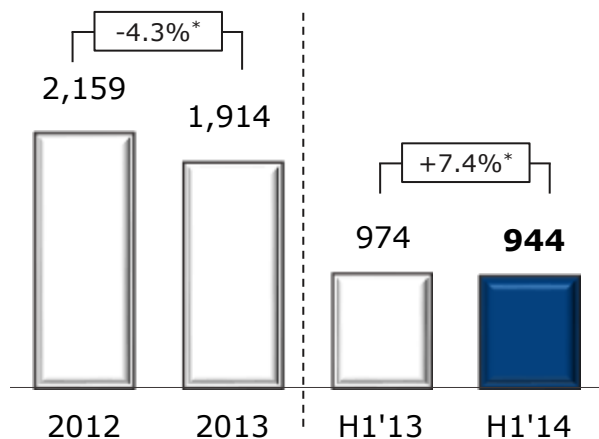
Shannon River Crossing, Ireland - € 40 million
 HVAC 220 kV, 21 km double-circuit connection, comprising submarine cable including spare lengths and fibre optic connection, network components and commissioning services

Zakum offshore oil field, Abu Dhabi - € 30 million
 Design and supply of 200 km of XLPE (Cross-Linked Polyethylene) insulated MV submarine cables plus accessories and network components

Trade & Installers

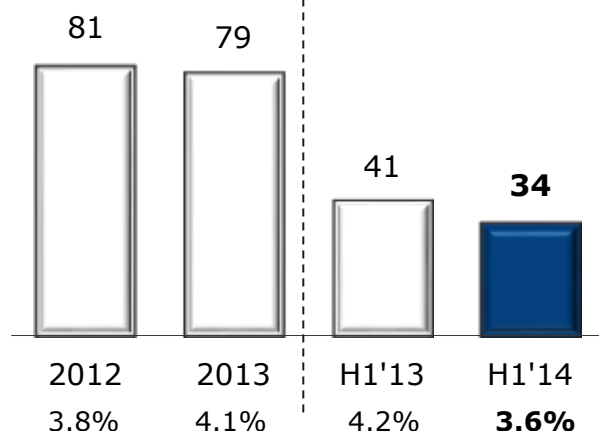
Euro Millions, % on Sales

Sales to Third Parties



* Organic Growth

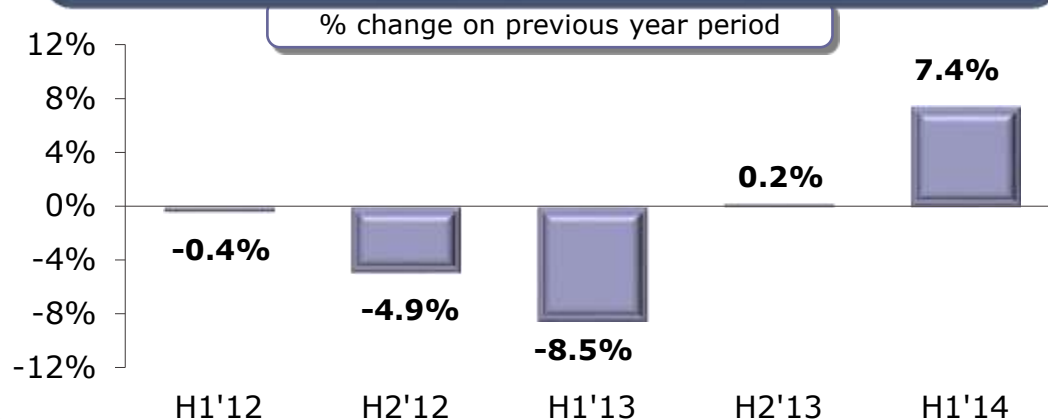
Adjusted EBITDA



Highlights

- Q2 confirms positive organic growth. H1 positive performance also attributable to weak comparable basis in H1'13. Europe remains the key growth driver.
 - Europe: on-going volume recovery from bottom level mainly due to Eastern Europe, Nordics, UK and Turkey
 - North America: positive demand in US and Canada expected to continue in the coming quarters
 - South America: sales decrease due to strong construction activity in 2013 with limited capex plan for 2014. Profitability penalized by negative currency expected to ease from H2
 - APAC: selective strategy to growth in high margin countries
- Despite positive organic growth, profitability strongly penalized by lower pricing and forex. Limited forex and pricing effect from H2'14

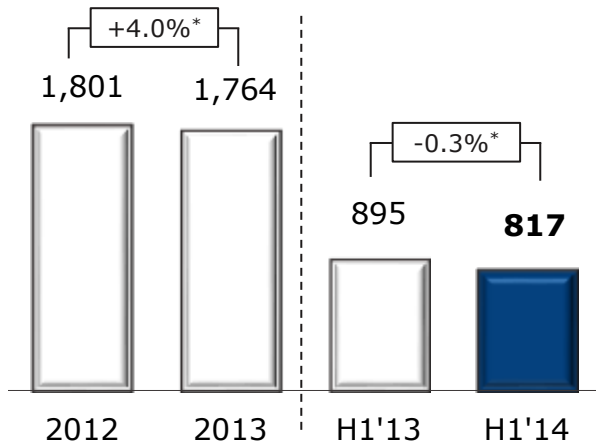
Organic Growth



Industrial

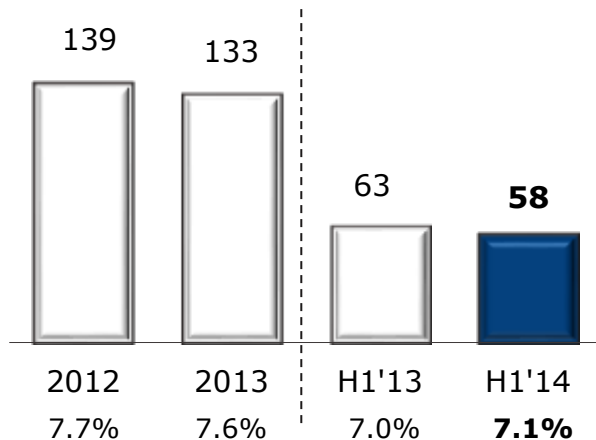
Euro Millions, % on Sales

Sales to Third Parties



* Organic Growth

Adjusted EBITDA



Highlights

Specialties & OEM ¹⁾

- Lower sales due to continuous negative demand in Europe and decrease in Infrastructure investments in North America. Lower contribution of Mining, Infrastructure, Nuclear and Defence partially offset by positive trend in Renewables, Railway/Rolling Stock and Crane

OGP

- Weak start of the year expected to improve in H2 thanks to growing order-book both in off-shore (Middle East, China, Singapore and South America) and on-shore (Iraq, Middle East and Korea)

SURF

- *Umbilicals* slightly lower than previous year: orders based on 2013 frame agreement to be delivered mainly from H2; significant tendering activity in West Africa, Gulf of Mexico and Singapore to increase business internationalization. *Flexible pipes* tendering activity out of Brazil to enlarge customer base
- DHT: positive performance expected to continue thanks to strong order-book from North America, Brazil and Asean

Elevator

- Double digit sales growth across all geographical areas. Successful business development Apac and Europe

Automotive

- Positive trend in North America and Asia offsetting declining European demand

¹⁾ Includes Renewables business

Industrial

Unfavorable sales mix due to weak demand in high margin countries

H1 2014 Organic Growth by geographical area (Vs. H1 2013)

H1'14 Sales - € million

+3%

H1'14
Org.growth

NORTH AMERICA

(€ 226 mln*)

Main positive:

- Elevator
- OGP
- Renewables

-6%

H1'14
Org.growth

EMEA

(€ 369 mln*)

Main negative:

- Nuclear
- Infrastructure
- Mining

+14%

H1'14
Org.growth

APAC

(€ 161 mln*)

Main positive:

- Infrastructure
- Rolling stock
- Mining
- Renewables

-9%

H1'14
Org.growth

LATAM

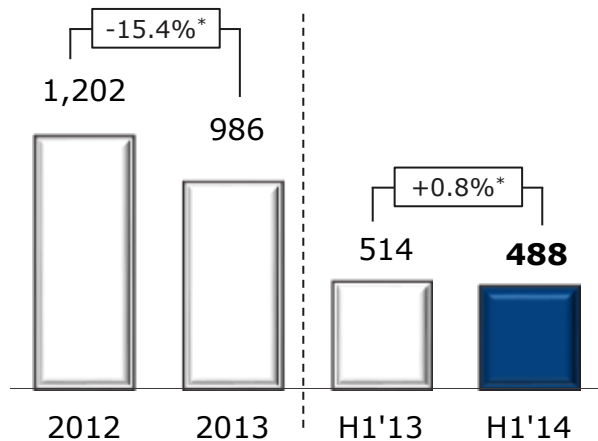
(€ 61 mln*)

Main negative:

- SURF
- Infrastructure
- Automotive

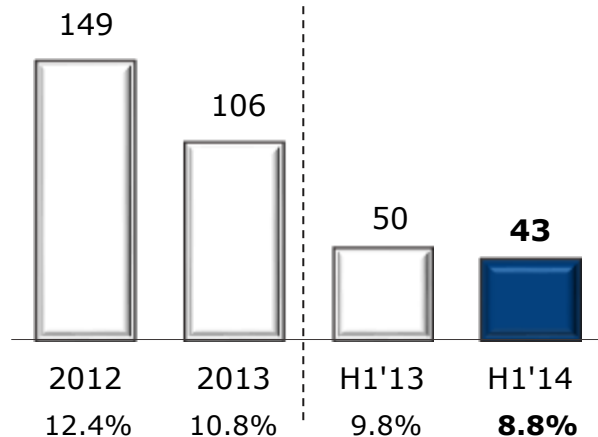
* H1 2014 Sales

Sales to Third Parties



* Organic Growth

Adjusted EBITDA



Highlights

- Positive organic growth thanks to higher volume in optical offset by lower average pricing and continuous decline in Copper. Negative pricing and forex effect on profitability partially offset by cost reduction

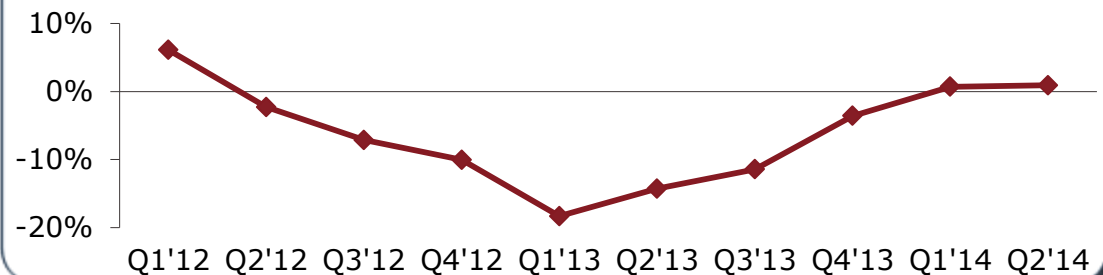
Optical / Fiber

- Europe:** continuous strong performance driven by long term FTTH and Backhaul investments in France, Spain and UK. Positive performance also in Italy and Eastern Europe
- North America:** gradual demand recovery in FTTH/FTTA after downturn in 2013
- South America:** improving demand sustained by stimulus packages to drive better results from H2 onwards
- APAC:** growing in all regions (e.g. China, Singapore, Indonesia) excl. major Australian market limited by NBN project rescheduled

Multimedia & Specials

- Increasing profitability contribution thanks to selective strategy focused on high margin segments (e.g. data centers in Europe). Ongoing rationalization of low profitability business

Org. growth evolution (% change on previous year period)



2014 Outlook – Confirming profitability increase Vs 2013 excl. Forex and WL despite still tough demand and pricing

FY 2014 Adj.EBITDA Target Vs FY 2013 (€ 613 m)

Initial expected
Adj.EBITDA
FY Target



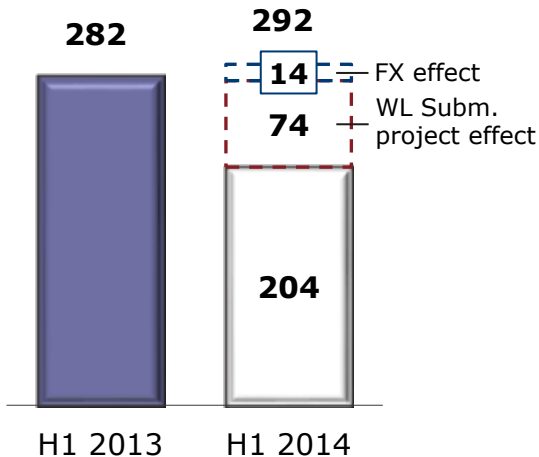
- €94m

Western Link FY 2014 effect

Current
Adj.EBITDA
FY Target

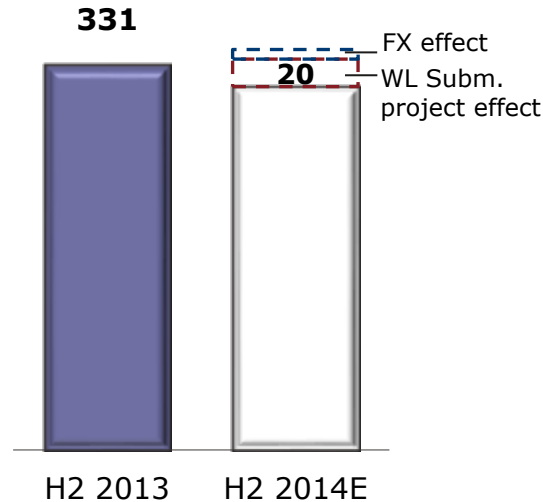


H1 2014



- Slight profitability improvement (excl. FX and WL) in line with expectations
- Continuous positive volume trend in T&I and Telecom mainly driven by Europe
- Weaker than expected industrial demand to recover in H2

H2 2014E



- Continuous positive volume trend in T&I and Optical
- Gradual recovery in Industrial thanks to OGP & SURF
- No price recovery in cyclicals
- Limited currency effect (Vs H2'13)

➤ Group Overview & 2014 Outlook

➤ **Draka integration**

➤ Financial Results

➤ Appendix

Organization model

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



A matrix linking country and group functions

- Utilities
- T&I
- Industrial
- Telecom

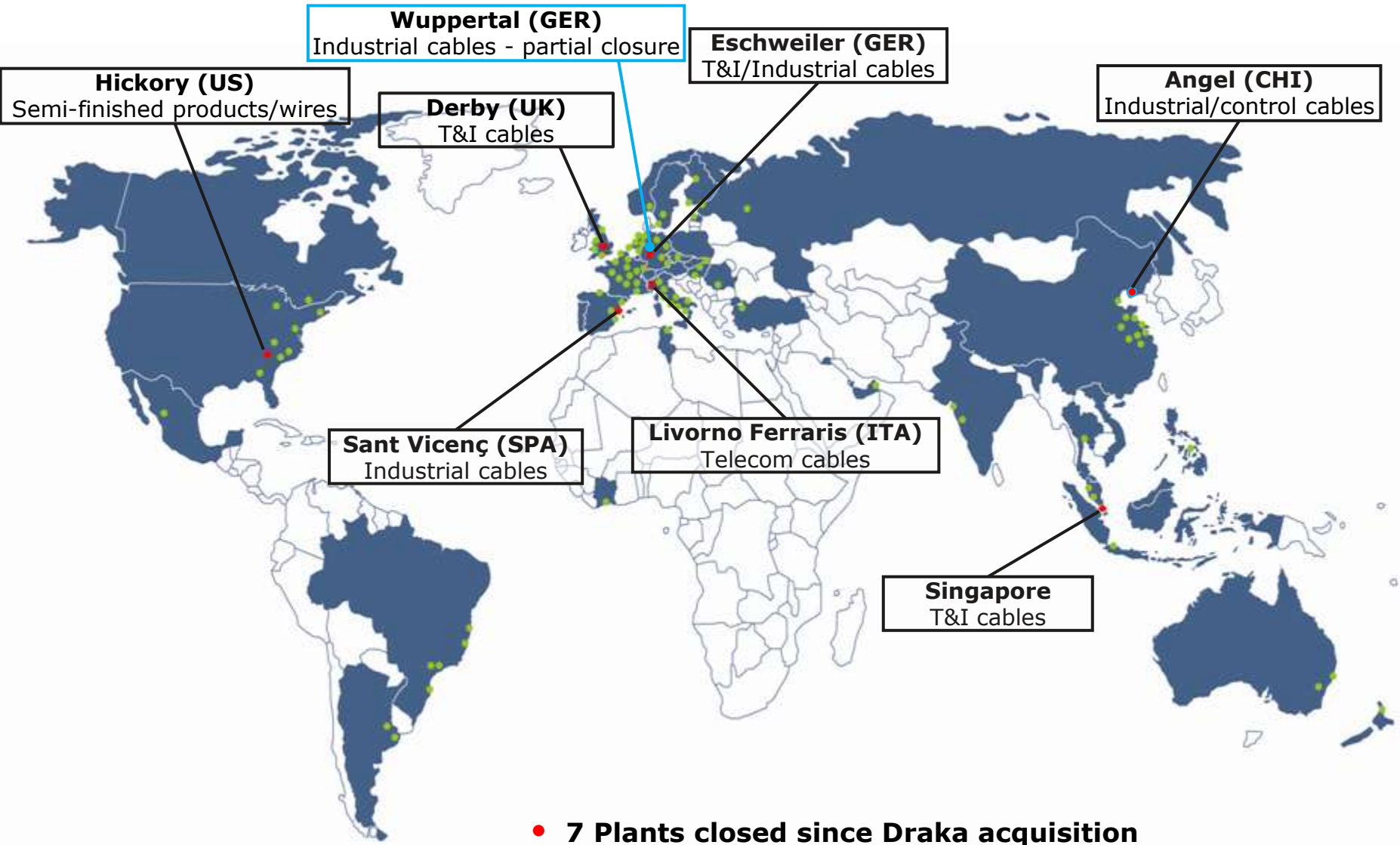
Group Functions

Energy Products **Energy Projects** **Telecom**

Business	Energy Products						Energy Projects			Telecom		
	T&I / PD	Specialties & OEM	Oil & Gas	Network components	Automotive	Elevator	Submarine	HV	SURF	Telecom Solutions (Optical+Copper)	Optical Fiber	Multimedia & Specials
Country X												
Country Y												
Country Z												
...												

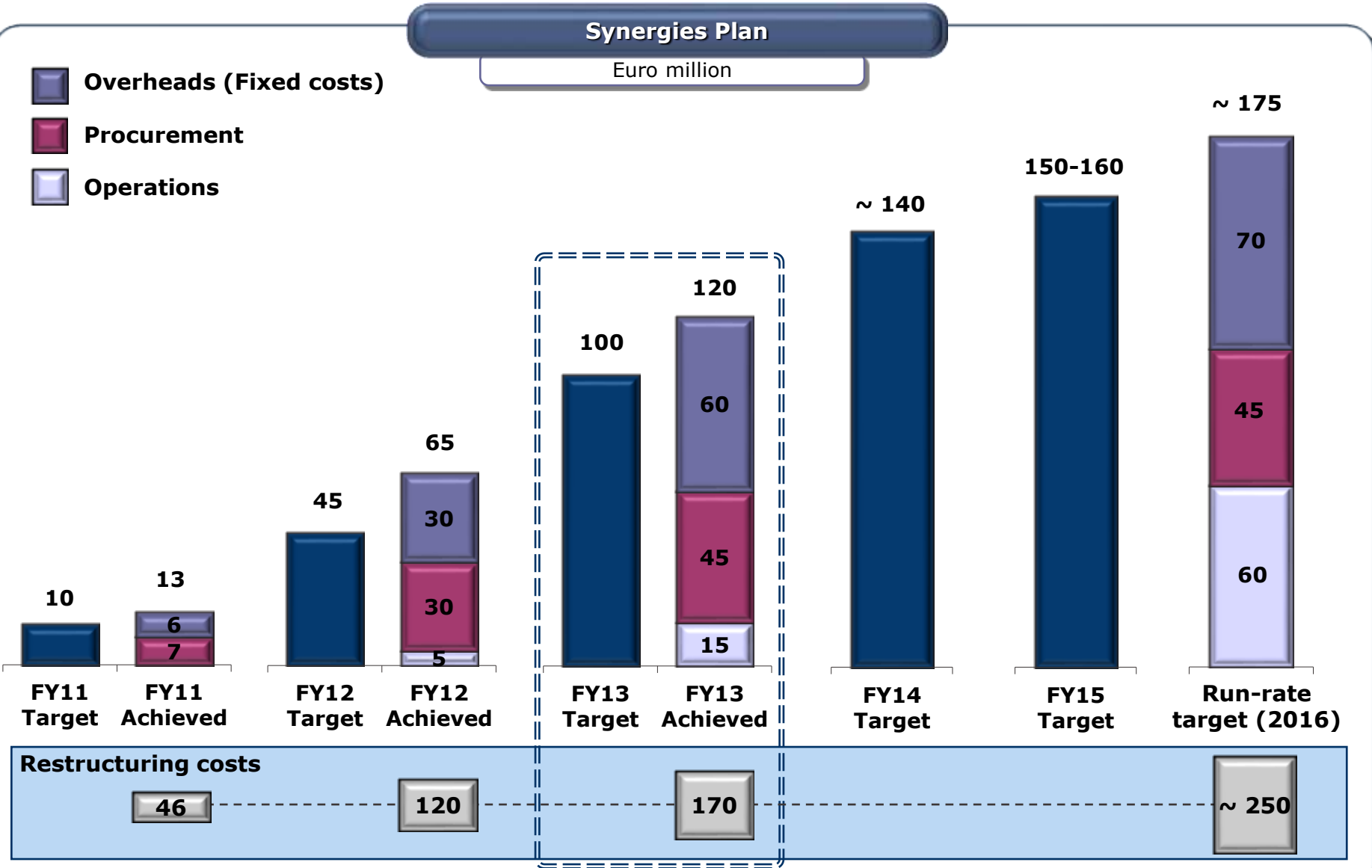
First step of production footprint optimization completed

7 plants closed and 1 plant restructured since Draka acquisition



2013 Synergies over target: Procurement run-rate, Overheads almost completed

Plants rationalization to be executed in line with customers requirements to preserve service level



Note: Cumulated synergies figures are not audited. Calculation is based on internal reporting

Key commercial initiatives in Industrial and Telecom

Leverage on global product portfolio to increase sales and profitability

Industrial: ~ +€240m sales by 2015 Vs 2012

Telecom: ~ +€190m sales by 2015 Vs 2012

CAGR '12-'15 driven by new initiatives: ~ +4%*

CAGR '12-'15 driven by new initiatives: ~ +4%*

North America

OEMs

- Crane
- Mining
- Railway

OGP

- Drilling
- Refinery

Telecom

- Hybrid 4G cables
- Access networks
- OPGW

EMEA

OEMs

- Rolling stock
- Mining
- Marine

OGP

- Downstream Iraq and ME

Elevator

- Market penetration

Telecom

- Hybrid 4G cables
- Access networks/ connectivity
- MMS

APAC

OEMs

- Crane
- Mining
- Nuclear

OGP

- Upstream offshore
- LNG (Liquefied Natural Gas)

Elevator

- Business expansion

Telecom

- Hybrid 4G cables
- Access networks/ connectivity
- MMS

Latin America

OEMs

- Rolling stock
- Mining
- Marine

OGP

- Upstream offshore

Telecom

- Optical cables
- Multimedia datacom

- Group Overview & 2014 Outlook
- Draka integration
- **Financial Results**
- Appendix

Profit and Loss Statement

Euro Millions

	H1 2014 excl. WL submarine project effect	WL Submarine project effect	H1 2014	H1 2013 ¹⁾	FY 2013 ¹⁾
Sales	3,358	(71)	3,287	3,504	6,995
<i>YoY total growth</i>	(4.2%)		(6.2%)		
<i>YoY organic growth</i>	3.4%		1.3%		
Adj.EBITDA	278	(74)	204	282	613
<i>% on sales</i>	8.3%		6.2%	8.0%	8.8%
<i>Non recurring items</i>	40	-	40	(26)	(50)
EBITDA	318	(74)	244	256	563
<i>% on sales</i>	9.5%		7.4%	7.3%	8.1%
Adj.EBIT	207	(74)	133	208	465
<i>% on sales</i>	6.2%		4.0%	5.9%	6.7%
<i>Non recurring items</i>	40	-	40	(26)	(50)
<i>Special items</i>	3	-	3	(44)	(47)
EBIT	250	(74)	176	138	368
<i>% on sales</i>	7.4%		5.4%	3.9%	5.3%
<i>Financial charges</i>	(74)	-	(74)	(82)	(150)
EBT	176	(74)	102	56	218
<i>% on sales</i>	5.2%		3.1%	1.6%	3.1%
<i>Taxes</i>	(44)	22	(22)	(15)	(65)
<i>% on EBT</i>	25.0%		22.0%	26.8%	29.9%
Net income	132	(52)	80	41	153
<i>Extraordinary items (after tax)</i>	21	-	21	(74)	(116)
Adj.Net income	111	(52)	59	115	269

1) Final restated figures in application of IFRS 10-11 and reclassification of share of net income

Impact of currencies and WL project on Sales and Adj.EBITDA

Profitability decrease fully attributable to WL project and negative currency translation effect

Sales

Euro million

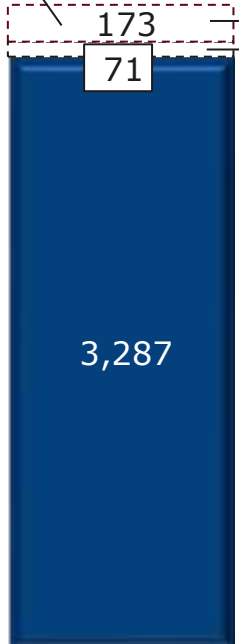
Of which:

• Utilities	35
• T&I	61
• Industrial	49
• Other	3
• Telecom	25

3,531



H1'13



H1'14

FX effect
WL Subm.
Project
effect

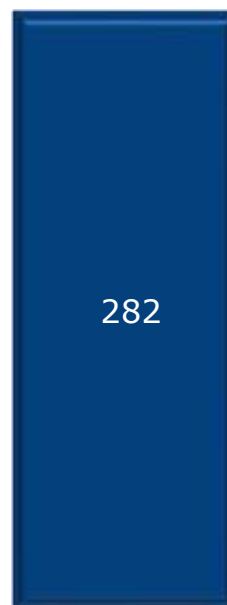
Adj. EBITDA

Euro million

Of which:

• Utilities	2
• T&I	4
• Industrial	5
• Telecom	3

292



H1'13



H1'14

FX effect
WL Subm.
Project
effect

Extraordinary Effects

Euro Millions

	H1 2014	H1 2013 ²⁾	FY 2013 ²⁾
Antitrust investigation	32	1	6
Restructuring	(7)	(21)	(50)
Price adjustments	22	-	-
Other	(7)	(6)	(6)
EBITDA adjustments	40	(26)	(50)
Special items	3	(44)	(47)
Gain/(loss) on metal derivatives	6	(37)	(8)
Assets impairment	-	-	(25)
Other	(3)	(7)	(14)
EBIT adjustments	43	(70)	(97)
Gain/(Loss) on ex.rates/derivat. ¹⁾	(19)	(23)	(35)
Other extr. financial Income/exp.	(13)	(7)	(13)
EBT adjustments	11	(100)	(145)
Tax	10	26	29
Net Income adjustments	21	(74)	(116)

1) Includes currency and interest rate derivatives

2) Final restated figures in application of IFRS 10-11 and reclassification of share of net income

Financial Charges

Euro Millions

	H1 2014	H1 2013 ²⁾	FY 2013 ²⁾
Net interest expenses	(42)	(49)	(100)
<i>of which non cash Conv.Bond interest exp.</i>	(4)	(2)	(6)
Bank fees amortization	(4)	(5)	(8)
Gain/(loss) on exchange rates	(4)	(12)	(27)
Gain/(loss) on derivatives ¹⁾	(15)	(11)	(8)
Non recurring effects	(9)	(5)	(7)
Net financial charges	(74)	(82)	(150)

1) Includes currency and interest rate derivatives

2) Final restated figures in application of IFRS 10-11 and reclassification of share of net income

Statement of financial position (Balance Sheet)

Euro Millions

	30 Jun 2014	30 Jun 2013 ¹⁾	FY 2013 ¹⁾
Net fixed assets	2,232	2,244	2,207
<i>of which: intangible assets</i>	587	597	588
<i>of which: property, plants & equipment</i>	1,415	1,435	1,390
Net working capital	751	696	386
<i>of which: derivatives assets/(liabilities)</i>	(11)	(38)	(6)
<i>of which: Operative Net working capital</i>	762	734	392
Provisions & deferred taxes	(268)	(284)	(297)
Net Capital Employed	2,715	2,656	2,296
Employee provisions	329	332	308
Shareholders' equity	1,177	1,138	1,183
<i>of which: attributable to minority interest</i>	35	32	36
Net financial position	1,209	1,186	805
Total Financing and Equity	2,715	2,656	2,296

1) Final restated figures in application of IFRS 10-11 and reclassification of share of net income

Cash Flow

Euro Millions

	H1 2014	H1 2013 ¹⁾	FY 2013 ¹⁾
Adj.EBITDA	204	282	613
Non recurring items	40	(26)	(50)
EBITDA	244	256	563
Net Change in provisions & others	(75)	(38)	(76)
Share of income from investments in op.activities	(15)	(14)	(35)
Cash flow from operations (before WC changes)	154	204	452
Working Capital changes	(341)	(338)	(6)
Dividends received	8	16	16
Paid Income Taxes	(29)	(27)	(60)
Cash flow from operations	(208)	(145)	402
Acquisitions	15	-	-
Net Operative CAPEX	(69)	(47)	(107)
Free Cash Flow (unlevered)	(262)	(192)	295
Financial charges	(54)	(72)	(124)
Free Cash Flow (levered)	(316)	(264)	171
Free Cash Flow (levered) excl. acquisitions	(331)	(264)	171
Dividends	(90)	(91)	(92)
Net Cash Flow	(406)	(355)	79
NFP beginning of the period	(805)	(888)	(888)
Net cash flow	(406)	(355)	79
Other variations	2	57	4
NFP end of the period	(1,209)	(1,186)	(805)

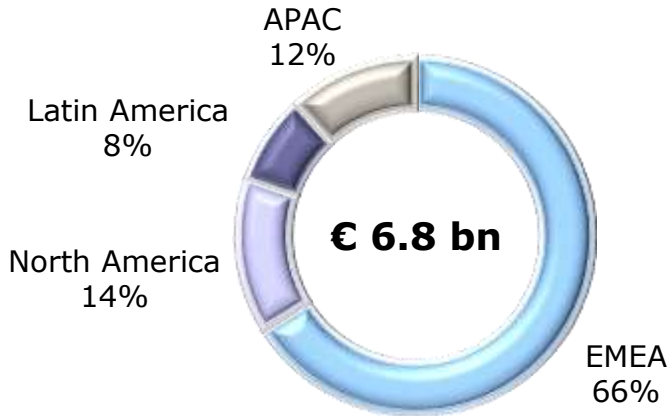
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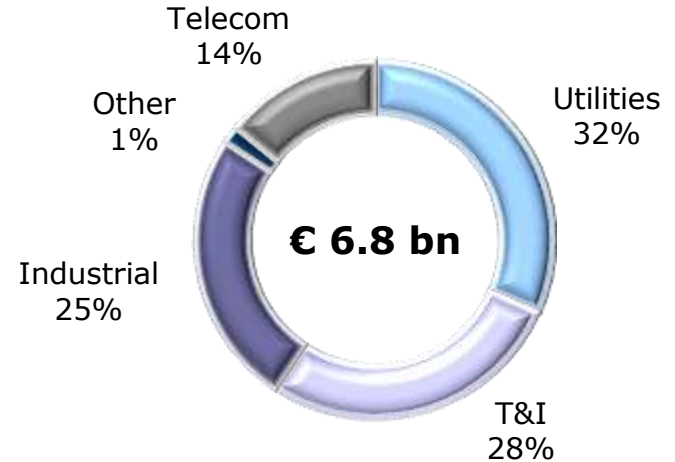
Prysmian Group at a glance

LTM H1'14 Results

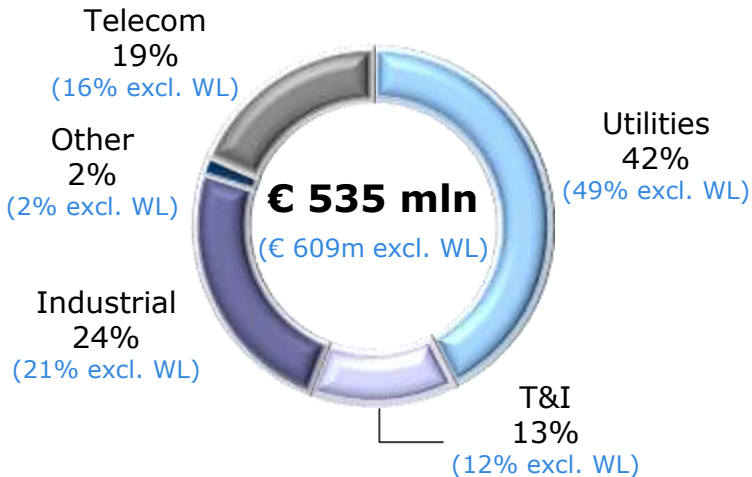
Sales breakdown by geography



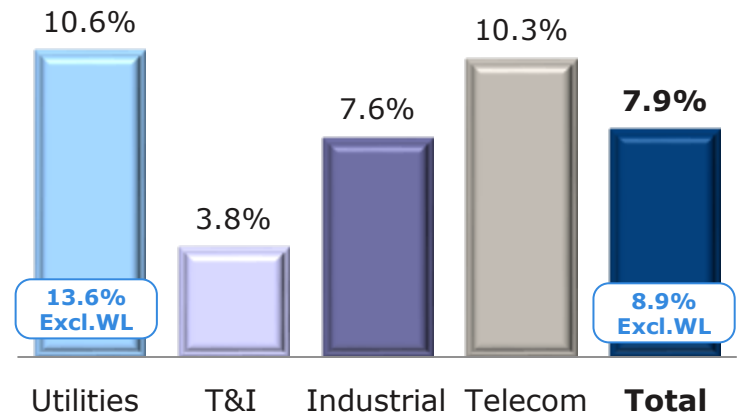
Sales breakdown by business



Adj. EBITDA by business



Adj. EBITDA margin by business

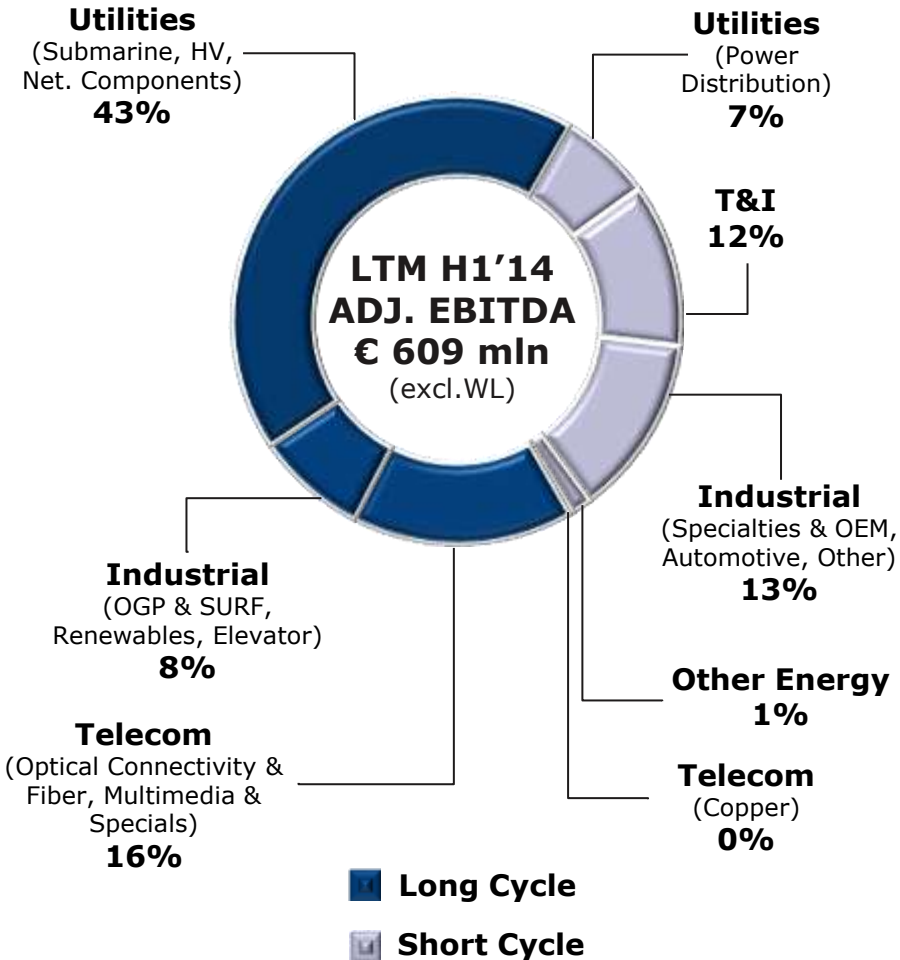


Long Cycle Businesses Vs. Short Cycle Businesses

Adj. EBITDA breakdown

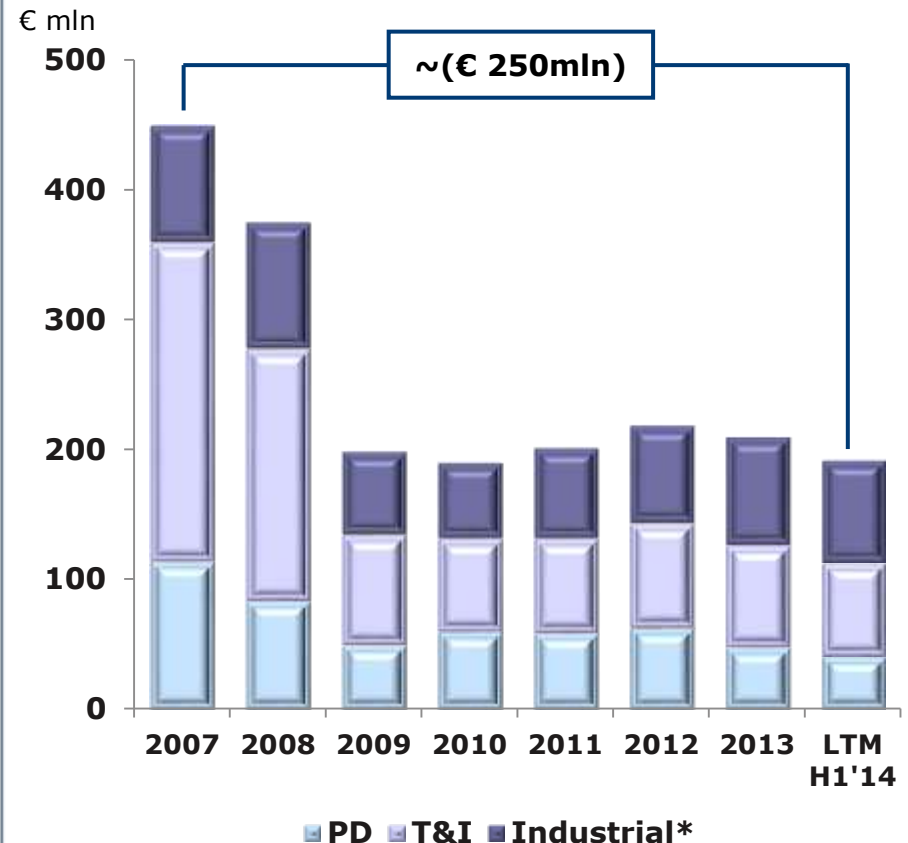
Long Cycle Businesses
67%

Short Cycle Businesses
33%



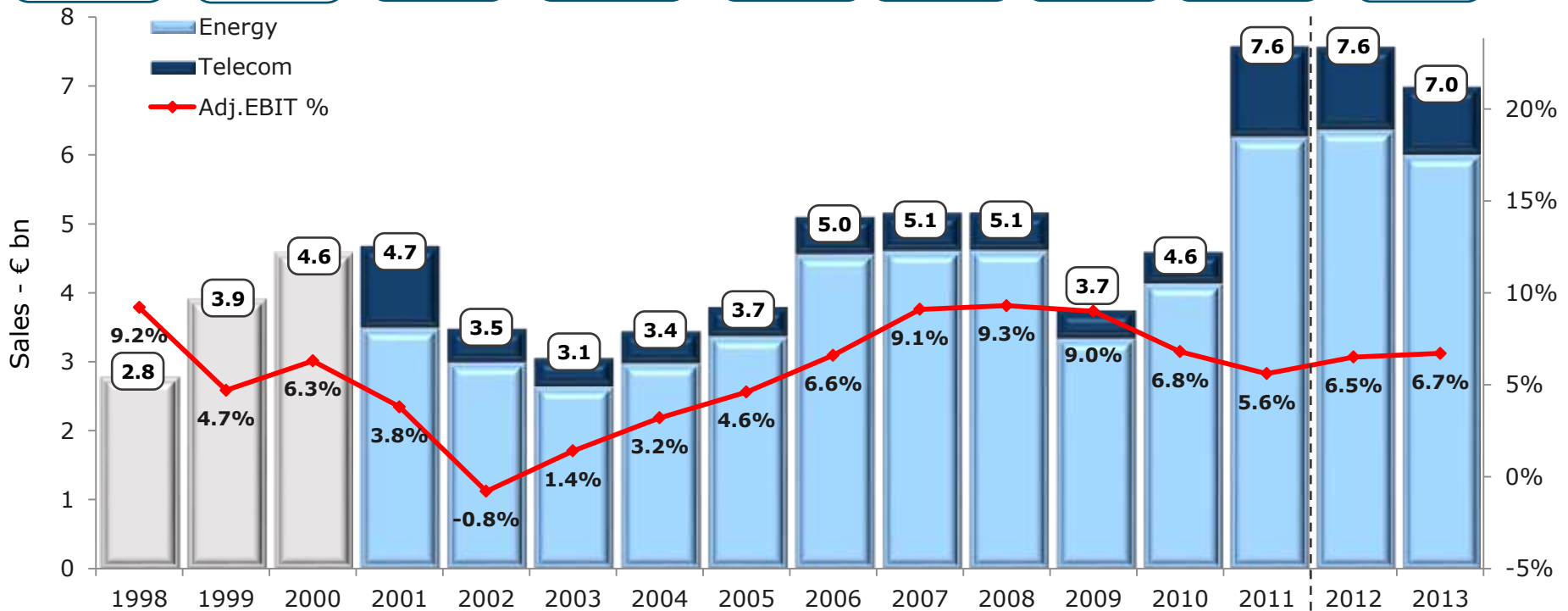
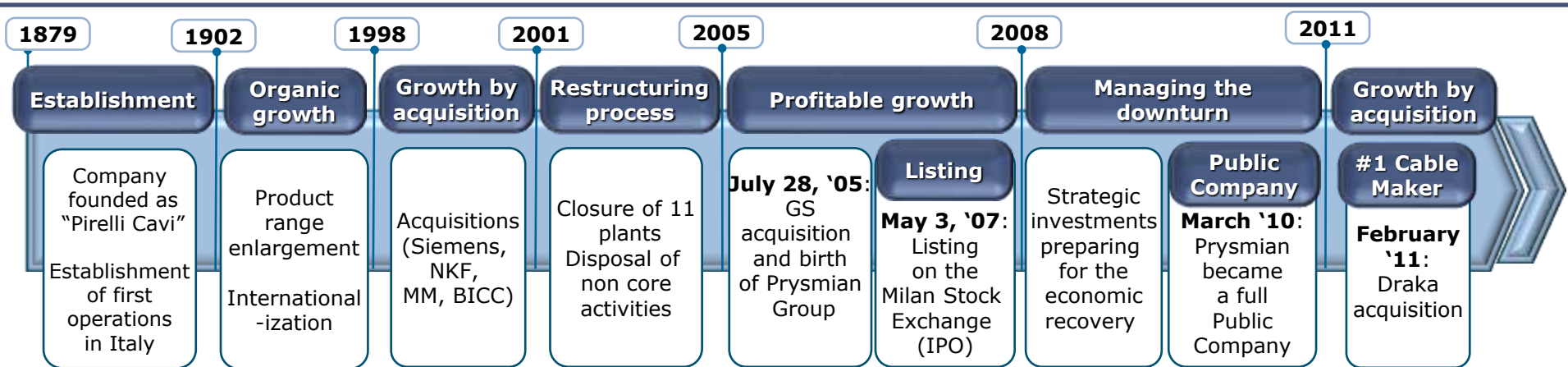
Short Cycle Businesses Adj. EBITDA
(Combined Prysmian + Draka)

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



* Industrial includes Specialties & OEM, Automotive and Other segments

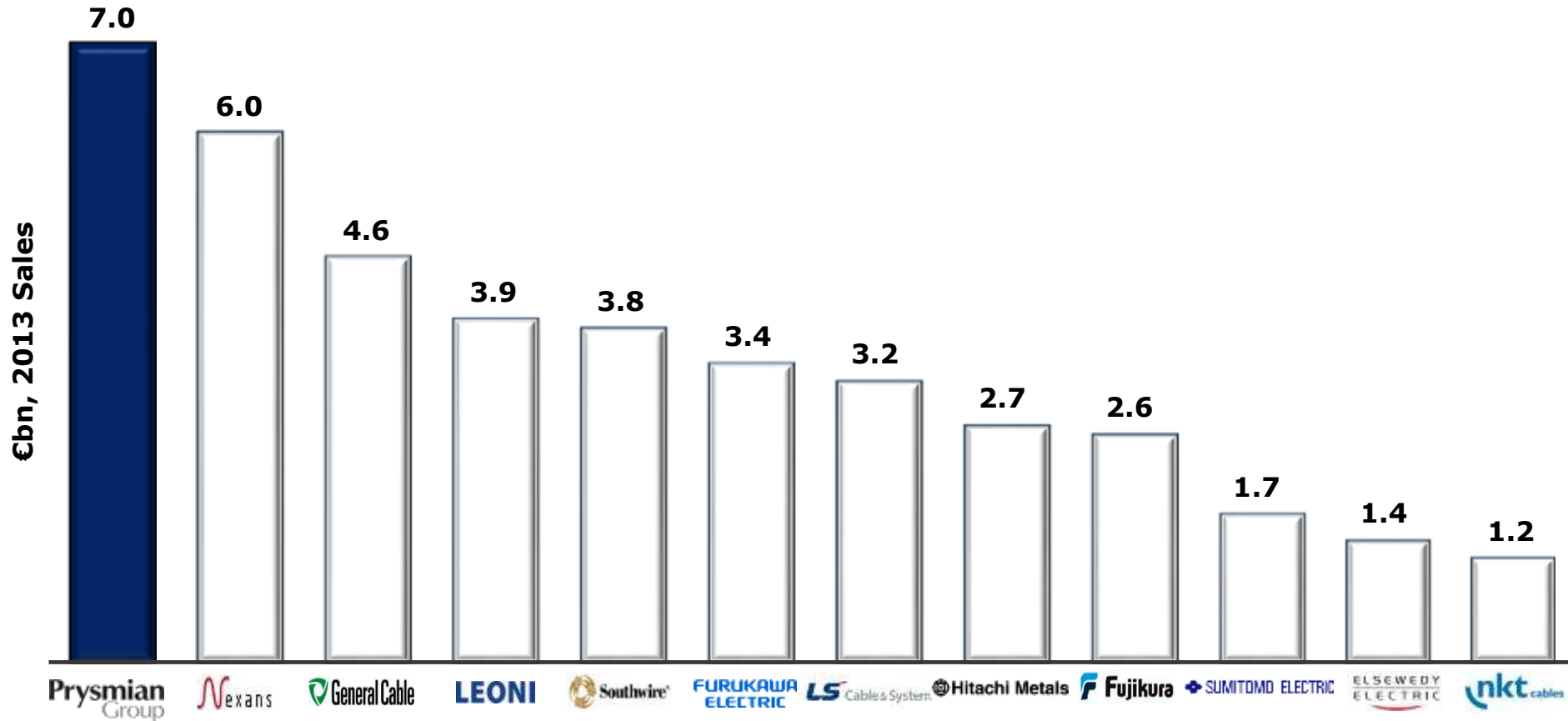
Key Milestones



Source: 1998-2003 Pirelli Group Annual Reports, data reported under Italian GAAP; 2004-2011 Prysmian accounts, data reported under IFRS; 2012-2013 restated in application of IFRS 10-11 and reclassification of share of net income

The World's Leading Cables & Systems Company

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



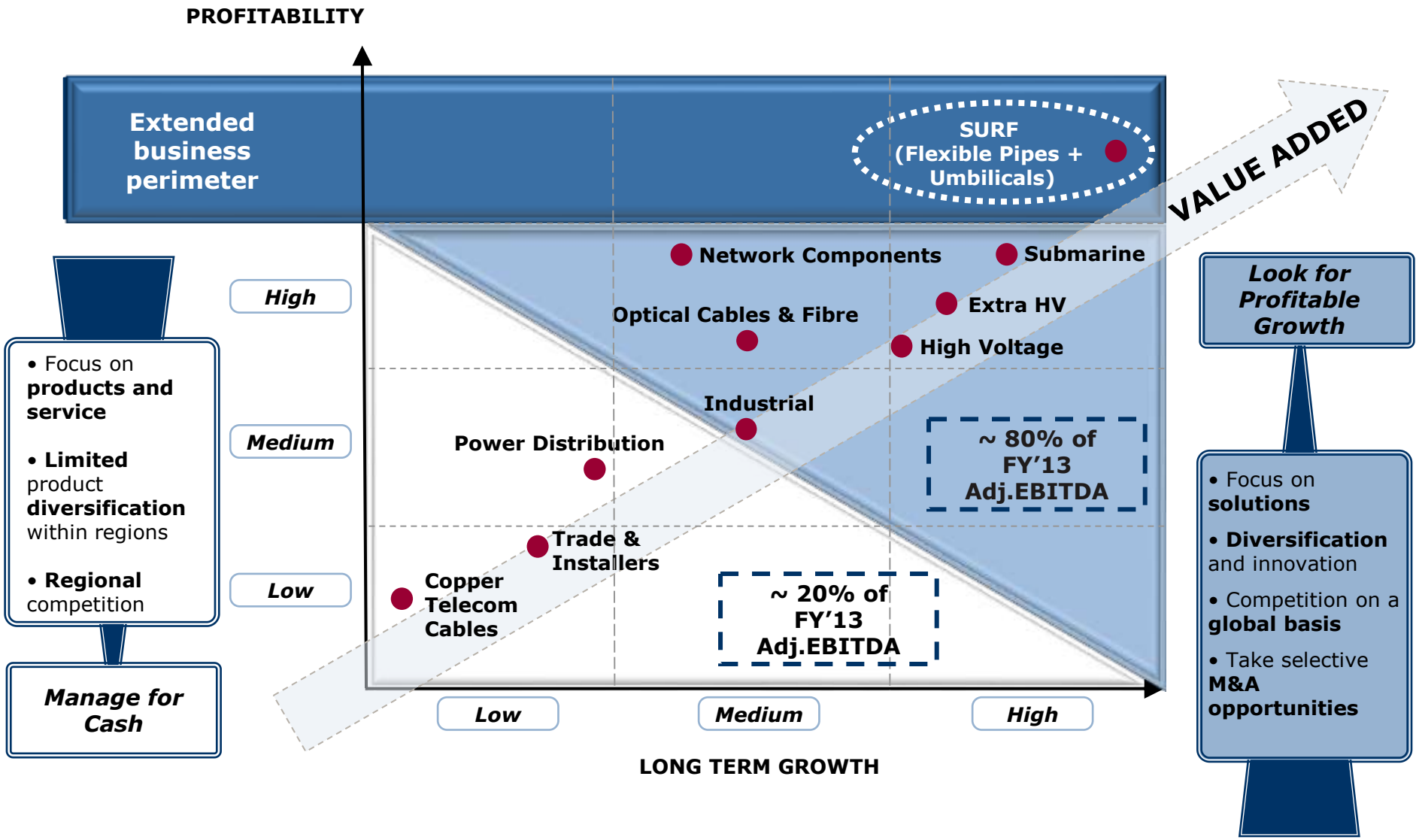
Source: Companies' public documents unless otherwise stated.

Note: Prysmian Group restated figure in application of IFRS 10-11; Nexans excluding Other segment (mainly Electrical Wire); General Cable excluding Rod Mill Products; Southwire company-provided estimate (Source: Forbes, Feb '14); Furukawa Electric considering only Telecommunications and Energy & Industrial Products segments, LTM figures as of 31-Dec-2013; Hitachi Metals considering only Wires, Cables and Related Products segment, LTM figures as of 31-Dec-2013; Furjikura considering only Power & Telecommunication Systems segment, LTM figures as of 31-Dec-2013; Sumitomo Electric considering only Infocommunications and Electric Power Cables segments, LTM figures as of 31-Dec-2013; Elsewedy Electric considering only Wires & Cables, FY2012 data.

All figures are expressed in € based on the average exchange rate of the reference period

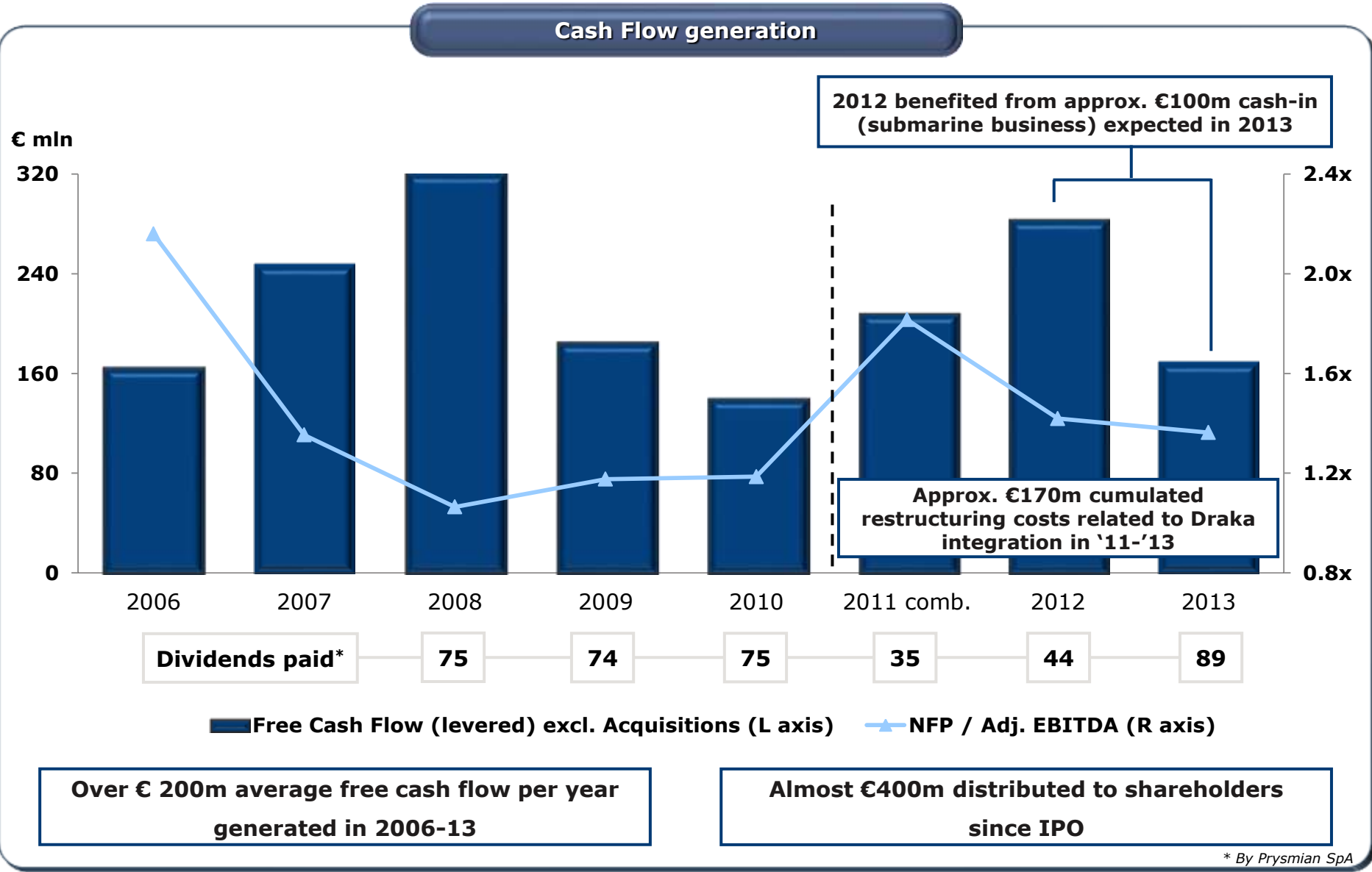
Prysmian Group business portfolio

Focus on high value added segments



Cash Flow generation as key priority to create value for shareholders

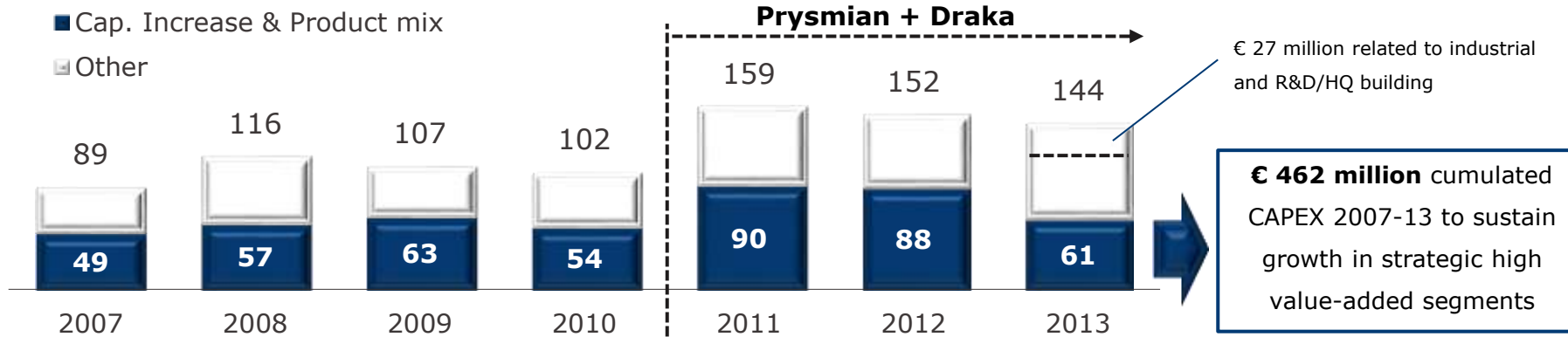
Growing capabilities to invest organically/acquisitions and remunerate shareholders



Disciplined Capex to grow in high margin business and out of Europe

Investments focused on business with long term drivers and high entry barriers

CAPEX 2007-2013 (€ mln)



Note: Draka consolidated since 1 March 2011

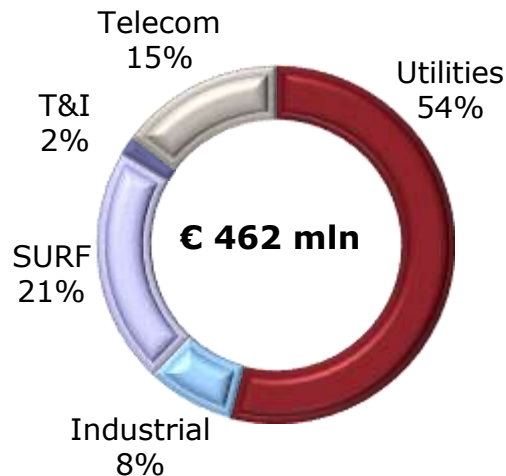
2007-13 Main projects expected to drive benefits in the coming years

• **Telecom** – Increase cost competitiveness

- Slatina (Romania – Optical cables)
- Battipaglia (Italy – Optical fiber)
- Sorocaba (Brazil – Optical fiber)
- Dee Why (Australia – Optical cables)

• **Industrial** – Develop high margin products

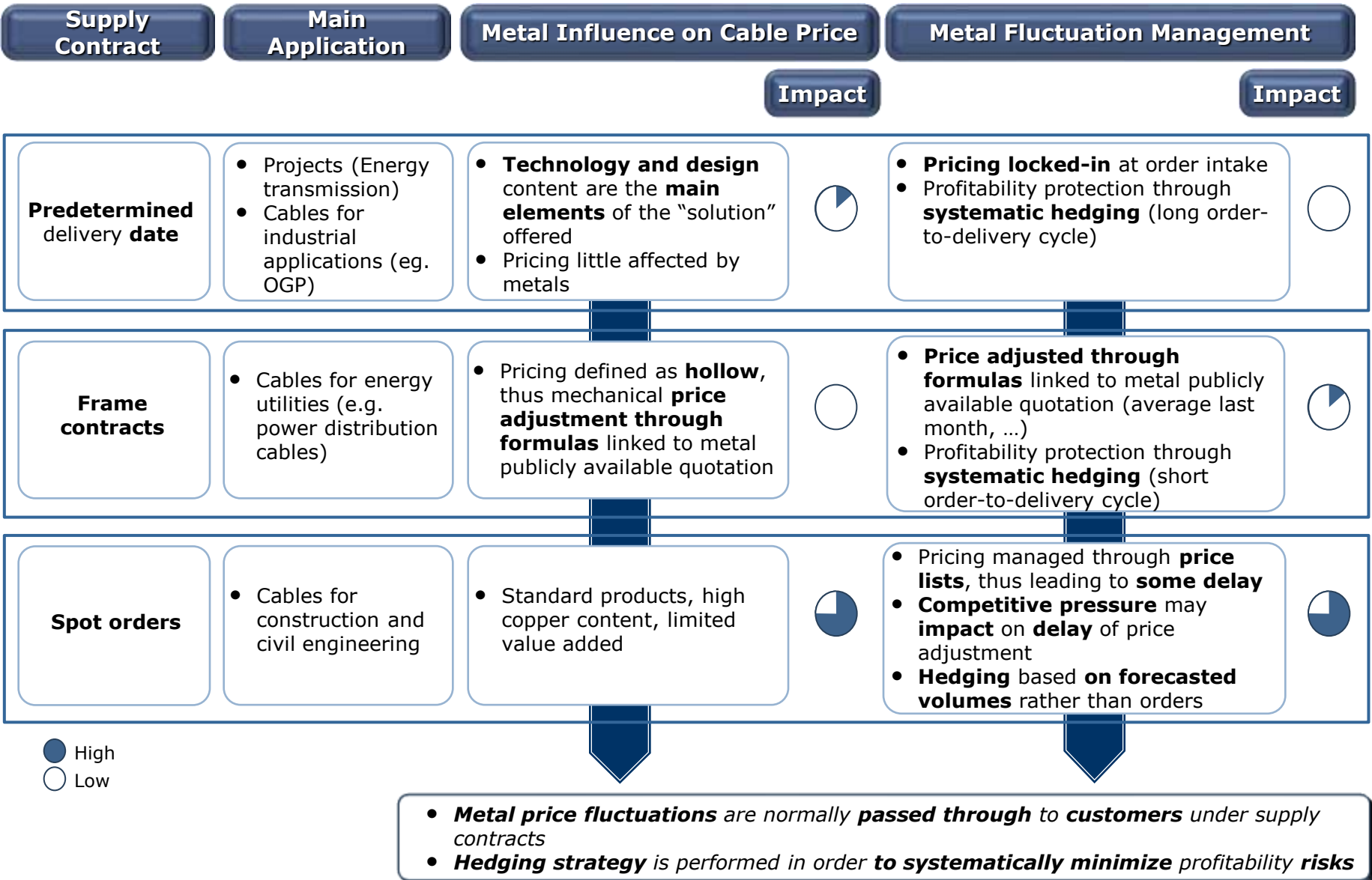
- Vila Velha (Brazil - SURF)



Utilities

- **Submarine** – Capacity increase
 - Arco Felice (Italy)
 - Pikkala (Finland)
 - Drammen (Norway)
- **HV** – Geogr. diversification , cost reduction and product capabilities
 - Abbeville (USA)
 - Rybinsk (Russia)
 - Baoying (China)
 - Gron (France)

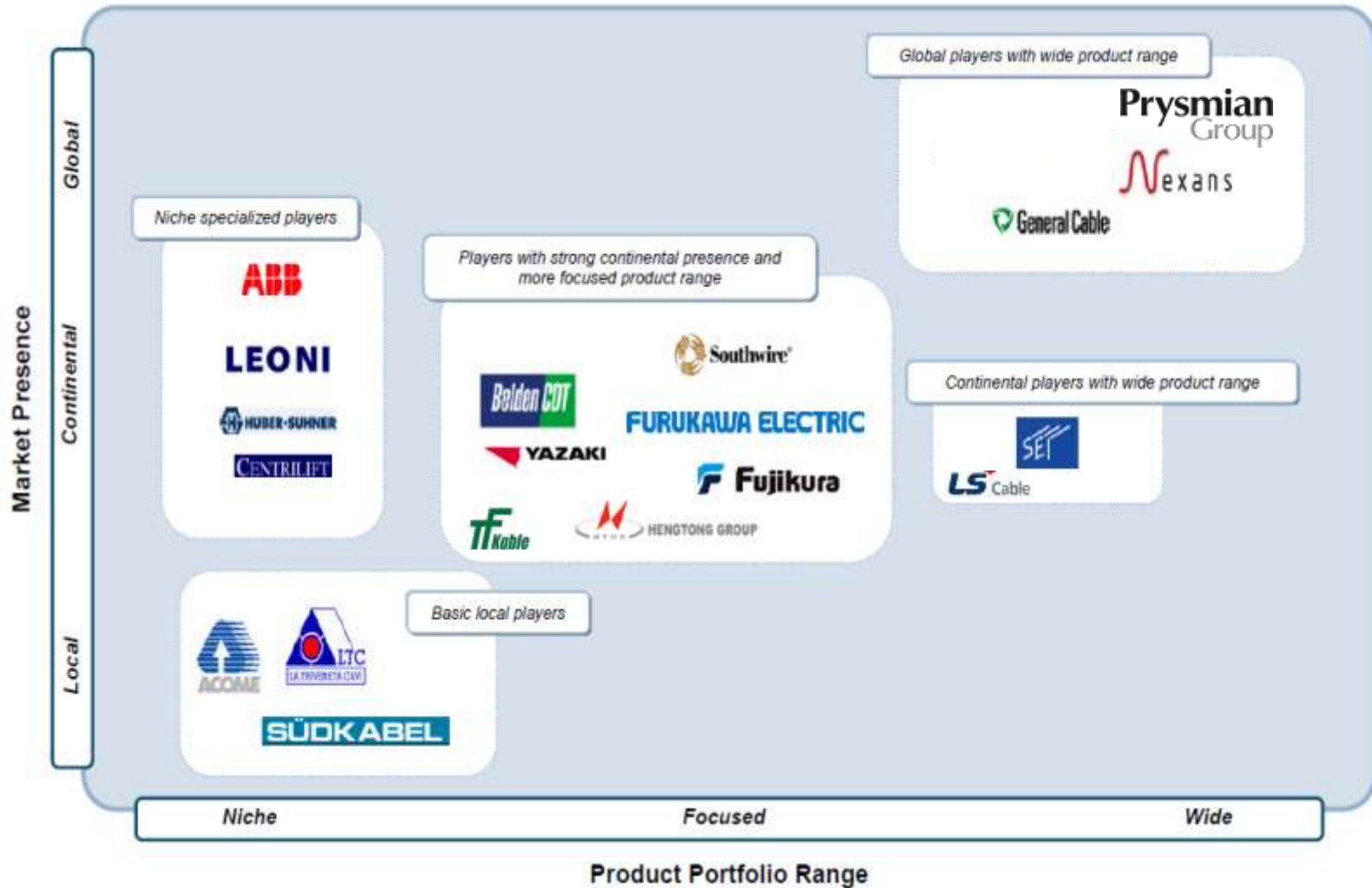
Metal Price Impact on Profitability



- Group Overview & 2014 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, renewables)
- **Automotive**
- **OGP & SURF**
- **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 transmission networks operators



Utilities – Investing in submarine to increase ROCE

Strengthening production and installation (GME acquisition) capabilities



Arco Felice (Italy)



Drammen (Norway)



Pikkala (Finland)



Main projects in execution/orders backlog:

- Western Link
- HelWin 1-2/ SylWin 1/ BorWin 2-3/ DolWin 3 / Deutsche Bucht
- US Offshore platforms
- Messina
- Dardanelles
- Mon.Ita
- Normandie 3
- Balearic Islands
- Capri
- Zakum
- Shannon River
- West of Adlergrund



Giulio Verne

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



Cable Enterprise

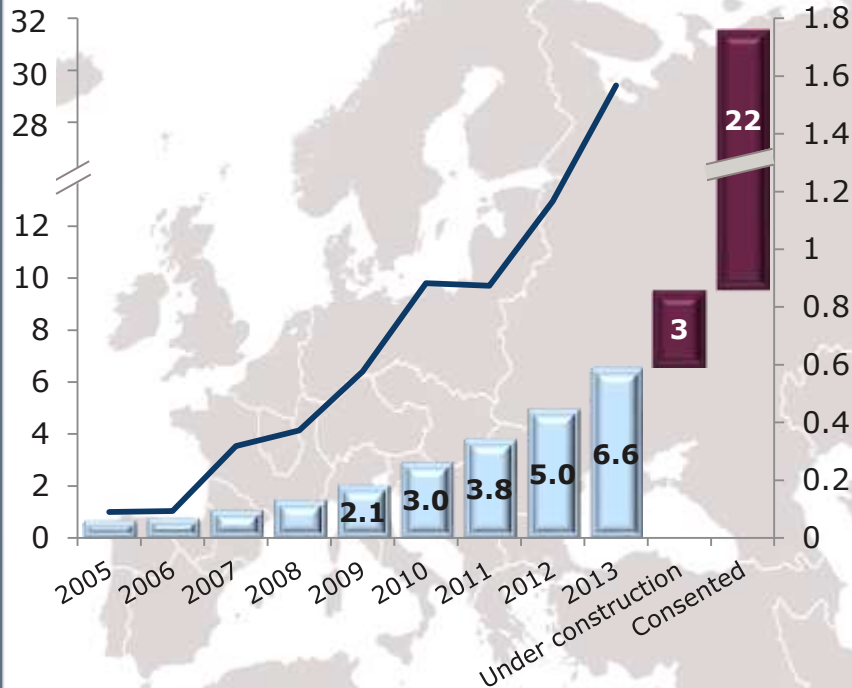
- Length overall: 115m
- Depth moulded: 6.8m
- Gross tonnage: 8,328t

Utilities – Off-shore wind development in Europe still at early stage

High visibility on new projects to be awarded next quarters

Europe Offshore Wind capacity (GW)

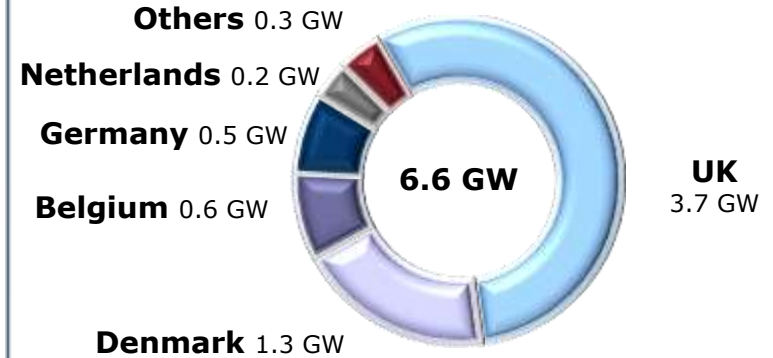
■ Cumulated Offshore Wind capacity (L axis)
— Annual Additional capacity (R axis)



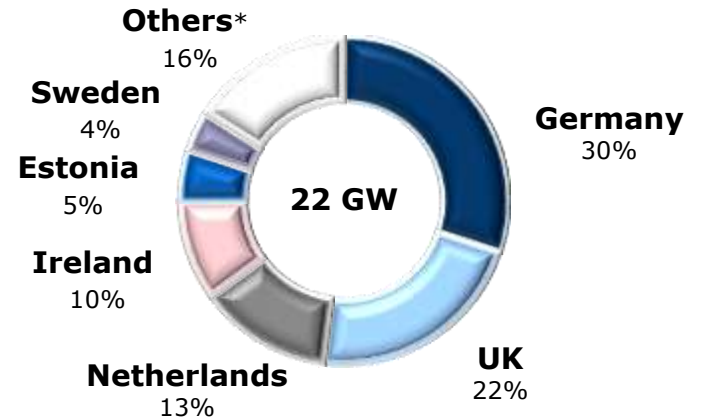
- **Capacity Increase: 1.6 GW** in 2013
- **Total capacity: 6.6 GW** at end 2013 (+31% vs. 2012)
- **Under construction: 3 GW** at end 2013
- **Consented: 22 GW**

Source: EWEA (January 2014)

Europe 2013 Cumulated Capacity by Country






Consented Offshore Capacity by Country

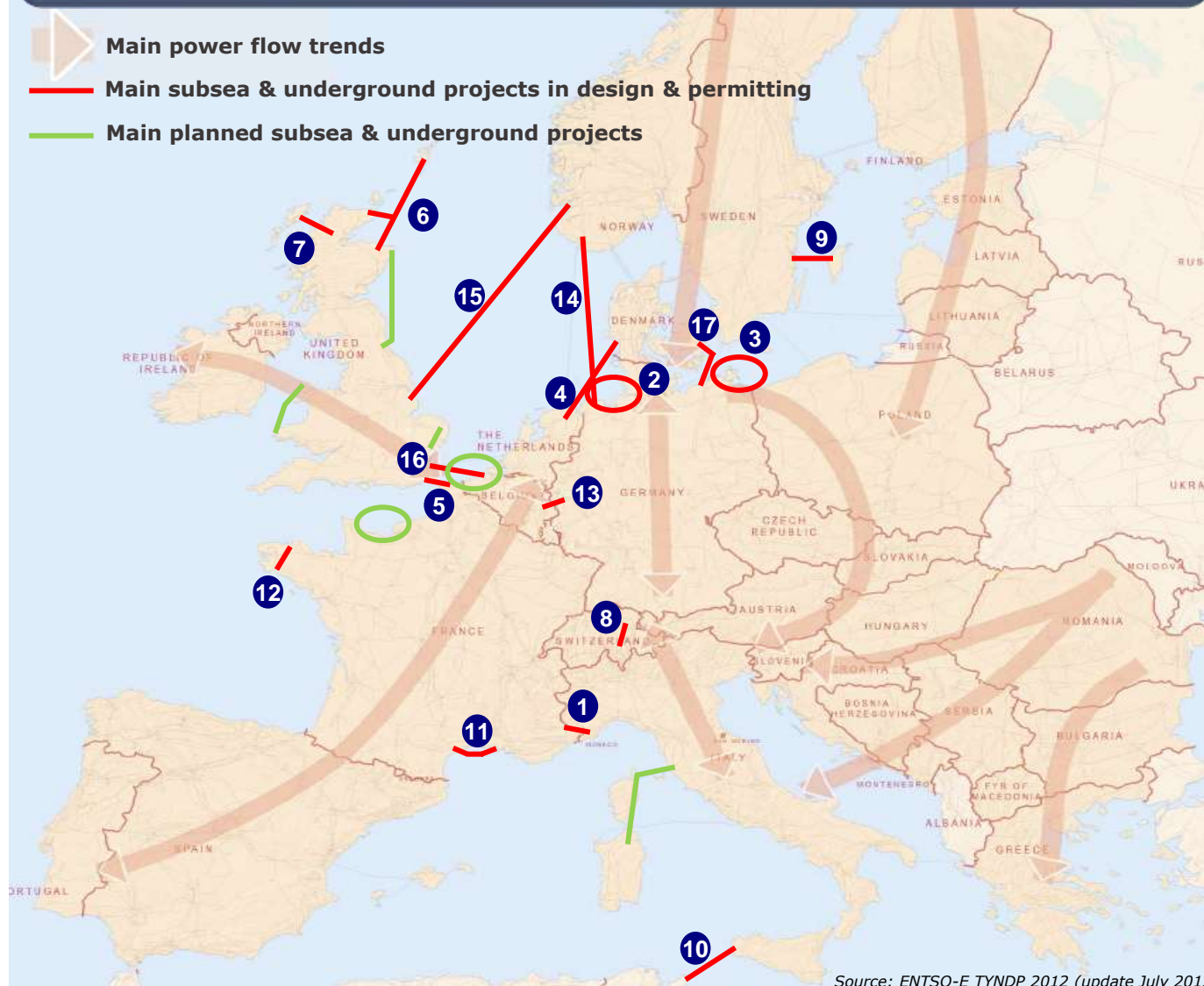


* Include Finland, Belgium, Greece, Italy, Latvia, Norway

Utilities – Major transmission projects to be awarded

Main subsea and underground projects of pan-European significance

-  Main power flow trends
-  Main subsea & underground projects in design & permitting
-  Main planned subsea & underground projects



List of main projects

1. Italy – France
2. Germany (Borwin IV)
3. Germany (Baltic Sea East)
4. Cobra (NL-DK)
5. France – UK (Eurotunnel)
6. UK Caithness
7. Western Isles Link
8. Schwanden-Limmern
9. Västervik – Gotland
10. Tunisia – Italy
11. Marseille – Languedoc
12. Calan – Plaine-Haute
13. Belgium – Germany
14. Norway – Germany
15. Norway – UK
16. Nemo (UK-BE)
17. Denmark – Germany

Other Projects: Cyclades (sub), Spain-France (sub), Ireland-France (sub), Israel-Cyprus (sub), Ireland-UK (sub), North-South Germany (underground), Italy-Slovenia (underground)

Source: ENTSO-E TYNDP 2012 (update July 2013)

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

Increased installation capacity thanks to GME acquisition.
Capacity expansion completed in Pikkala. Ongoing capacity increase 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 execution

Latest Key projects

Customers

Period

€m ⁽¹⁾

Latest Key projects	Customers	Period	€m ⁽¹⁾
West of Adlergrund	50Hertz Offshore GmbH	From 2015	730
Shannon River Crossing	ESB	2014-16	40
Zakum offshore oil field	Emirates Holding	2014-15	30
BorWin3	TenneT	2014-17	250
Capri	Terna	2014-15	70
US Offshore platforms	ExxonMobil's	2014-15	\$100m
Balearic Islands	Red Eléctrica de España	2014-15	85
Deutsche Bucht	TenneT	2014-15	50
DolWin3	TenneT	2014-16	350
Normandie 3	Jersey Electricity plc	2013-14	45
Mon.Ita	Terna	2013-16	400
Dardanelles	TEIAS	2012-14	67
Phu Quoc	EVNSPC	2012-14	67
Western Link	NGET/SPT Upgrades	2012-16	800
HelWin2	TenneT	2012-15	200
Hudson Project	Hudson Transm. 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 Eléctrica de España	2008-11	119
Trans Bay	Trans Bay Cable LLC	2008-10	\$125m
Sa.Pe.I	Terna	2006-10	418

(1) Prysmian portion of the project

Utilities – Western Link a milestone in the submarine sector

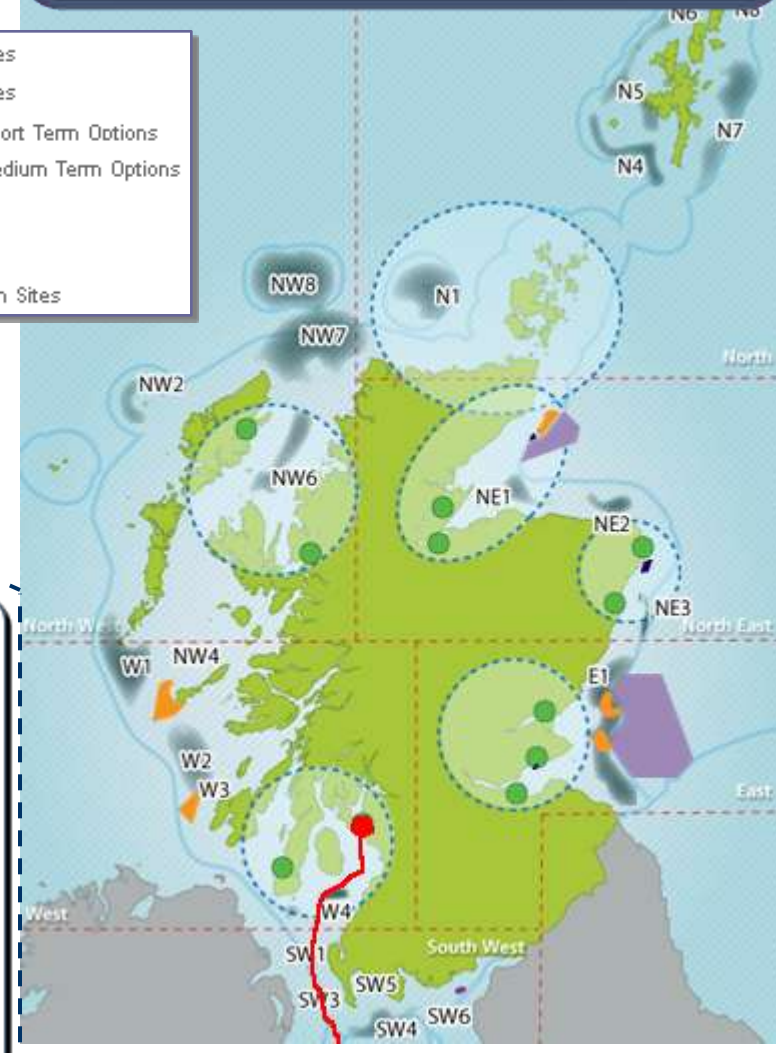
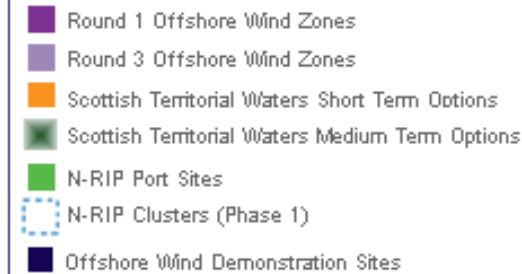
Western Link route



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 with PPL (Paper Polypropylene Laminate) insulation has been used as an integral part of the GB Transmission System
- The unique project with PPL technology

Large Off-shore Wind investments planned in Scotland



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

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

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

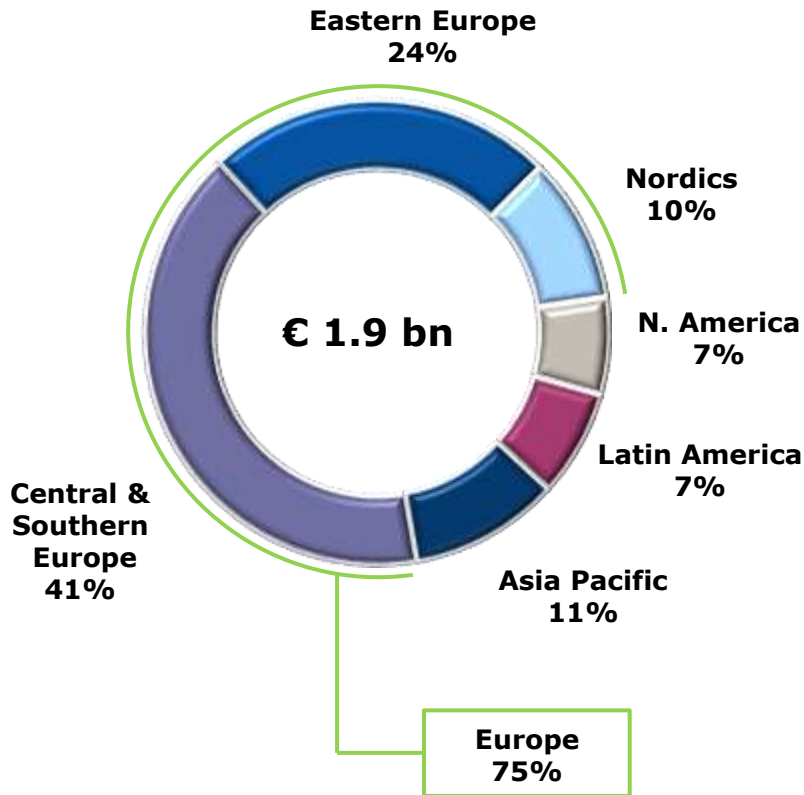


Trade & Installers

Sales breakdown

Sales breakdown by geographical area

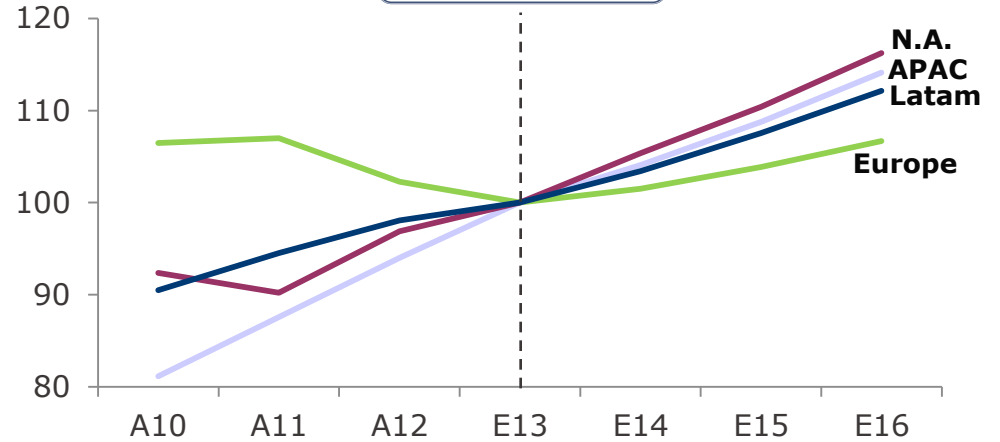
LTM H1'14



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

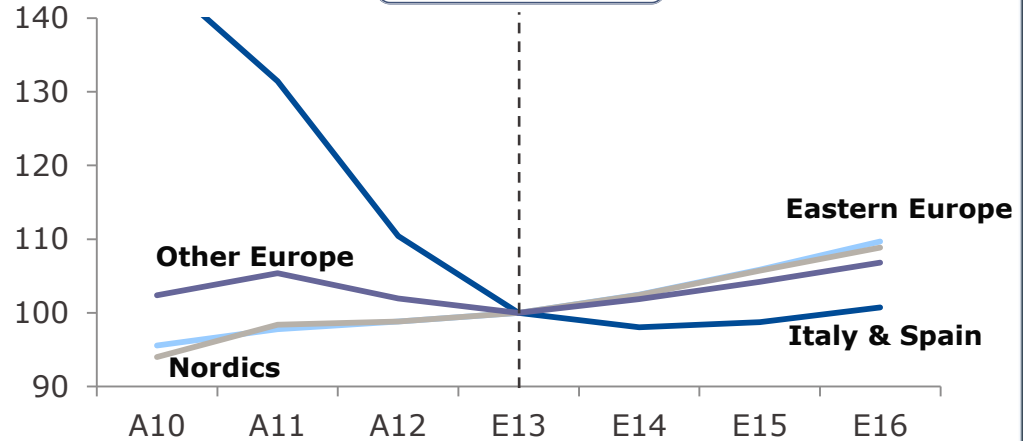
Total Construction Investments

2013 = 100



Focus on Europe

2013 = 100



Source: Euroconstruct, December 2013

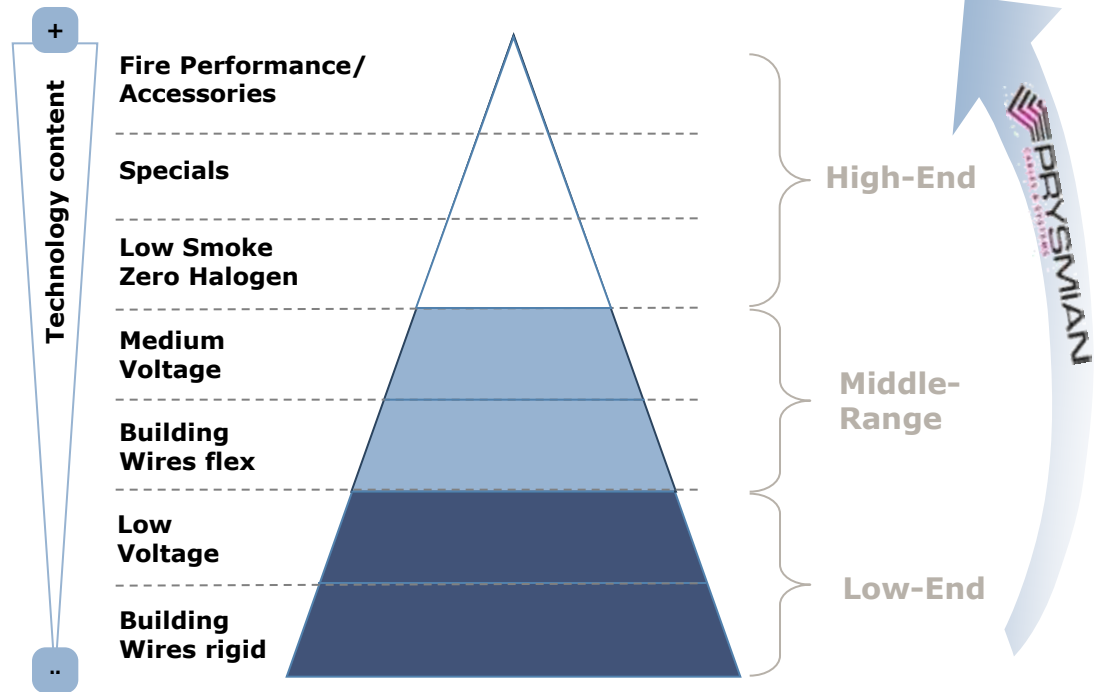
Key success factors

- 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



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



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, marine, rolling stock, nuclear, Renewables and other niches

Key customers

Large and differentiated customer base generally served through direct sales



Industrial

Sales breakdown

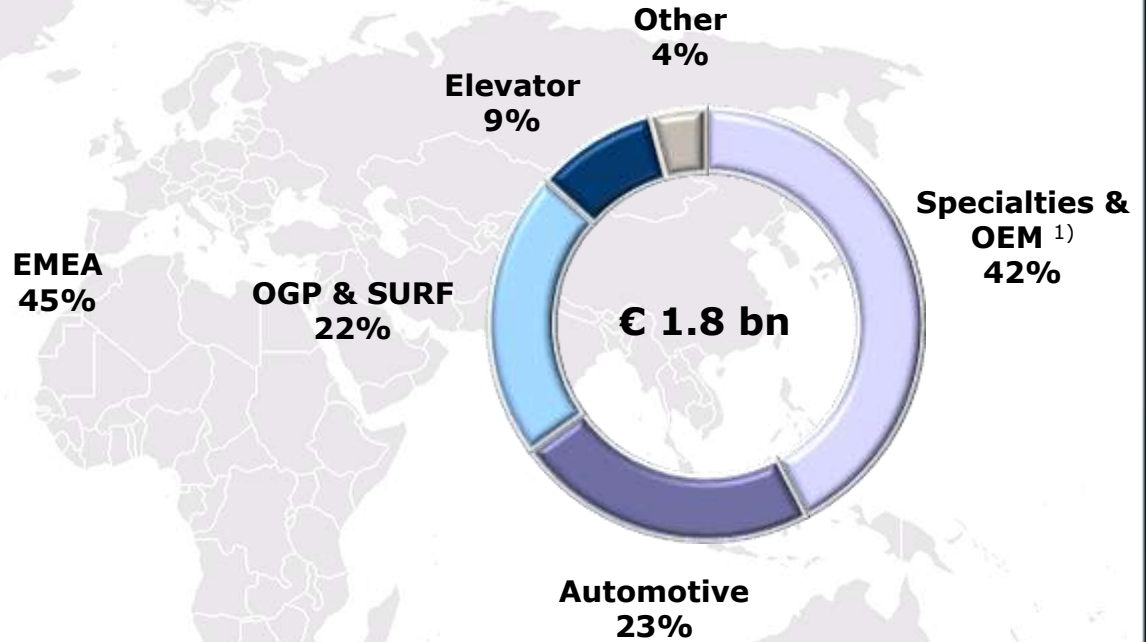
Sales breakdown by geographical area

LTM H1'14



Sales breakdown by business segment

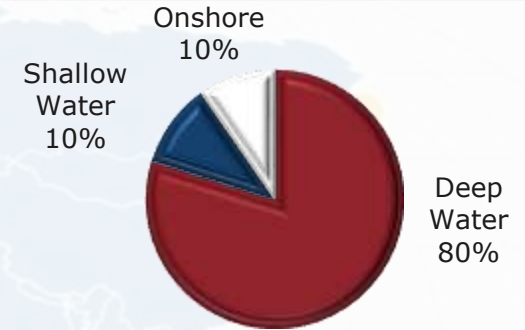
LTM H1'14



SURF – First steps to build up a global business

South America remains a key priority. Large off-shore explorations in West Africa and Apac

2012 Global oil & gas new discovery volumes by terrain



- Umbilical projects out of Brazil
- Proven reserves
- Unproven reserves

New frame agreement with Petrobras

- New frame agreement signed with Petrobras in Oct'13:
 - Umbilicals: 360km worth approx. \$260m (50% minimum purchasing commitment, orders to be received within 2 years for deliveries within 3/4 y)
 - Flexible: extension to 2016 of the existing frame agreement worth \$95m (no minimum purchasing commitment)

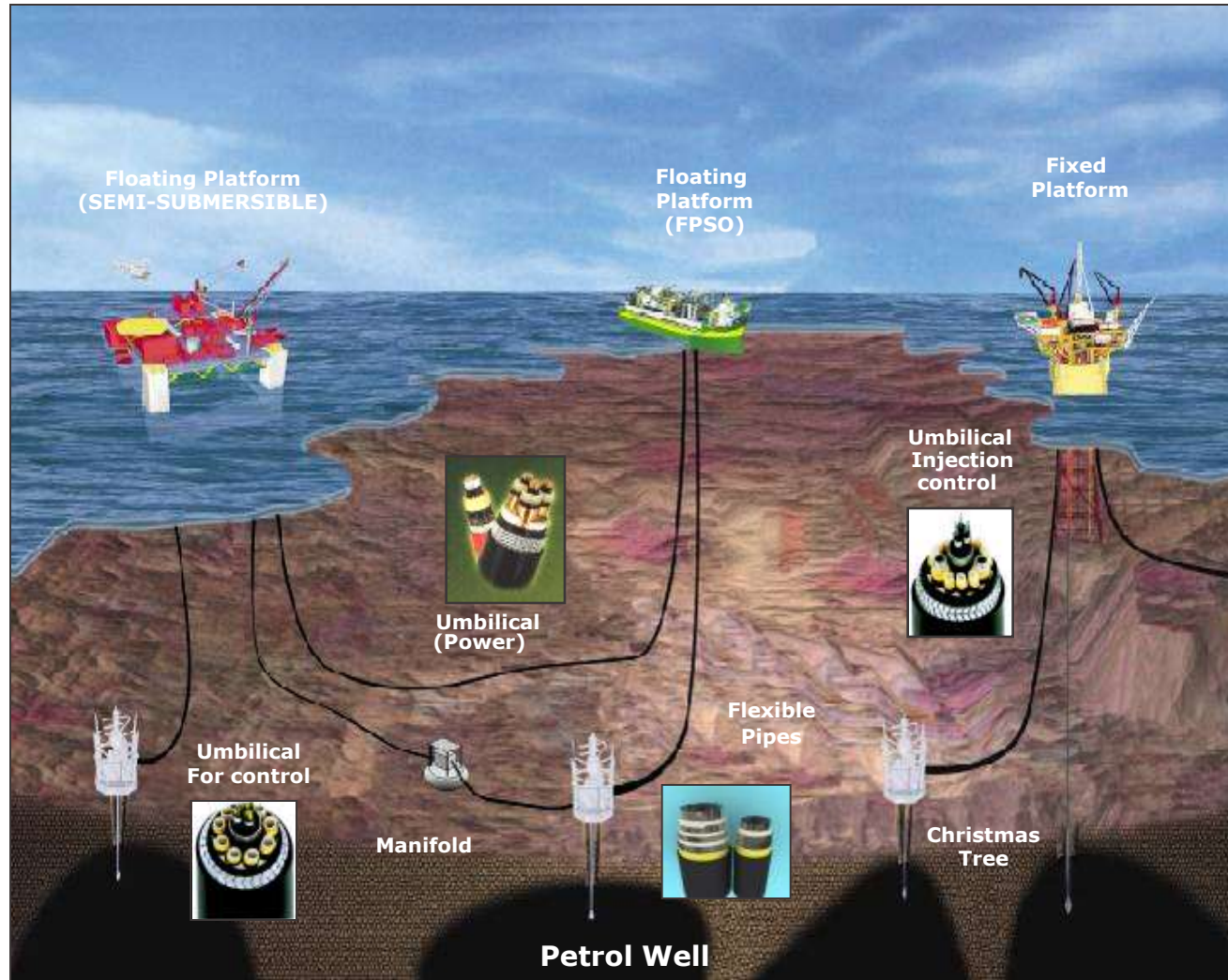
International business development

- First umbilicals orders delivered in 2012-13:
 - Egypt: hydraulic umbilical & accessories (Saipem)
 - Nigeria: electro-optical umbilical (Shell)
 - Indonesia: electro-hydraulic umbilical & accessories (ConocoPhillips)
 - Angola: dynamic optical umbilical (Total)

Source: Baker Hughes

Industrial – Off-shore oil exploration

Oilfield structure

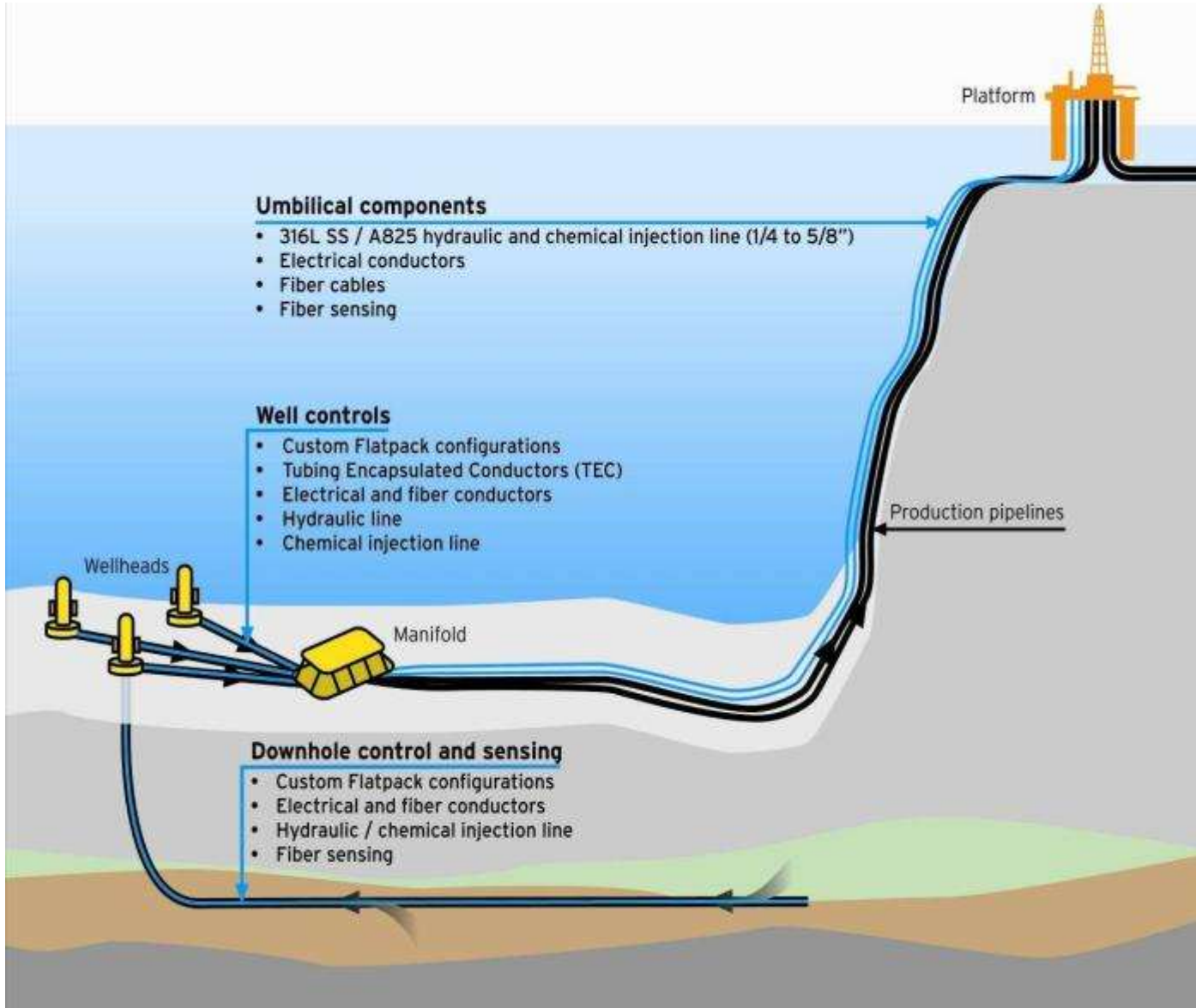


Flexible Pipes



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



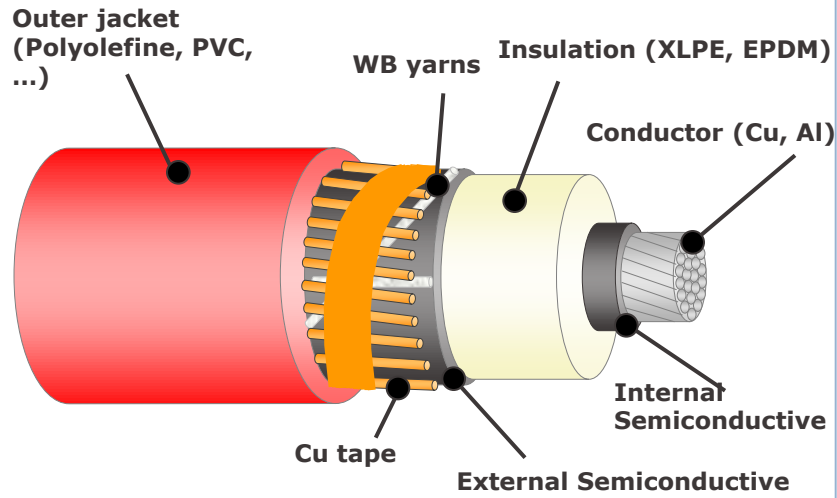
GAS & FLUID TUBING



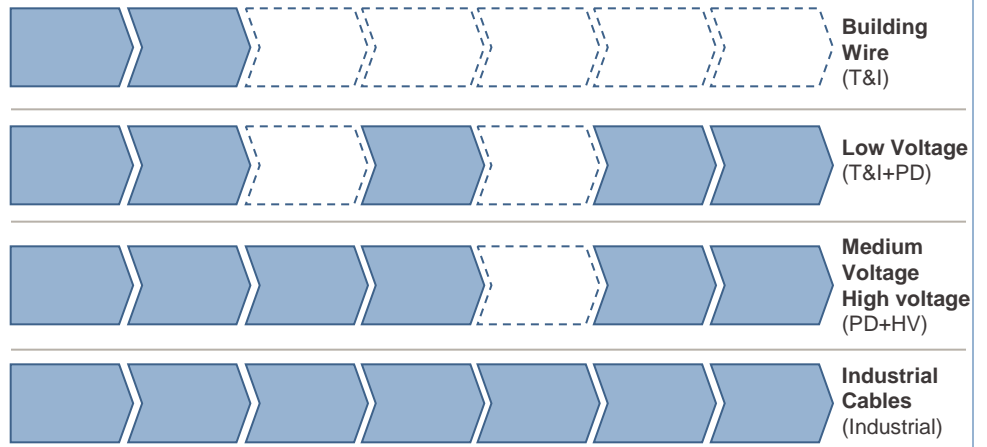
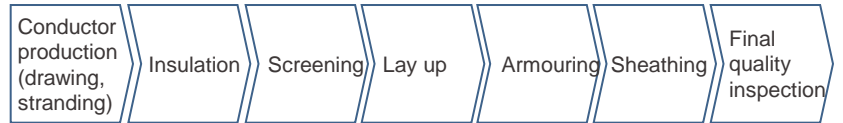
PACKAGED GAS & FLUID TUBING

Macro-structure of Energy Cables

Product macro structure



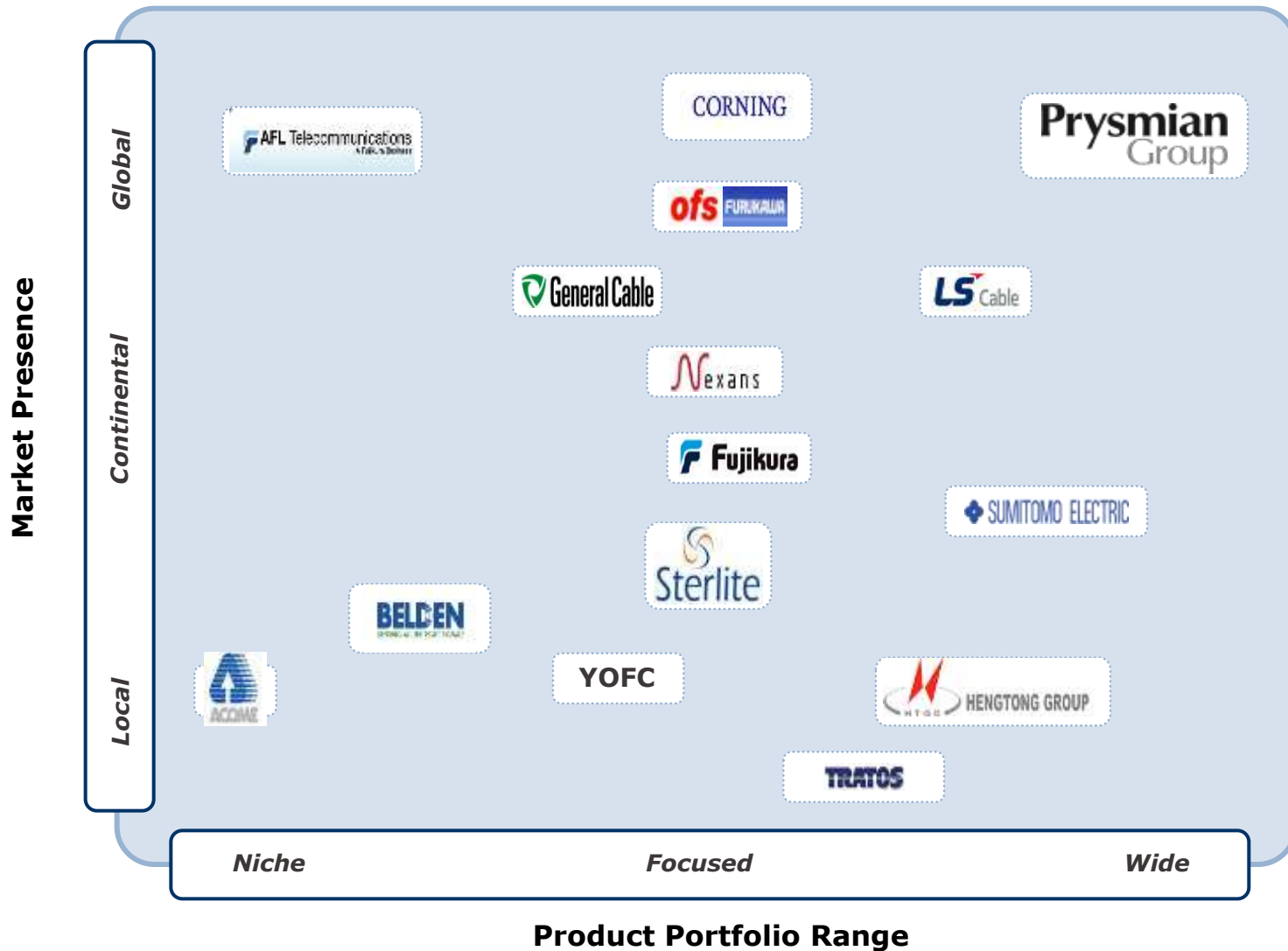
Production process



- Group Overview & 2014 Outlook
- Draka integration
- Financial Results
- Appendix – Telecom

Major Players within the Telecom Industry

Competitive scenario



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



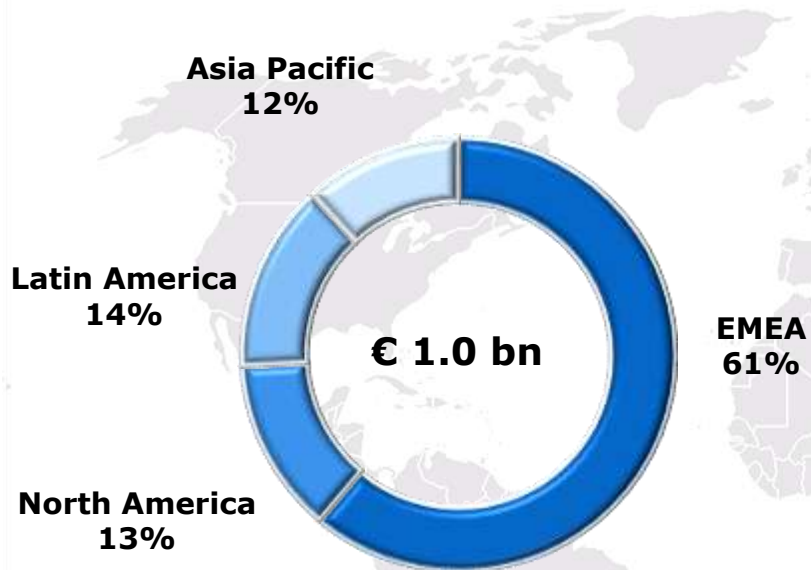
Key customers

Key customers include key operators in the telecom sector



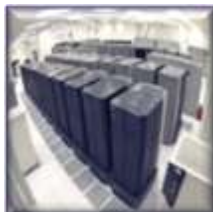
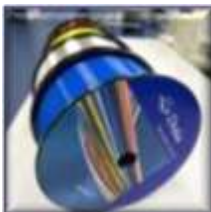
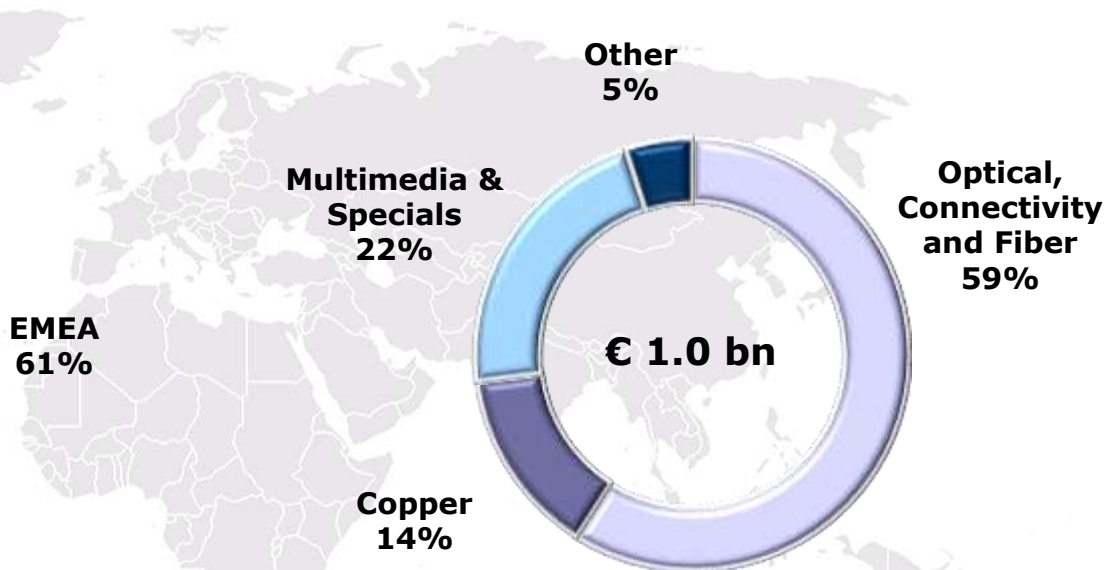
Sales breakdown by geographical area

LTM H1'14



Sales breakdown by business segment

LTM H1'14



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 data traffic
 - 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

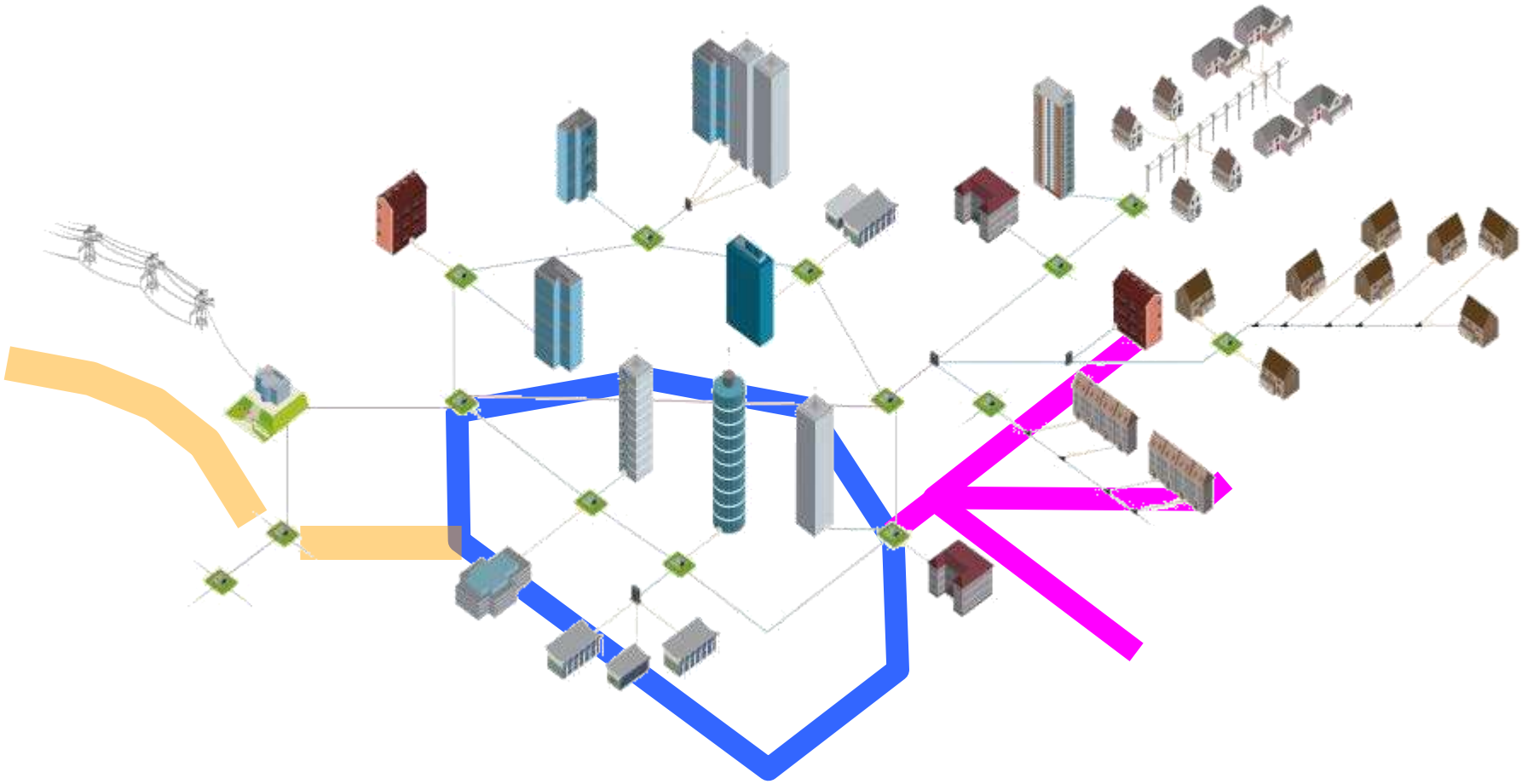
Strategic value of fibre

- 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

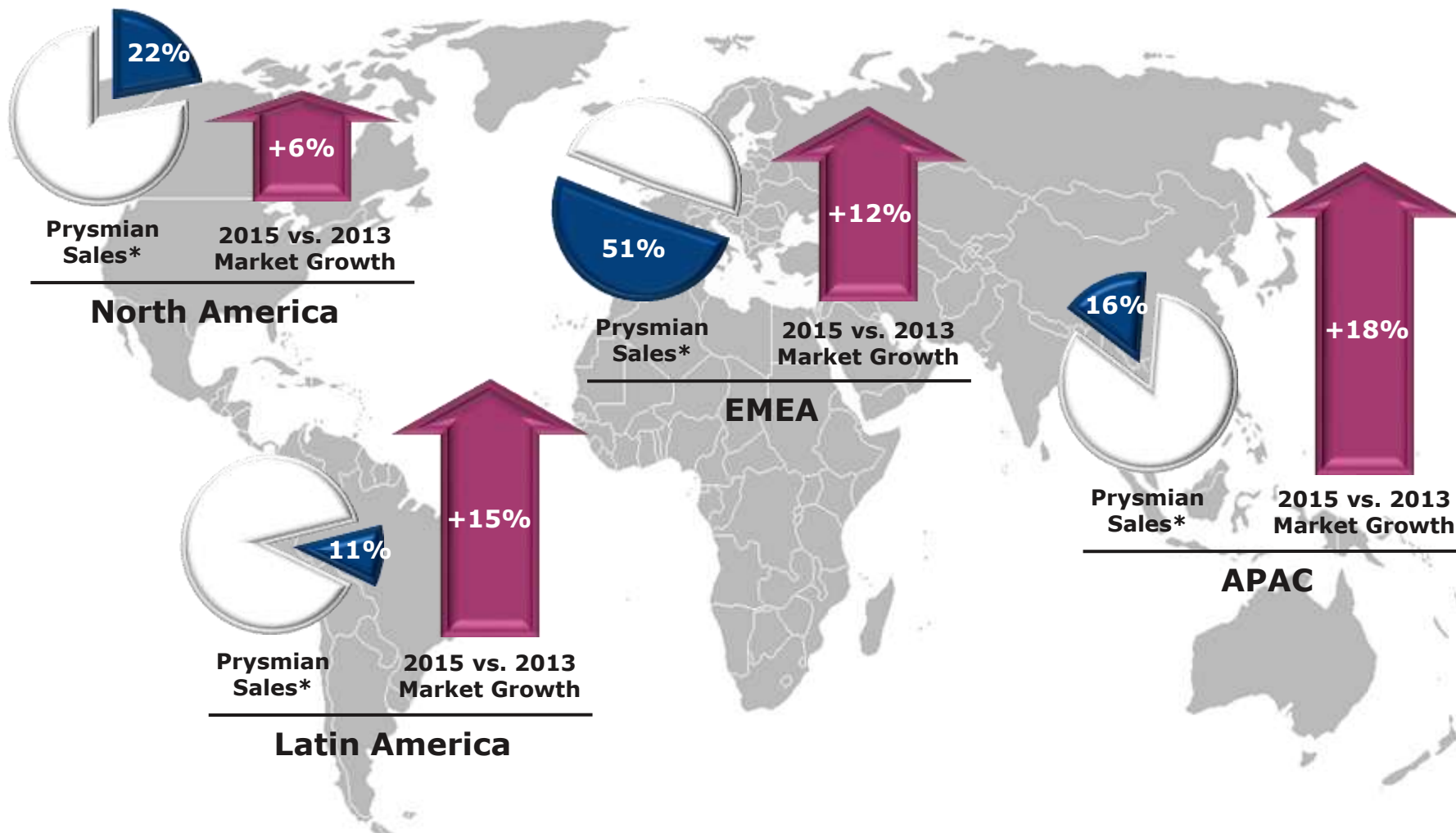
METROPOLITAN RING

ACCESS NETWORK

Telecom – Solid drivers in optical confirmed despite weak 2013

Growing investments expected in South America and APAC

Optical Cables



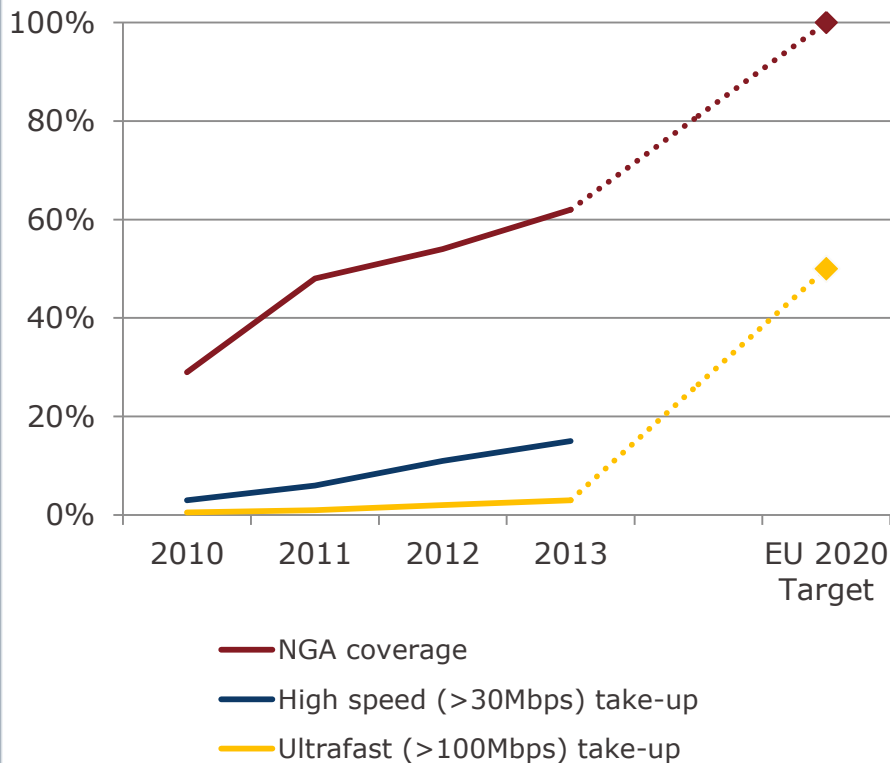
* % calculated on FY2013 Restated Sales of Optical, Connectivity & Fiber (FY2013 total sales approx. € 0.6bn)

Source: CRU, April 2014

Telecom

Growth opportunities coming from the development of broadband in Europe

Evolution of NGA (Next Generation Access) coverage and high-speed (>30Mbps) / ultrafast (>100Mbps) take-up (% of homes) in the EU

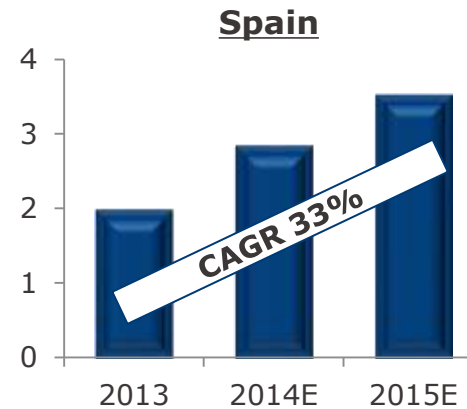


- Coverage of NGA technologies doubled since 2010, but further efforts are requested to meet 2020 target of 100% coverage
- Take-up of ultrafast (>100Mbps) broadband remains marginal (3% of homes) still faraway from 2020 target (50%)

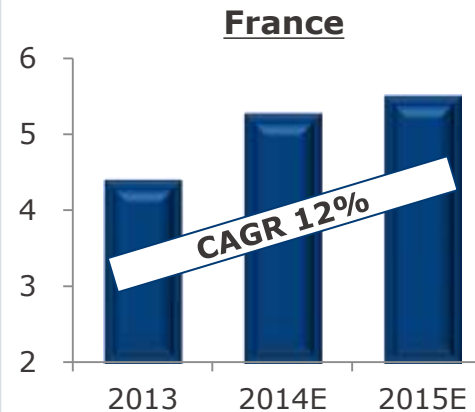
Source: European Commission Digital Agenda Scoreboard 2014

Opportunities coming from national plans to achieve EU 2020 Digital Agenda targets

Consumption of fiber optic cable ('000,000 fiber km)



- 4G mobile broadband availability at 47% in 2013 Vs EU average of 59%
- Incentives by local Government to support investments and reach 75% coverage in 2015



- Coverage of NGA in France (41%) well below EU average (62%) at end 2013
- THD plan to attract €20bn public/private investments in 2012-22 to develop high speed and ultrafast infrastructures

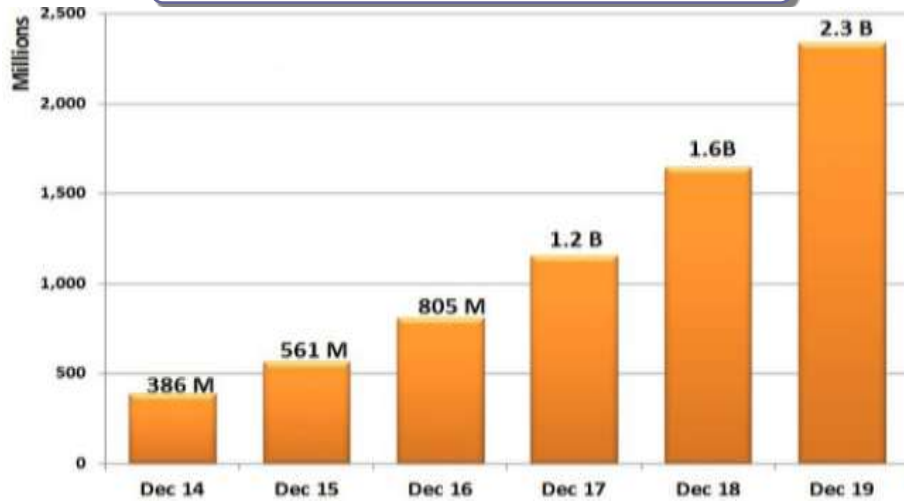
Source: CRU, April 2014; European Commission Digital Agenda Scoreboard 2014

Telecom – FTTA as key driver of optical demand

4G and Long Term Evolution (LTE) deployments require Fiber-to-the-Antenna (FTTA)

Global LTE Growth Forecast

Millions of users



Source: Informa Telecoms & Media, WCIS+, March 2014

Roof top antenna towers for urban applications

Antenna towers used by 4G and LTE networks

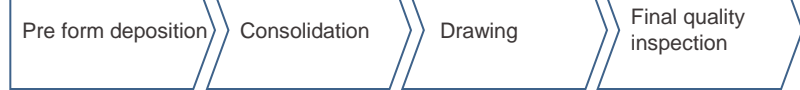
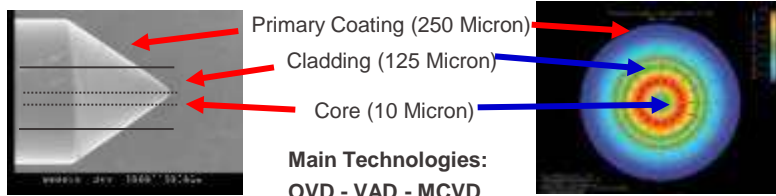
Distributed antenna systems for dense mobile populations areas

Macro-structure of Telecom Cables

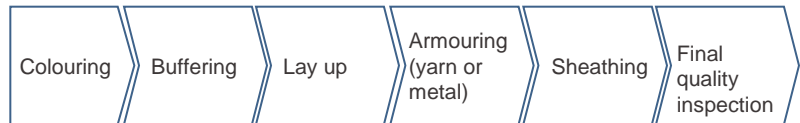
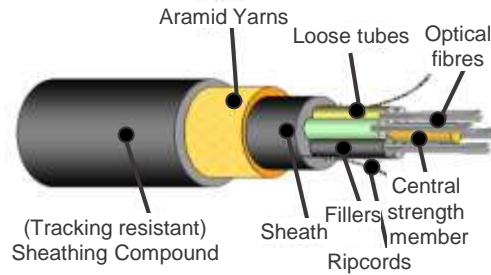
Product macro structure

Production process

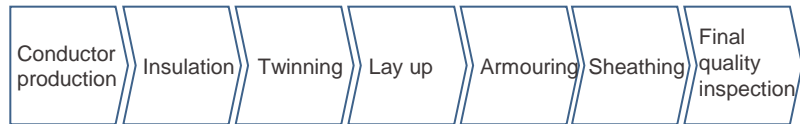
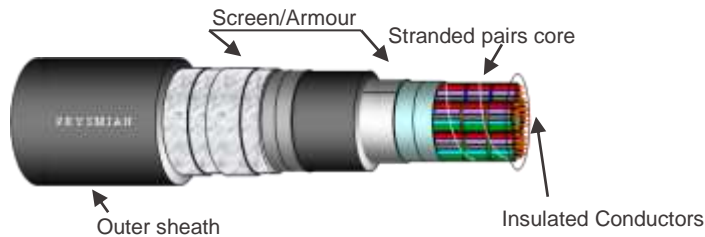
Fibre optic



Optical cables



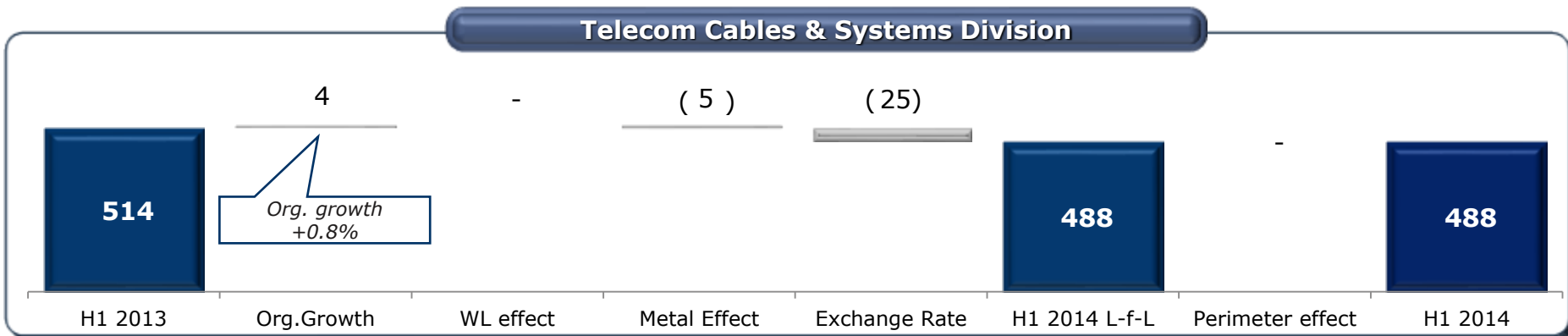
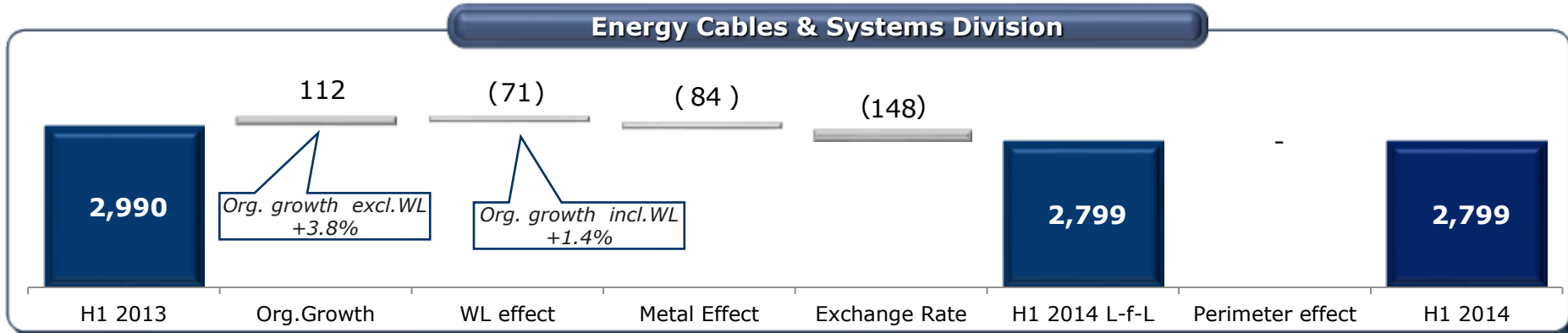
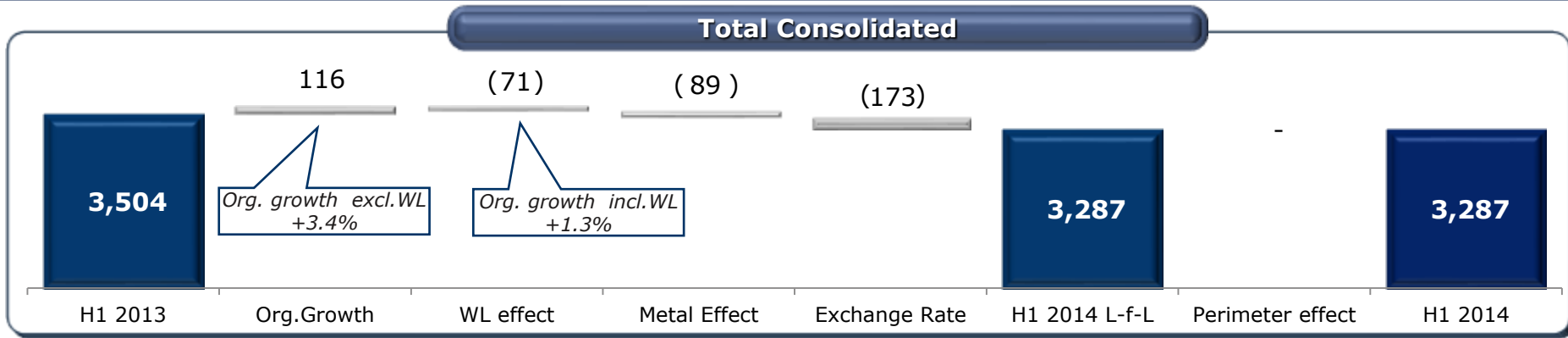
Copper cables



- Group Overview & 2014 Outlook
- Draka integration
- Financial Results
- Appendix – Financials

Bridge Consolidated Sales

Euro Millions



P&L Statement – Application of IFRS 10-11 Vs previous accounting

Euro Millions

	H1 2013 Restated ¹⁾	H1 2013 Reported	FY 2013 Restated ¹⁾	FY 2013 Reported	FY 2012 Restated ¹⁾	FY 2012 Reported
Sales	3,504	3,622	6,995	7,273	7,574	7,848
<i>YoY total growth</i>			(7.7%)	(7.3%)		
<i>YoY organic growth</i>			(3.3%)	(3.1%)		
Adj.EBITDA	282	282	613	612	650	647
<i>% on sales</i>	8.0%	7.8%	8.8%	8.4%	8.6%	8.2%
<i>of which share of net income</i>	14	-	35	-	31	-
<i>Non recurring items</i>	(26)	(26)	(50)	(50)	(101)	(101)
EBITDA	256	256	563	562	549	546
<i>% on sales</i>	7.3%	7.1%	8.1%	7.7%	7.2%	7.0%
Adj.EBIT	208	204	465	457	494	483
<i>% on sales</i>	5.9%	5.6%	6.7%	6.3%	6.5%	6.2%
<i>Non recurring items</i>	(26)	(26)	(50)	(50)	(101)	(101)
<i>Special items</i>	(44)	(44)	(47)	(47)	(20)	(20)
EBIT	138	134	368	360	373	362
<i>% on sales</i>	3.9%	3.7%	5.3%	4.9%	4.9%	4.6%
Net financial charges	(82)	(82)	(150)	(153)	(134)	(137)
Share of net income	-	6	-	15	-	17
EBT	56	58	218	222	239	242
<i>% on sales</i>	1.6%	1.6%	3.1%	3.1%	3.2%	3.1%
Taxes	(15)	(17)	(65)	(68)	(71)	(73)
<i>% on EBT</i>	26.8%	29.0%	29.9%	30.4%	29.8%	30.2%
Net income	41	41	153	154	168	169
<i>Extraordinary items (after tax)</i>	(74)	(74)	(116)	(114)	(111)	(111)
Adj.Net income	115	115	269	268	279	280

1) Final restated figures in application of IFRS 10-11 and reclassification of share of net income

Stat. of fin. position (BS) – Application of IFRS 10-11 Vs previous accounting

Euro Millions

	30 Jun '13 Restated ¹⁾	30 Jun '13 Reported	31 Dec '13 Restated ¹⁾	31 Dec '13 Reported	31 Dec '12 Restated ¹⁾	31 Dec '12 Reported
Net fixed assets	2,244	2,252	2,207	2,190	2,301	2,300
<i>of which: intangible assets</i>	597	643	588	623	608	644
<i>of which: property, plants & equipment</i>	1,435	1,496	1,390	1,441	1,484	1,539
Net working capital	696	772	386	444	433	482
<i>of which: derivatives assets/(liabilities)</i>	(38)	(38)	(6)	(6)	(8)	(7)
<i>of which: Operative Net working capital</i>	734	810	392	450	441	489
Provisions & deferred taxes	(284)	(294)	(297)	(297)	(355)	(361)
Net Capital Employed	2,656	2,730	2,296	2,337	2,379	2,421
Employee provisions	332	332	308	308	344	344
Shareholders' equity	1,138	1,150	1,183	1,195	1,147	1,159
<i>of which: attributable to minority interest</i>	32	44	36	48	35	47
Net financial position	1,186	1,248	805	834	888	918
Total Financing and Equity	2,656	2,730	2,296	2,337	2,379	2,421

1) Final restated figures in application of IFRS 10-11 and reclassification of share of net income

Cash Flow – Application of IFRS 10-11 Vs previous accounting

Euro Millions

	H1 2013 Restated ¹⁾	H1 2013 Reported	FY 2013 Restated ¹⁾	FY 2013 Reported	FY 2012 Restated ¹⁾	FY 2012 Reported
Adj.EBITDA	282	282	613	612	650	647
Non recurring items	(26)	(26)	(50)	(50)	(101)	(101)
EBITDA	256	256	563	562	549	546
Net Change in provisions & others	(38)	(41)	(76)	(80)	(1)	(1)
Share of income from investments in op.activities	(14)	-	(35)	-	(31)	-
Cash flow from operations (before WC changes)	204	215	452	482	517	545
Working Capital changes	(338)	(367)	(6)	(19)	69	75
Dividends received	16	-	16	-	16	-
Paid Income Taxes	(27)	(28)	(60)	(64)	(72)	(74)
Cash flow from operations	(145)	(180)	402	399	530	546
Acquisitions	-	-	-	-	(86)	(86)
Net Operative CAPEX	(47)	(50)	(107)	(114)	(129)	(141)
Net Financial CAPEX	-	8	-	11	2	8
Free Cash Flow (unlevered)	(192)	(222)	295	296	317	327
Financial charges	(72)	(72)	(124)	(126)	(126)	(129)
Free Cash Flow (levered)	(264)	(294)	171	170	191	198
<i>Free Cash Flow (levered) excl. acquisitions</i>	<i>(264)</i>	<i>(294)</i>	<i>171</i>	<i>170</i>	<i>277</i>	<i>284</i>
Dividends	(91)	(91)	(92)	(92)	(44)	(45)
Other Equity movements	-	-	-	-	1	1
Net Cash Flow	(355)	(385)	79	78	148	154
NFP beginning of the period	(888)	(918)	(888)	(918)	(1,026)	(1,064)
Net cash flow	(355)	(385)	79	78	148	154
Other variations	57	55	4	6	(10)	(8)
NFP end of the period	(1,186)	(1,248)	(805)	(834)	(888)	(918)

1) Final restated figures in application of IFRS 10-11 and reclassification of share of net income

Energy Segment – Profit and Loss Statement

Euro Millions

	H1 2014 excl. WL submarine project effect	WL Submarine project effect	H1 2014	H1 2013 ¹⁾	FY 2013 ¹⁾
Sales to Third Parties	2,870	(71)	2,799	2,990	6,009
<i>YoY total growth</i>	<i>(4.0%)</i>		<i>(6.4%)</i>		
<i>YoY organic growth</i>	<i>3.8%</i>		<i>1.4%</i>		
Adj. EBITDA	235	(74)	161	232	507
<i>% on sales</i>	<i>8.2%</i>		<i>5.8%</i>	<i>7.7%</i>	<i>8.4%</i>
Adj. EBIT	185	(74)	111	179	402
<i>% on sales</i>	<i>6.5%</i>		<i>4.0%</i>	<i>6.0%</i>	<i>6.7%</i>

1) Final restated figures in application of IFRS 10-11 and reclassification of share of net income

Energy Segment – Sales and Profitability by business area

Euro Millions, % on Sales

	H1 2014	H1 2013 ¹⁾	Total growth	Organic growth	
Sales to Third Parties	Utilities	992	1,067	(7.0%)	(2.2%)
	Trade & Installers	944	974	(3.1%)	7.4%
	Industrial	817	895	(8.7%)	(0.3%)
	Others	46	54	n.m.	n.m.
	Total Energy	2,799	2,990	(6.4%)	1.4%
Adj. EBITDA	Utilities	64	124	6.5%	11.6%
	Trade & Installers	34	41	3.6%	4.2%
	Industrial	58	63	7.1%	7.0%
	Others	5	4	n.m.	n.m.
	Total Energy	161	232	5.8%	7.7%
Adj. EBIT	Utilities	44	104	4.4%	9.7%
	Trade & Installers	23	28	2.4%	2.9%
	Industrial	41	45	5.0%	5.0%
	Others	3	2	n.m.	n.m.
	Total Energy	111	179	4.0%	6.0%

1) Final restated figures in application of IFRS 10-11 and reclassification of share of net income

Telecom Segment – Profit and Loss Statement

Euro Millions

	H1 2014	H1 2013 ¹⁾	FY 2013 ¹⁾
Sales to Third Parties	488	514	986
<i>YoY total growth</i>	<i>(5.1%)</i>		
<i>YoY organic growth</i>	<i>0.8%</i>		
Adj. EBITDA	43	50	106
<i>% on sales</i>	<i>8.8%</i>	<i>9.8%</i>	<i>10.8%</i>
Adj. EBIT	22	29	63
<i>% on sales</i>	<i>4.5%</i>	<i>5.6%</i>	<i>6.4%</i>

1) Final restated figures in application of IFRS 10-11 and reclassification of share of net income

Financial Structure

Euro Millions

Debt structure (€m)

	30.06.14	31.03.14	31.12.13 ⁽¹⁾
Term Loan 2010 ⁽²⁾	-	-	183
Revolving 2010 ⁽²⁾	-	25	-
Eurobond 5.25%	404	419	414
Term Loan 2011	400	400	400
Revolving 2011	100	100	-
Convertible bond 1.25%	268	265	264
Revolving 2014	30	30	-
Revolving 2014 in pool	-	-	-
EIB Loan	100	100	-
Other Debt	261	238	177
Total Gross Debt	1,563	1,577	1,438
Cash & Cash equivalents	(255)	(341)	(510)
Other Financial Assets	(88)	(96)	(114)
NFP Vs third parties	1,220	1,140	814
Bank Fees	(11)	(7)	(9)
NFP	1,209	1,133	805

30.06.2014 (€m)

Used	Available Funds ⁽³⁾	Maturity
-	-	-
-	-	-
404	-	04/2015
400	-	03/2016
100	300	03/2016
268	-	03/2018
30	70	02/2019
-	1,000	06/2019
100	-	02/2021
261	-	-
1,563	1,370	3.3 y⁽⁴⁾
(255)	255	
(88)	71	
1,220	1,696	

(1) Final restated figures in application of IFRS 10-11 and reclassification of share of net income

(2) Original maturity December 2014, but reimbursed in advance in June 2014

(3) Defined as Cash and Unused committed credit lines

(4) Average maturity as of 30 June 2014 excluding other debt

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

Dividends

Dividend per share in line with last year supported by sound cash generation

Dividend approved by the last Shareholders' Meeting

- **Dividend Per Share** **€ 0.420**
 - Total payout: € 89 millions
 - Ex-dividend date: 22 April 2014
 - Payment date: 25 April 2014
- **Dividend Yield:** 2.2% ⁽³⁾

Total Shares ⁽¹⁾

214,591,710

Shares with dividend right ⁽²⁾

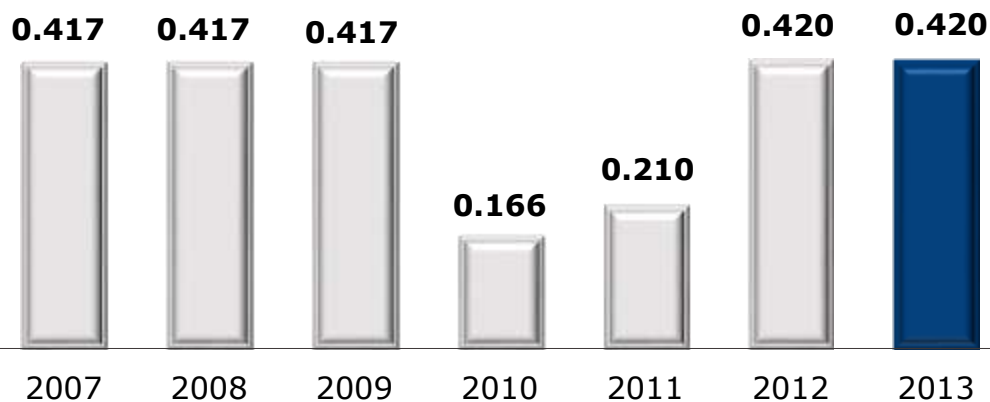
211,563,210

Dividend Per Share

€ 0.420

DPS evolution

Euro per share



⁽¹⁾ Outstanding as of April 22, 2014

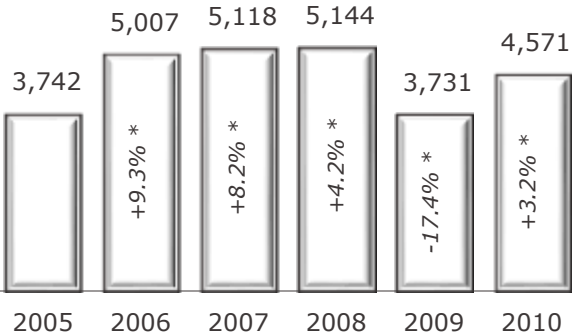
⁽²⁾ Shares with dividend right: Total shares outstanding (214,591,710) – Treasury shares owned by the Company (3,028,500)

⁽³⁾ Based on 2013 year end closing price

Prysmian Historical Key Financials

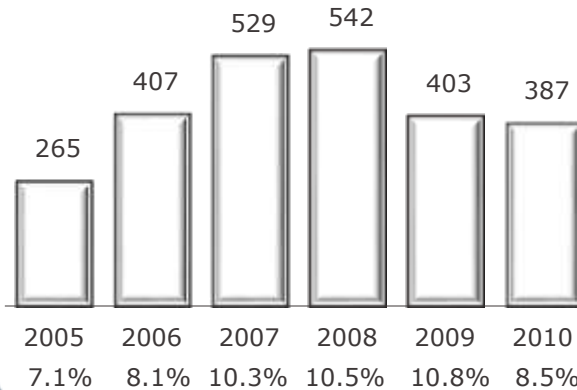
Euro Millions, % of Sales – Pre Draka acquisition

Sales

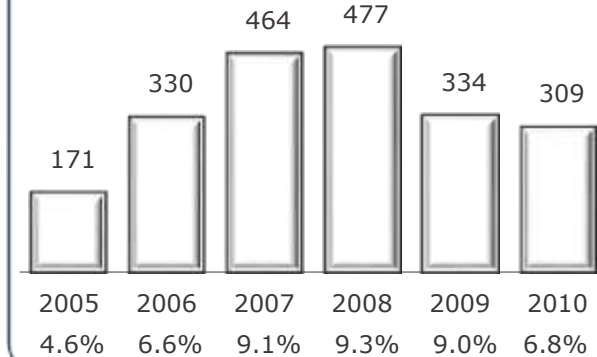


* Organic Growth

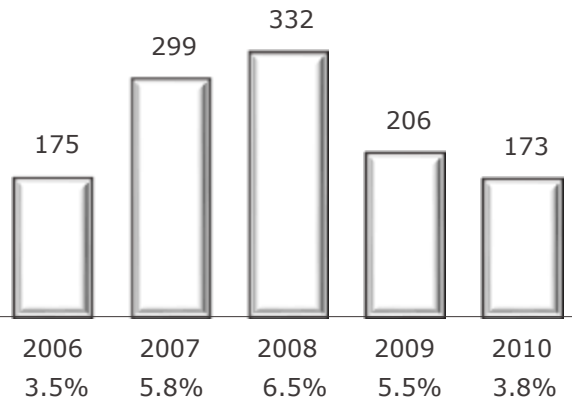
Adjusted EBITDA (1)



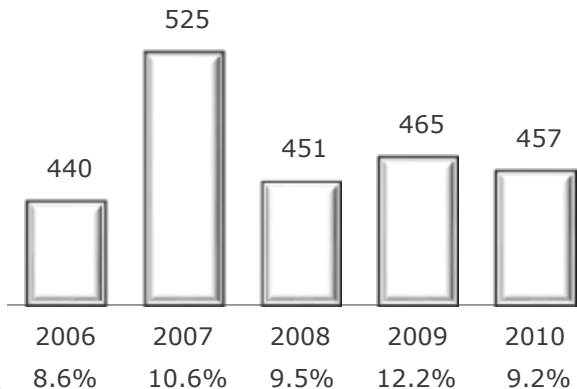
Adjusted EBIT (2)



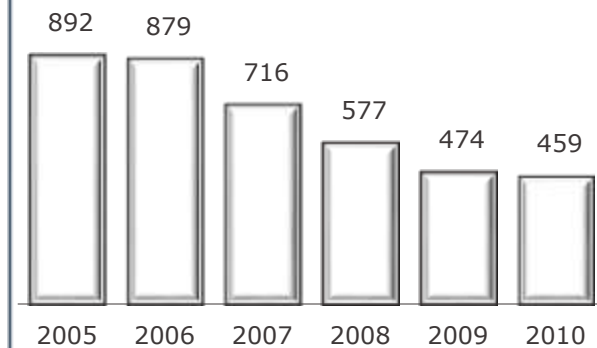
Adjusted Net Income (3)



Operative NWC (4)



Net Financial Position

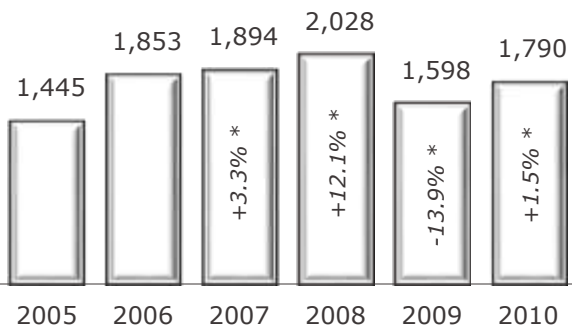


(1) Adjusted excluding non-recurring income/expenses; (2) Adjusted excluding non-recurring income/(expenses) and the fair value change in metal derivatives and in other fair value items; (3) Adjusted excluding non-recurring income/(expenses), the fair value change in metal derivatives and in other fair 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.
 Note: 2005 Adj. Net Income and 2005 Operative NWC figures are not available

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

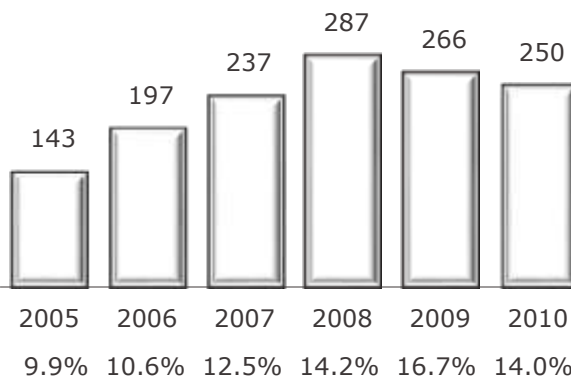
Euro Millions, % of Sales – Pre Draka acquisition

Sales Vs Third Parties

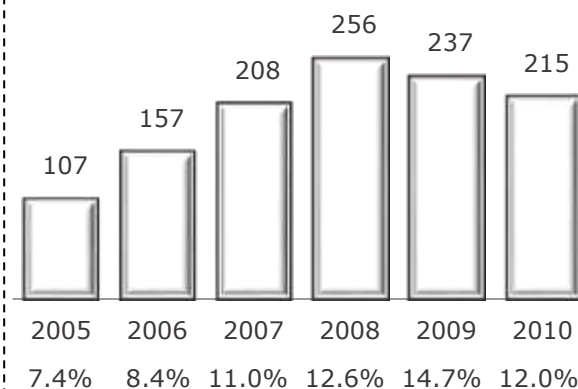


* Organic Growth

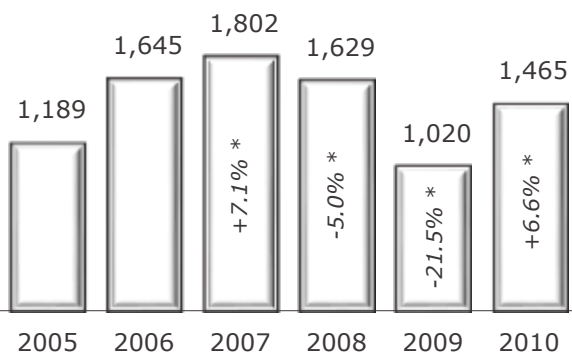
Adjusted EBITDA (1)



Adjusted EBIT (2)

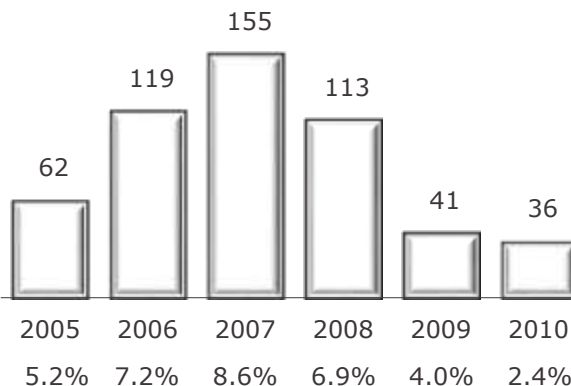


Sales Vs Third Parties

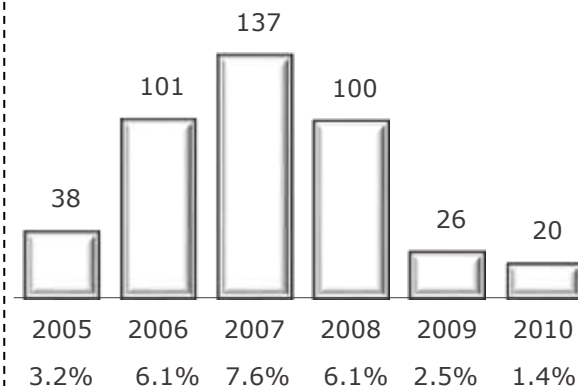


* Organic Growth

Adjusted EBITDA (1)



Adjusted EBIT (2)

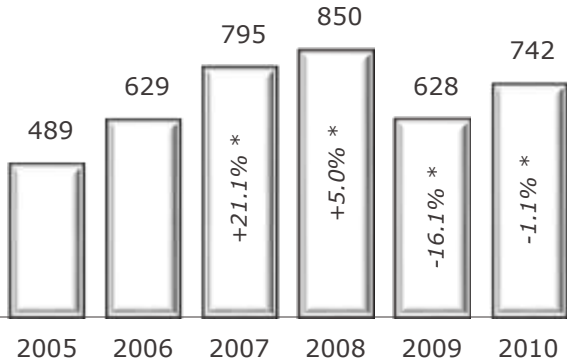


(1) Adjusted excluding non-recurring income/expenses; (2) Adjusted excluding non-recurring income/expenses, the fair value change in metal derivatives and in other fair-value items

Historical Key Financials by Business Area – Industrial and Telecom

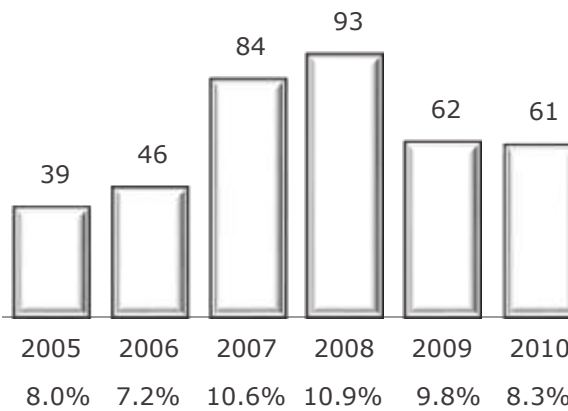
Euro Millions, % of Sales – Pre Draka acquisition

Sales Vs Third Parties

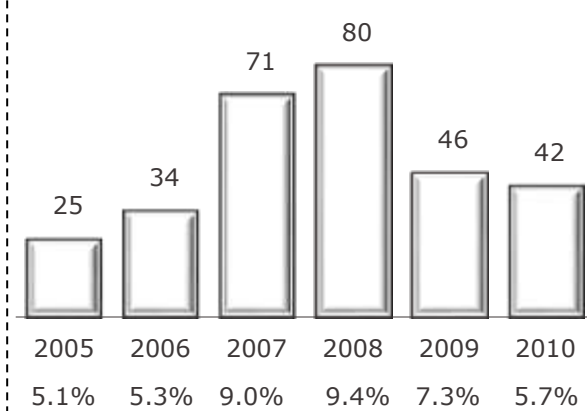


* Organic Growth

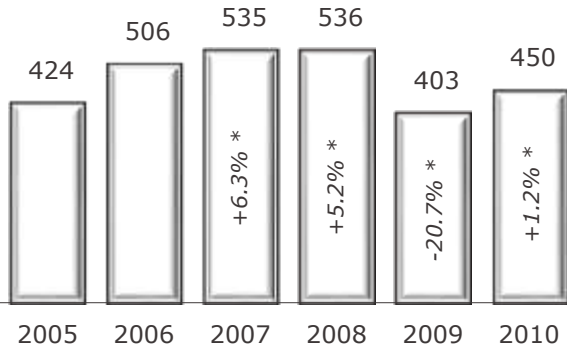
Adjusted EBITDA (1)



Adjusted EBIT (2)

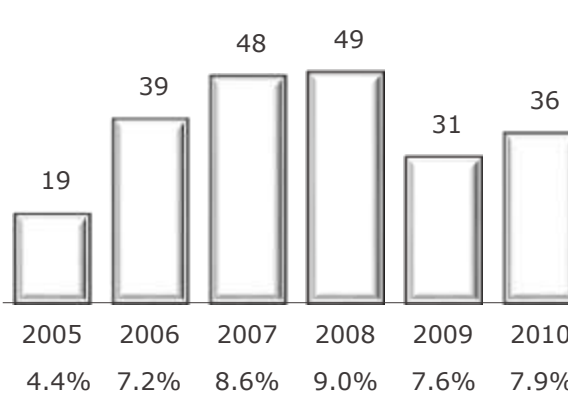


Sales Vs Third Parties

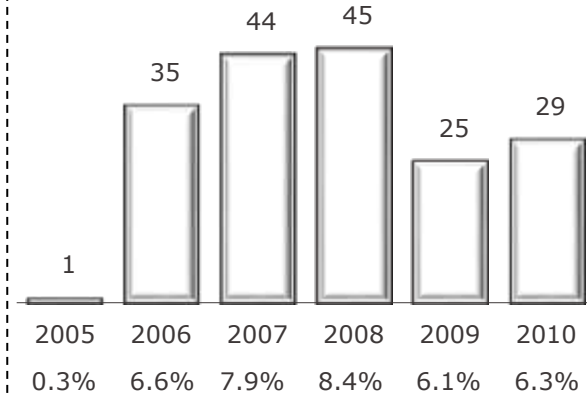


* Organic Growth

Adjusted EBITDA (1)



Adjusted EBIT (2)



(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

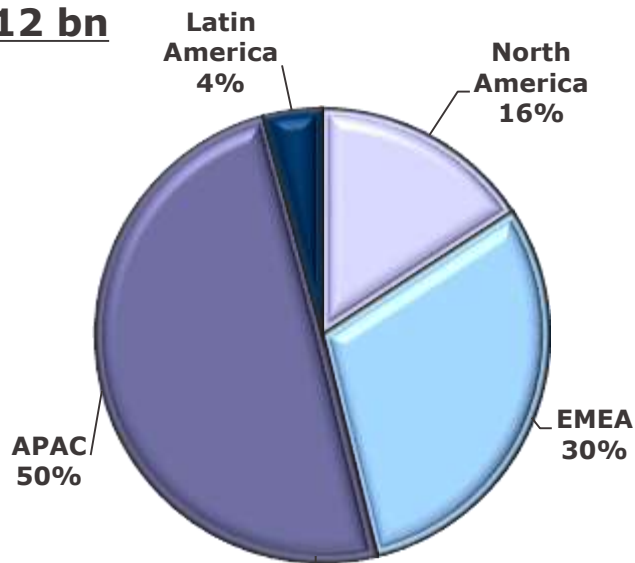
- Group Overview & 2014 Outlook
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- Appendix – Cable Industry Reference Market

The Global Cables Reference Market

World-Wide Cable Reference Market Size, 2013

2013 Global Cables Reference Market

€ 112 bn



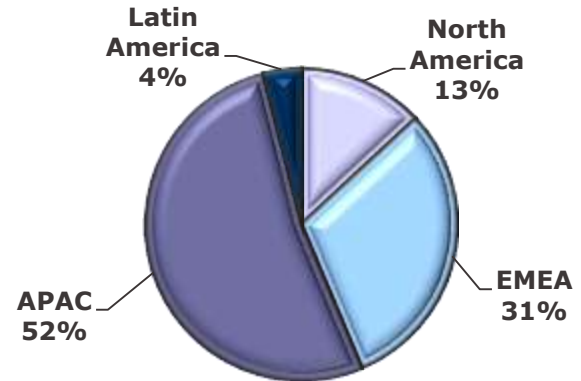
Energy Cables Reference Market
~€89bn

- Trade and Installers
- Utilities
- Industrial

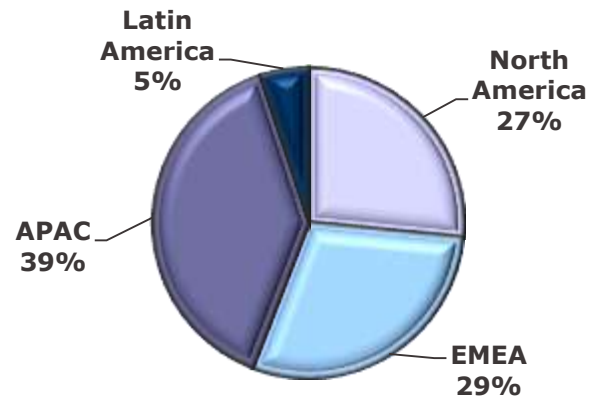
Telecom Cables Reference Market
~€23bn

- Optical cables and fiber
- Copper Cables
- MMS

Energy Cables Reference Market (~€89bn)



Telecom Cables Reference Market (~€23bn)

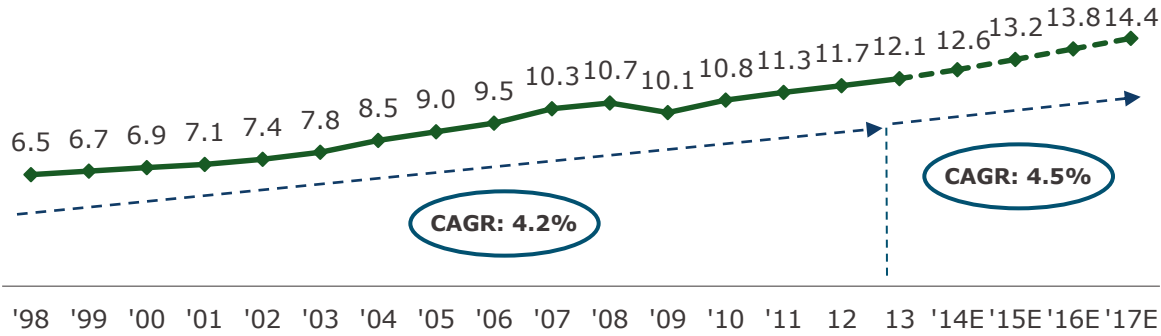


Source: Company analysis based on CRU data – April 2014. Prysmian reference markets are obtained by excluding from the global cable market the segments where the company does not compete (winding wire for energy business). Energy = Low Voltage and Power Cable; TLC = External Copper Tlc Cable, Fibre Optic, Internal Telecom/Data

Market Volumes Trend

Energy Cables Reference Market

Million Tons
Conductor

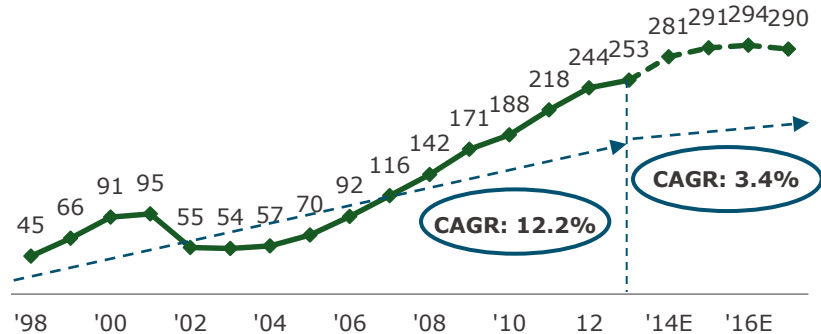


- Long term growth driven by:
 - Energy consumption
 - Investments in power grid interconnections
 - Investments in power transmission and distribution
 - Infrastructure investments
 - Renewable energy

Telecom Cables Reference Market

Optical Fiber Cables

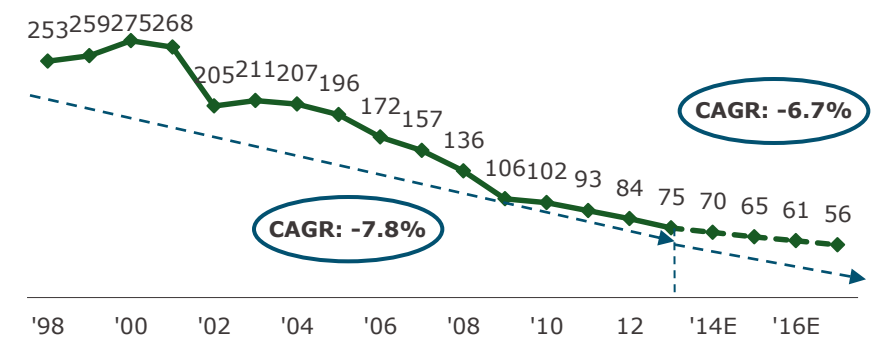
Million Km Fibre



Market growth driven by increased investment in fibre access networks (FTTx) and LTE

Copper Cables

Million Km Pair



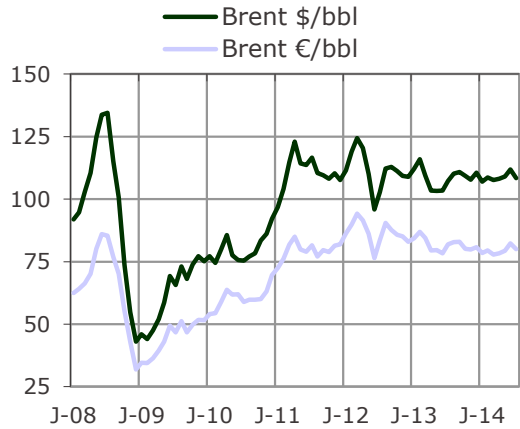
Steady decline of copper cables expected to continue

Source: Company analysis based on April 2014 CRU data. Energy = Low Voltage and Power Cable; TLC = External Copper Tlc Cable, Fibre Optic, Internal Telecom/Data

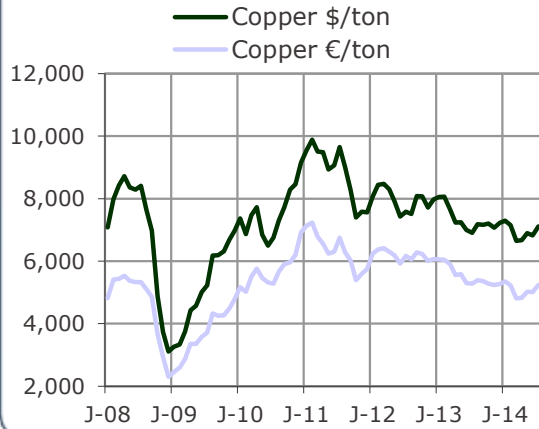
Reference Scenario

Commodities & Forex

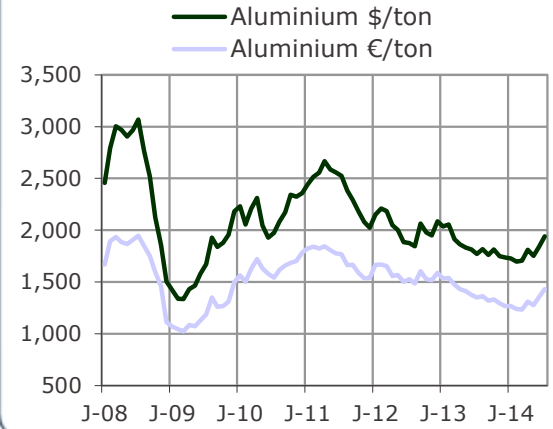
Brent



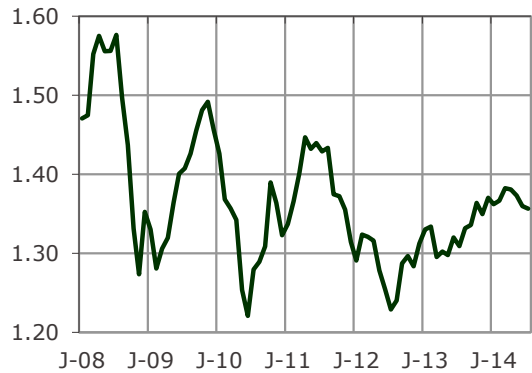
Copper



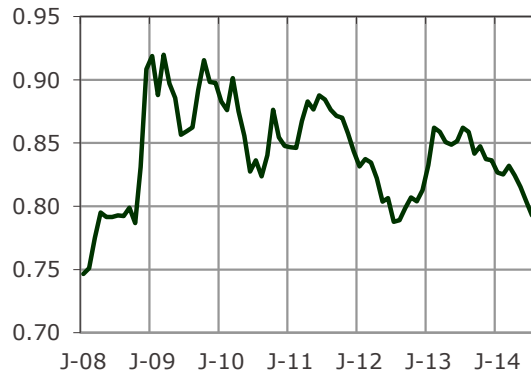
Aluminium



EUR / USD



EUR / GBP



EUR / BRL



Based on monthly average data
Source: Nasdaq OMX

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