



FY 2015 Financial Results

Milan – February 24th, 2016

PLATFORM TO ENHANCE CUSTOMER SERVICE **LINKING THE FUTURE** STRONGER
LEADING TECHNOLOGY LEADING TECHNOLOGY
WORLDWIDE LEADER IN RENEWABLE ENERGY
EXTENDED PRODUCT OFFERING IN OGP AND IN



- **FY 2015 Highlights**
 - **Group overview**
 - Results by business
 - Focus on OCI Acquisition

- Financial results

- Appendix



- **FY2015 Organic Growth** ex. WL impact at **+5.9%** (+3.2% in Q4).
 - Sound execution in Energy Projects (+18.2% organic growth ex WL)
 - Solid market fundamentals in Telecom (+9.9% organic growth).



- Adj. EBITDA at **€ 623m**: guidance achieved in line with expectations. Strong contribution from Energy Projects and Telecom.



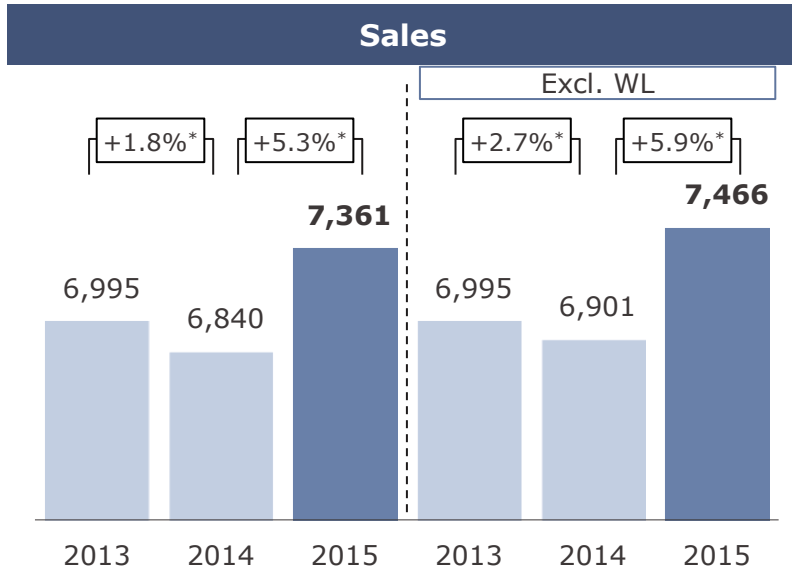
- Net Financial Position at **€ 750m** (€ 529m excl. acquisitions), much better than expected.



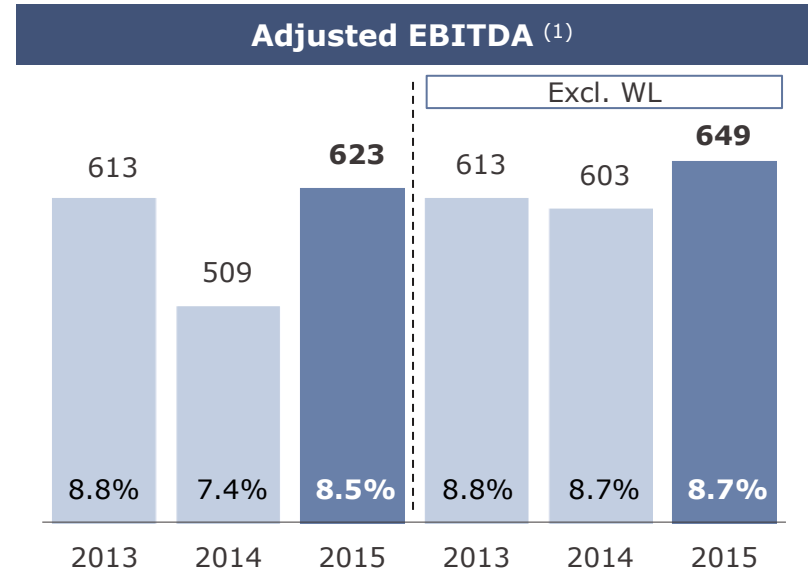
- “Bolt-on acquisition” of **Oman Cables Industry**:
 - Increase geographic diversification of the group toward middle-east.
 - Well known company with a solid track record.

FY 2015 Key Financials

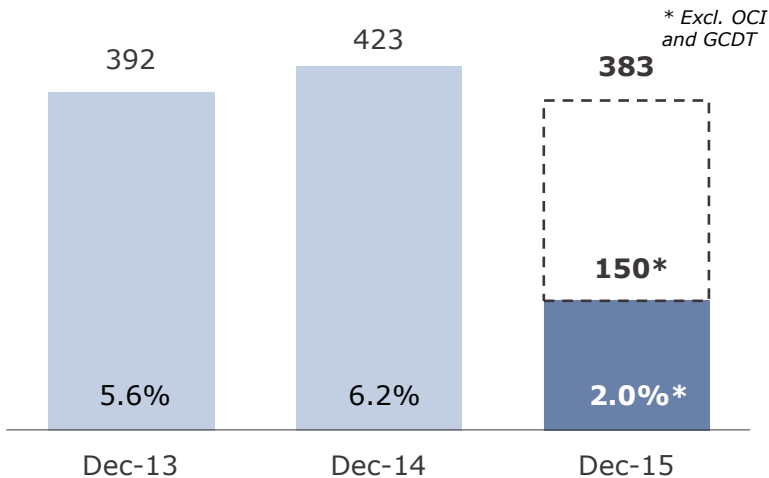
Euro Millions, % on Sales



* Org. Growth

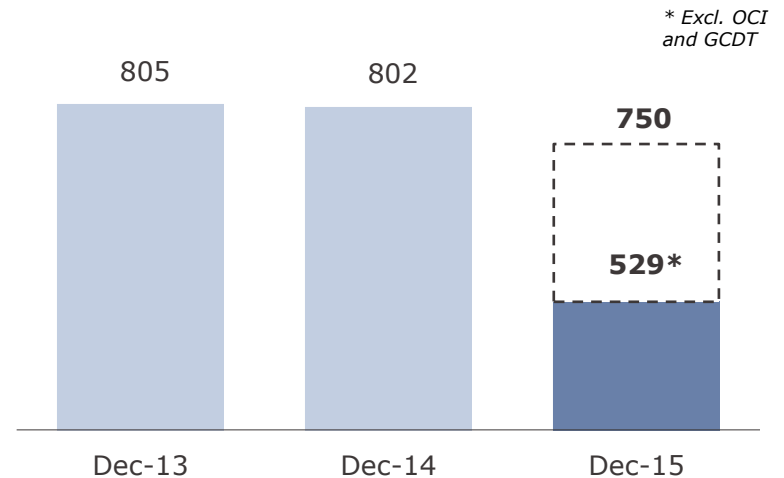


Operative Net Working Capital ⁽²⁾



* Excl. OCI and GCDT

Net Financial Position



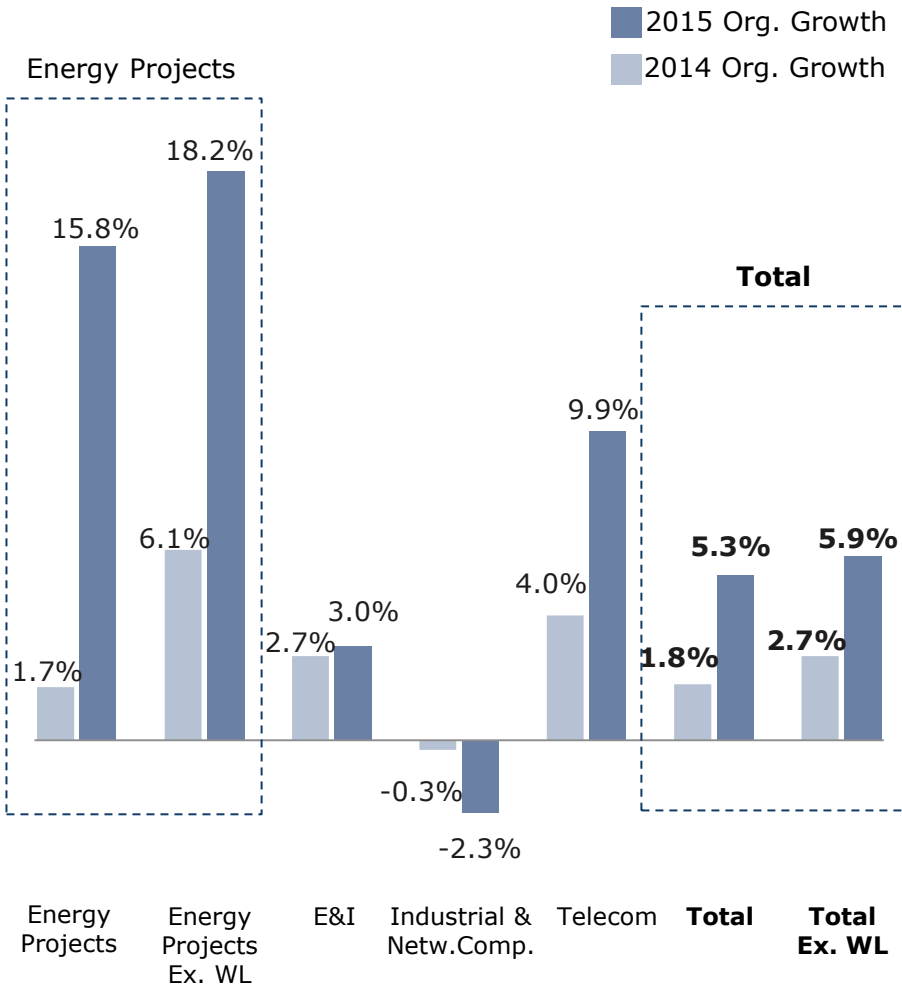
* Excl. OCI and GCDT

(1) Adjusted excluding non-recurring income/expenses; (2) Defined as NWC excluding derivatives;

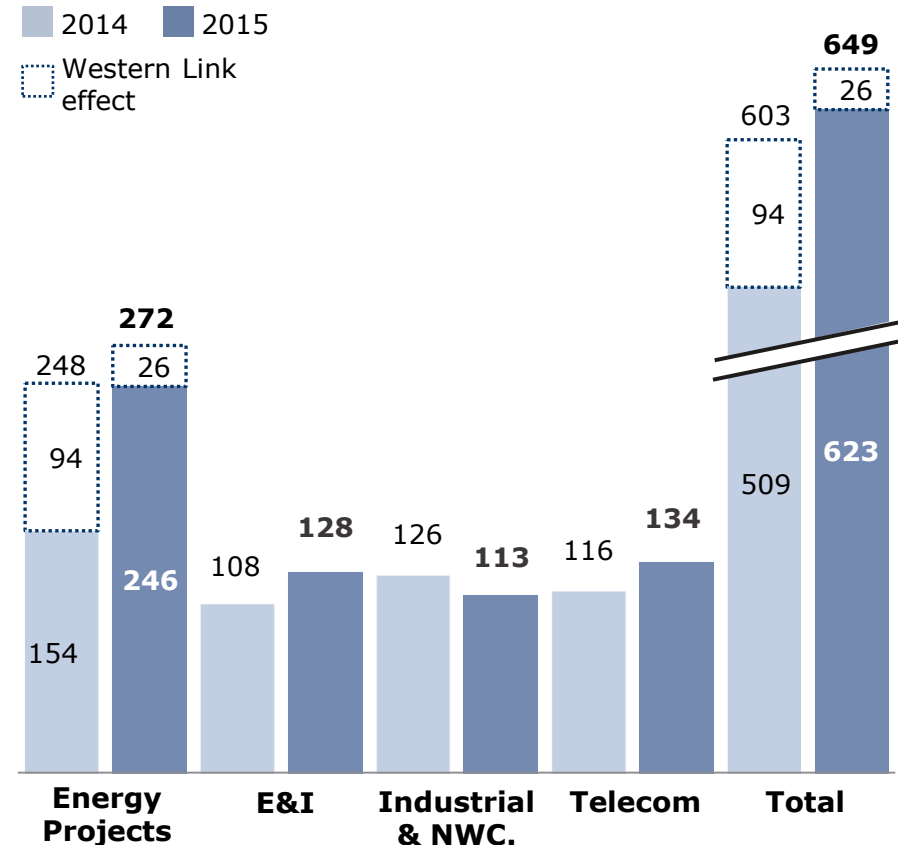
Continued organic growth and profitability improvement

Profitability increase driven by Energy Projects, Telecom & E&I

Organic Growth* (% change)



Adj.EBITDA (€ M)



	Δ ex.WL	Δ	Δ	Δ	Δ ^{b)}
Q1	+7	+5	-1	+10	+20
1H	+6	+9	-3	+28	+37
9M	+16	+14	-6	+31	+50
FY	+24	+20	-13	+18	+46

*) Org.growth excluding WL submarine project effect

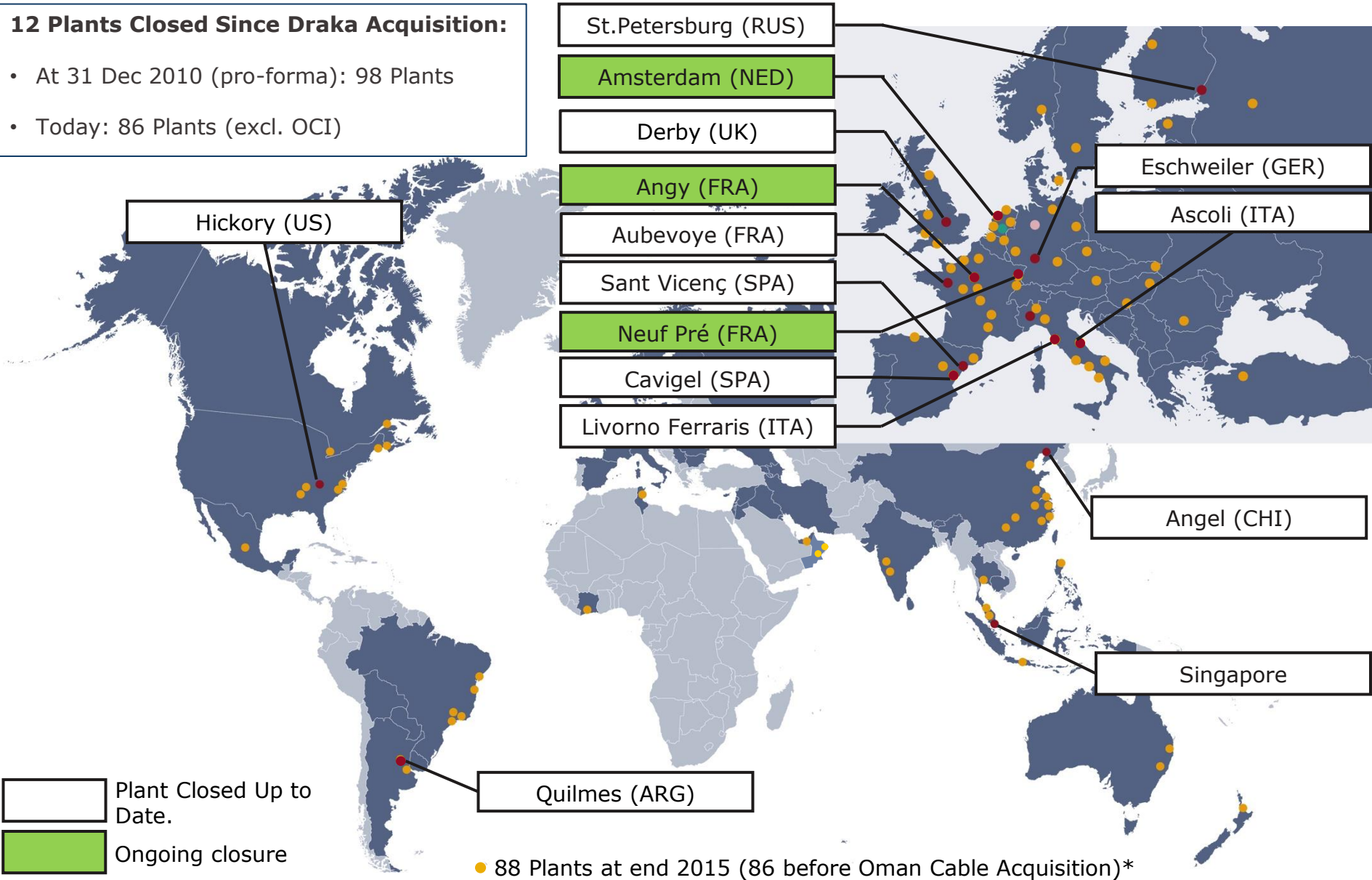
b) Total includes Other Energy business: ΔQ1 (€1m), ΔH1 (€3m), Δ9M (€5m), ΔFY (€3m)

Production capacity rationalization in progress.

12 plants closed to date, 3 closure ongoing: improve saturation in Europe

12 Plants Closed Since Draka Acquisition:

- At 31 Dec 2010 (pro-forma): 98 Plants
- Today: 86 Plants (excl. OCI)



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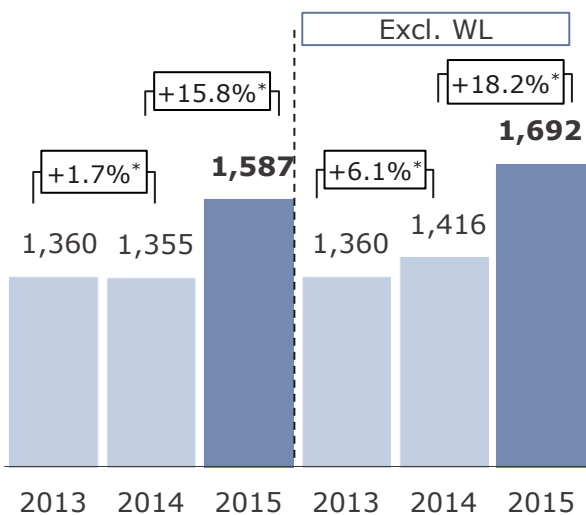
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Energy Projects

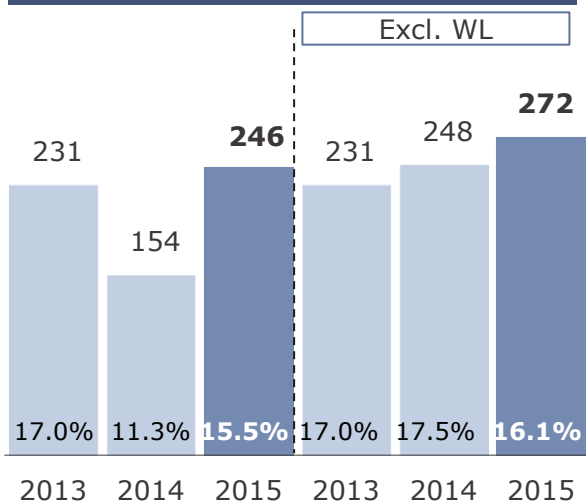
Euro Millions, % on Sales

Sales



* Org. Growth

Adj. EBITDA / % on Sales



Highlights

Submarine

- Markets remains mainly concentrated in Europe, with an increasing tendering activity for new off-shore wind projects in France and UK.
- Order book remains close to peak levels, with an order intake above €1bn in 2015.
- The new COBRA Cable project awarded in Jan-16 confirms solid market prospective.

Underground High Voltage

- Business was broadly stable vs. 2014: stability in Europe, North America and China, positive trend in the Middle East.

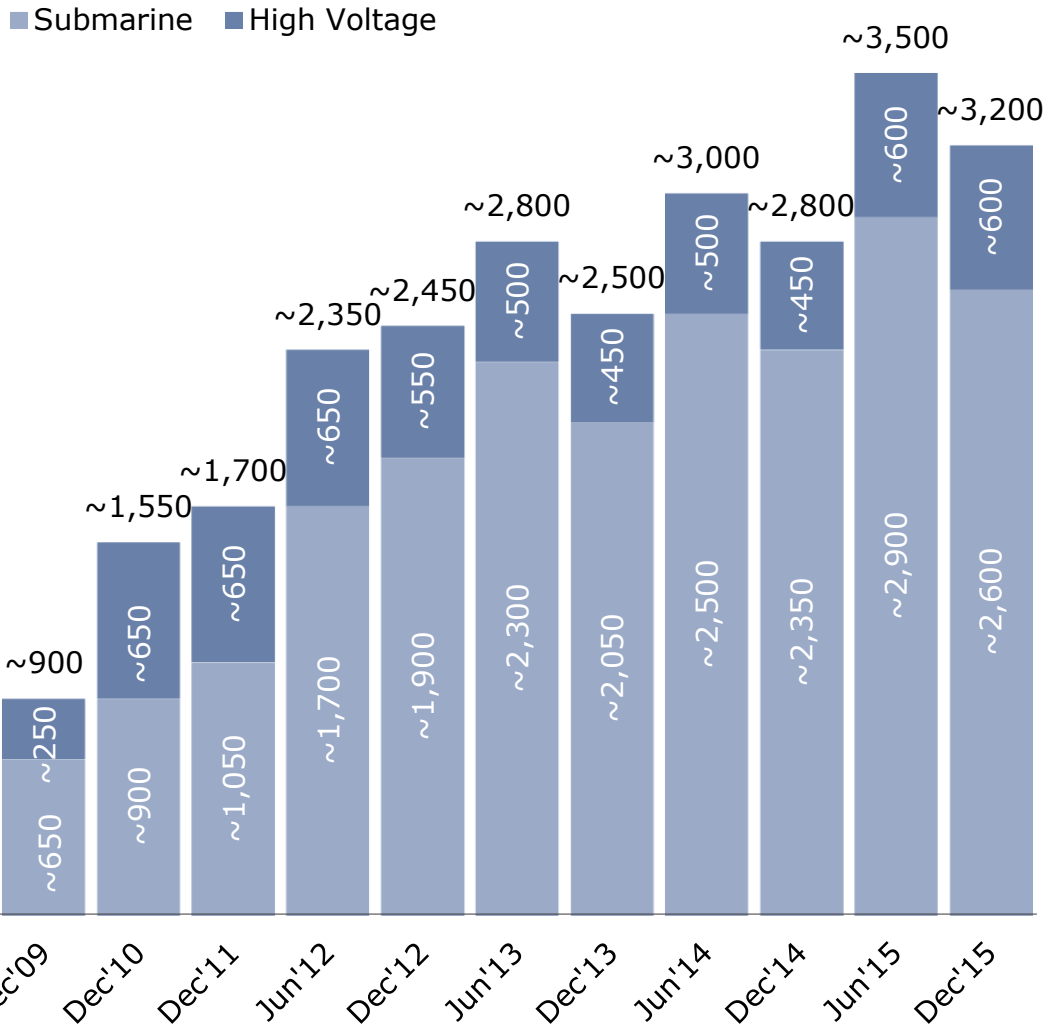
SURF

- Positive trend in Umbilical business thanks to the framework contract with Petrobras in place since 2013.
- Stabilization of DHT thanks to a broad customer base and geographical presence.
- Acquisition of GCDT expands presence in DHT business and complement the product range.

Leadership in submarine reconfirmed in 2015.

Record visibility in Submarine

Transmission – Orders Backlog (€m)



Major projects awarded in 2015

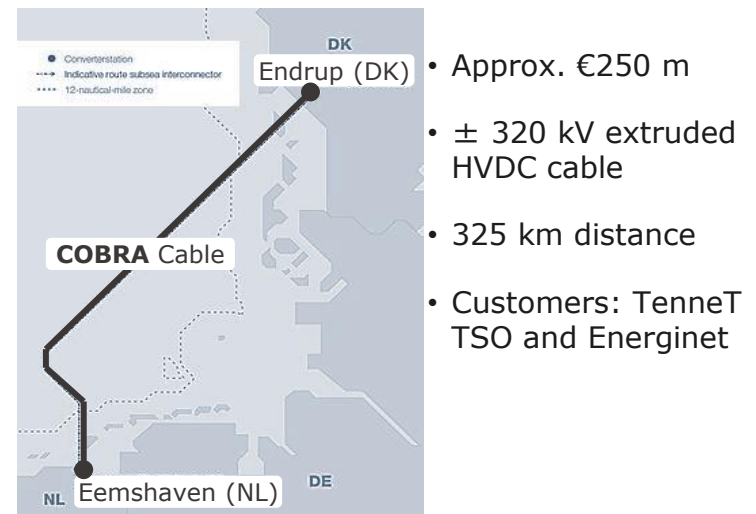
SUBMARINE

1. NSN Link, Norway-UK € 550m
2. 50 Hertz (Option), Germany € 230m
3. Hainan II, China \$ 140m
4. Wikingen, Germany € 60m

UNDERGROUND HIGH-VOLTAGE

1. Italy-France € 200m
2. Kuwait € 50m

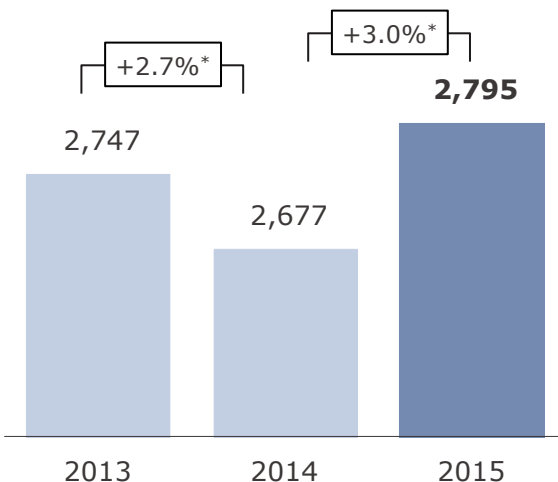
Focus on Cobra Cable HVDC Link (Jan-16)



Energy & Infrastructure

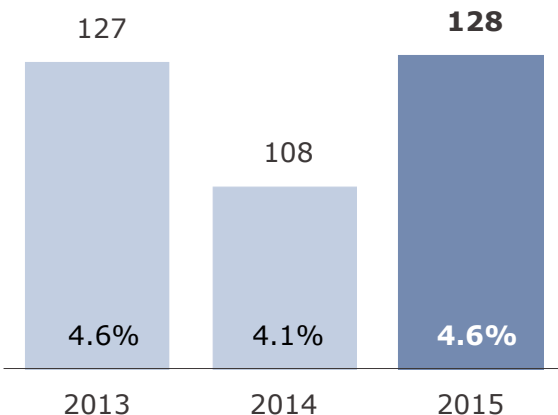
Euro Millions, % on Sales

Sales



* Org. Growth

Adj. EBITDA / % on Sales



Highlights

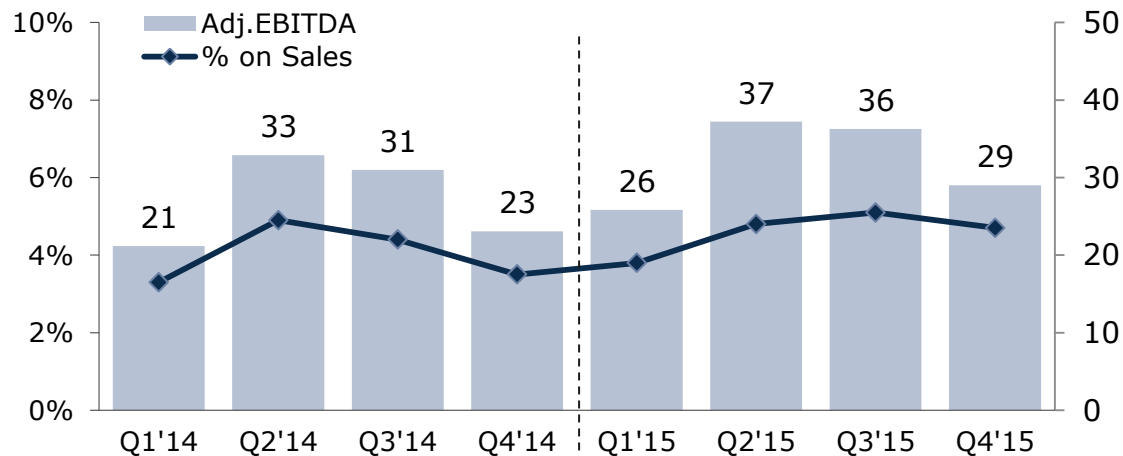
Trade & Installers

- Flat organic sales growth. Stable pricing environment.
- Positive trend in Europe (especially in Spain, UK and the Nordics) and North America.
- Weak demand in Brazil affected by negative macro evolution.

Power Distribution

- Solid growth driven by volume recovery in the Nordics and strong demand in Germany, North America and Argentina.

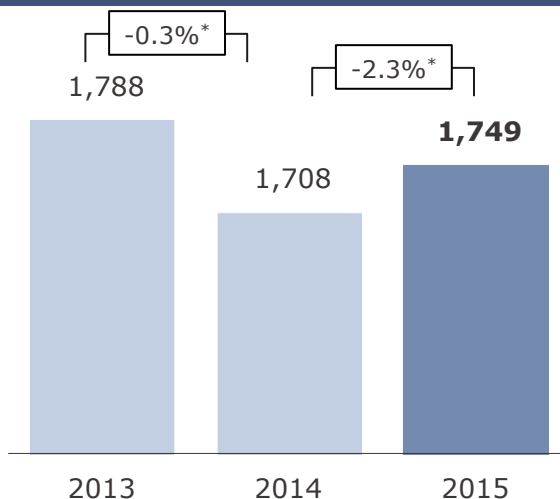
Adj. EBITDA Evolution / % on Sales



Industrial & Network Components

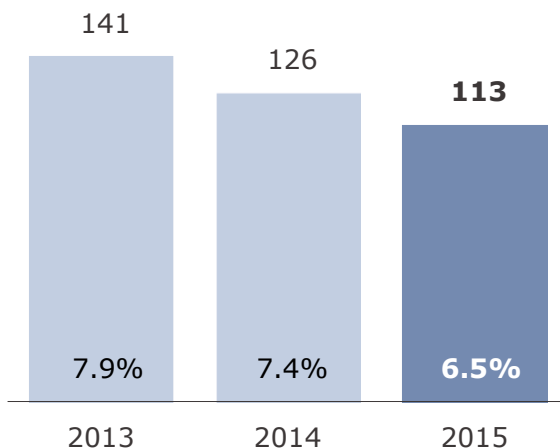
Euro Millions, % on Sales

Sales



* Org. Growth

Adj. EBITDA / % on Sales



Highlights

Specialties & OEMs

- Moderate growth recorded in 2015.
- Positive performance in N. America and Europe, mainly driven by Nuclear, Crane and Railway.
- Marine and Mining segments suffering from low commodity prices and difficult macro scenario.

Oil & Gas

- Very tough market conditions with sharp decline in Projects, MRO and drilling businesses.

Elevator

- Positive organic growth in all geographies, with significant progresses in APAC and EMEA regions.

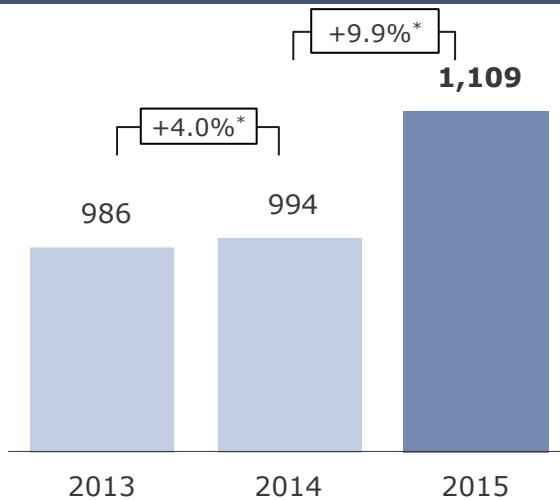
Automotive

- Strong competition on standard products deeply affected the performance of the business in H1 with a partial recovery in H2.

Network Components

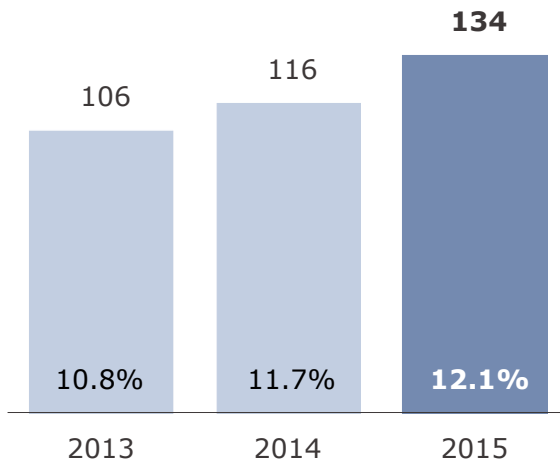
- Positive performance in China and North America partially offset by weak demand of HV accessories in Europe.

Sales



* Org. Growth

Adj. EBITDA / % on Sales



Highlights

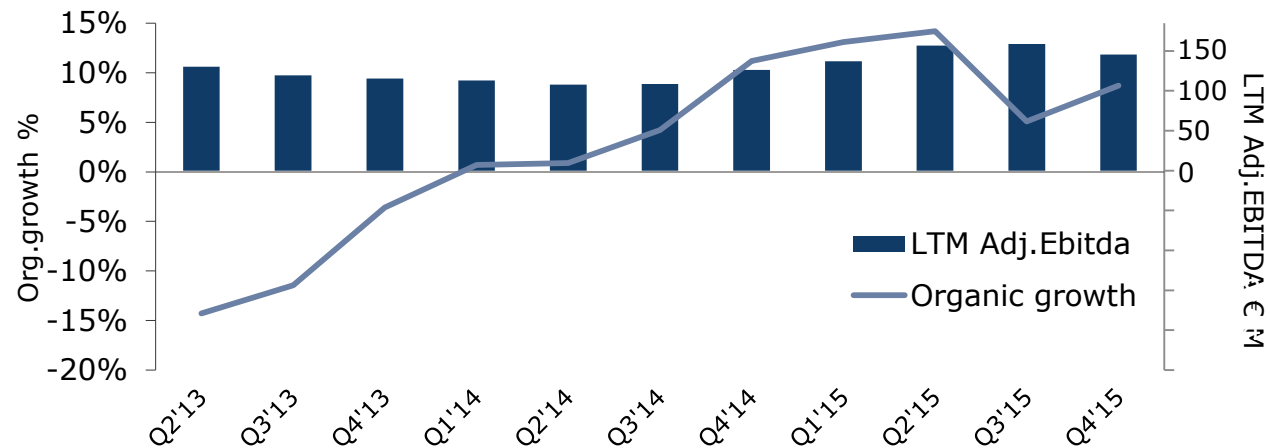
Optical, Connectivity & Fiber

- Solid demand in EU, US and Australia, while Brazil is still suffering from a difficult macro environment.
- Prices broadly stable vs. 2014. Margin improving thanks to scale effect, industrial footprint optimization and fibre cost reduction.

MMS

- High single-digit organic growth Positive trend in Europe, supported by the growth of datacenters.

Quarter organic growth* and LTM Adj. Ebitda evolution



* % change vs. same quarter of previous year

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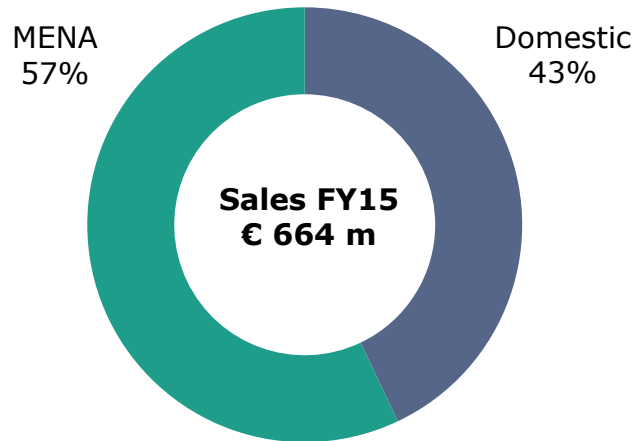
- Appendix

Focus on Oman Cables Industry Acquisition

A perfect example of "Bolt-on" acquisition.



2015 Sales Breakdown (€ million ⁽¹⁾)



(1) 2015 average EUROMR spot FX rate 0.4268

Strategic Position



Structure of the Deal

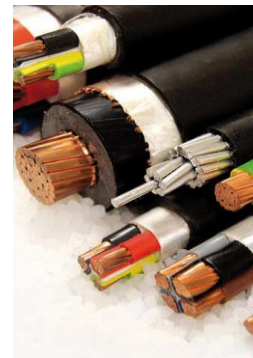
STRUCTURE OF THE DEAL

- Acquisition of approx. 16% stake in listed company OCI
- Total cash consideration € 105 million
- OCI Balance Sheet consolidated at 31 Dec 2015; P&L consolidated as of 1st Jan 2016.

STRATEGIC RATIONALE

- Geographic diversification toward middle-east region.
- No import duties in GCC market.
- Low integration risk. Solid track record.

Product Range



- Building Wire and Cable
- LV and MV power cables (up to 33kV)
- Control cables for industrial applications

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Profit and Loss Statement

Euro Millions

	FY 2015	FY 2014	WL effect FY'15 vs. FY'14
Sales	7,361	6,840	(44)
<i>YoY total growth</i>	7.6%	(2.2%)	
<i>YoY organic growth</i>	5.3%	1.8%	
<i>YoY organic growth excl. WL</i>	5.9%	2.7%	
Adj.EBITDA	623	509	68
<i>% on sales</i>	8.5%	7.4%	
Adj.EBITDA excl. WL	649	603	-
<i>% on sales</i>	8.7%	8.7%	
Non recurring items	(1)	(13)	-
EBITDA	622	496	68
<i>% on sales</i>	8.4%	7.2%	
Adj.EBIT	473	365	68
<i>% on sales</i>	6.4%	5.3%	
Non recurring items	(1)	(13)	-
Special items	(73)	(40)	-
EBIT	399	312	68
<i>% on sales</i>	5.4%	4.5%	
Financial charges	(89)	(140)	
EBT	310	172	68
<i>% on sales</i>	4.2%	2.5%	
Taxes	(96)	(57)	(20)
<i>% on EBT</i>	31.0%	33.0%	
Net income	214	115	48
<i>% on sales</i>	2.9%	1.7%	
Net income excl. WL	232	181	-
<i>% on sales</i>	3.2%	2.6%	

(26) in FY'15
(94) in FY'14

(18) in FY'15
(66) in FY'14

Non Recurring and Special Items on EBIT

Euro Millions

	FY 2015	FY 2014
Antitrust investigation	29	31
Restructuring	(53)	(48)
Price adjustments	-	22
Other	23	(18)
EBITDA adjustments	(1)	(13)
Special items	(73)	(40)
<i>Gain/(loss) on metal derivatives</i>	(27)	7
<i>Assets impairment</i>	(21)	(44)
<i>Other</i>	(25)	(3)
EBIT adjustments	(74)	(53)

Financial Charges

Euro Millions

	FY 2015	FY 2014
Net interest expenses	(73)	(87)
<i>of which non cash Conv.Bond interest exp.</i>	(8)	(8)
Bank fees amortization	(4)	(7)
Gain/(loss) on exchange rates	(31)	(20)
Gain/(loss) on derivatives ¹⁾	12	(16)
Non recurring effects	7	(10)
Net financial charges	(89)	(140)

1) Includes currency and interest rate derivatives

Statement of financial position (Balance Sheet)

Euro Millions

	31 Dec 2015	New Perimeter Acquired	31 Dec 2014
Net fixed assets	2,480	280	2,219
<i>of which: goodwill</i>	539	157	380
<i>of which: other intangible assets</i>	183	28	181
<i>of which: property, plants & equipment</i>	1,551	95	1,414
Net working capital	342	230	407
<i>of which: derivatives assets/(liabilities)</i>	(41)	(3)	(16)
<i>of which: Operative Net working capital</i>	383	233	423
Provisions & deferred taxes	(307)	(26)	(281)
Net Capital Employed	2,515	483	2,345
Employee provisions	341	4	360
Shareholders' equity	1,424		1,183
<i>of which: attributable to minority interest</i>	146	115	33
Net financial position	750	78	802
Total Financing and Equity	2,515	197	2,345

Cash Flow

Euro Millions

	FY 2015	FY 2014	
Adj.EBITDA	623	509	
Non recurring items	(1)	(13)	
EBITDA	622	496	
Net Change in provisions & others	(75)	(53)	
Share of income from investments in op.activities	(39)	(43)	
Cash flow from operations (before WC changes)	508	400	
Working Capital changes	243	(1)	
Dividends received	17	36	
Paid Income Taxes	(71)	(72)	
Cash flow from operations	697	363	
Acquisitions	(138)	9	
Net Operative CAPEX	(200)	(155)	
Free Cash Flow (unlevered)	359	217	
Financial charges	(100)	(110)	
Free Cash Flow (levered)	259	107	
Free Cash Flow (levered) excl. acquisitions	397	98	
Dividends	(91)	(90)	
Other equity movements & treasury shares buy-back	3	(20)	
Net Cash Flow	171	(3)	
NFP beginning of the period	(802)	(805)	
Net cash flow	171	(3)	
Other variations (including OCI gross debt)	(119)	6	
NFP end of the period	(750)	(802)	
			Δ NFP 2010PF -2015
			NFP Pro-forma 2010* (1,214)
			NFP 2015 (750)
			Δ NFP 464
			<i>Of which: Cumulated 2011-15</i>
			FCF lev. excl. acquisitions 1171
			<i>Dividends & Buyback (374)</i>
			<i>Acquisitions (215)</i>
			<i>NFP acquired from M&A (83)</i>
			<i>Other non-cash movements** (35)</i>
			Δ NFP 464

* Includes debt originated by Transaction costs (€ 19m) and Refinancing costs (€ 7m) related to Draka acquisition in 2011

** Includes Other Equity movements and Other variations

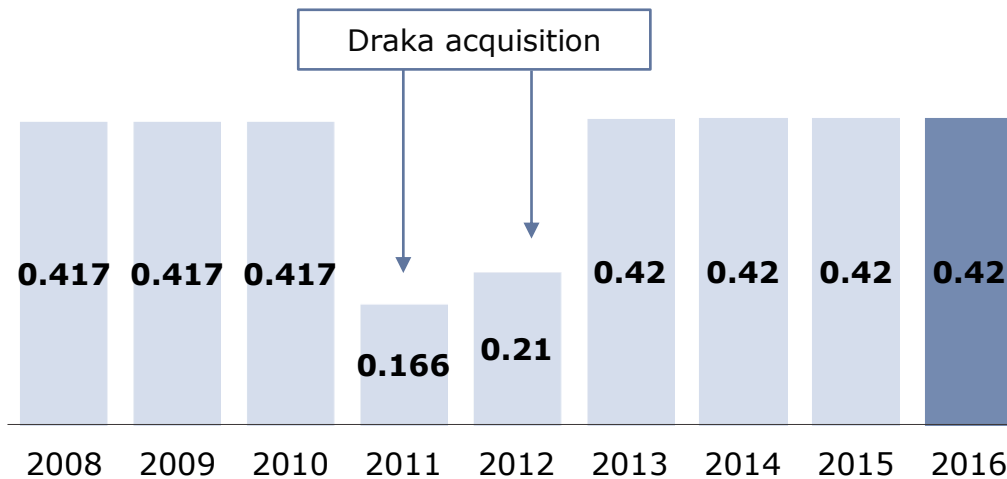
Dividend proposal

Dividend proposed to the forthcoming Shareholders' Meeting

- **Dividend Per Share € 0.42**

- Total payout: € 90 millions
- Ex-dividend date: 18 April 2016
- Payment date: 20 April 2016

DPS evolution (Euro per share)



Total Shares ⁽¹⁾

216,720,922

Shares with dividend right ⁽²⁾

214,013,746

Dividend Yield ⁽³⁾

2.2%

(1) Outstanding as of February 23, 2016

(2) Shares with dividend right: Total shares outstanding (216,720,922) – Treasury shares owned by the Company (2,707,176)

(3) Based on 2015 average price (€ 19.1)

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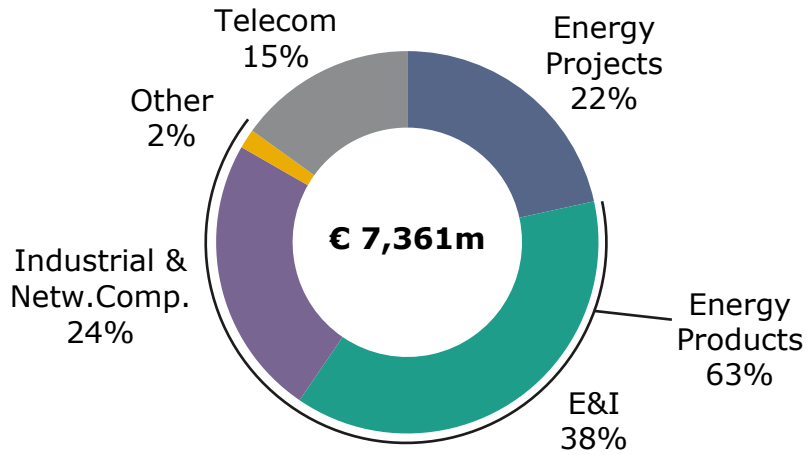
- Financial results

- **Appendix**

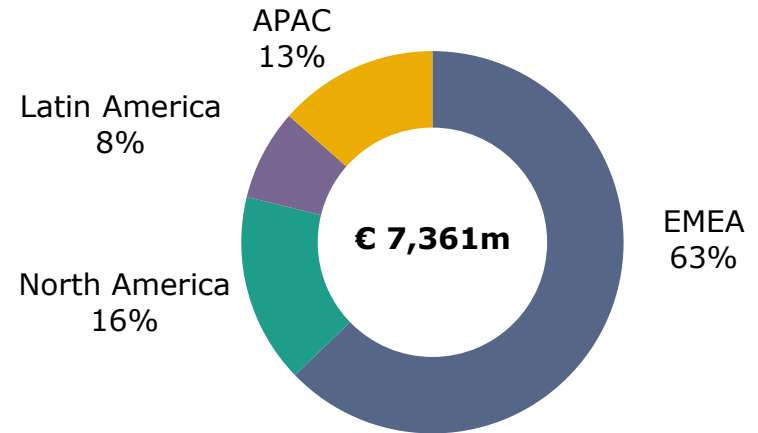
Prysmian group at a glance

FY 2015 Financial Results

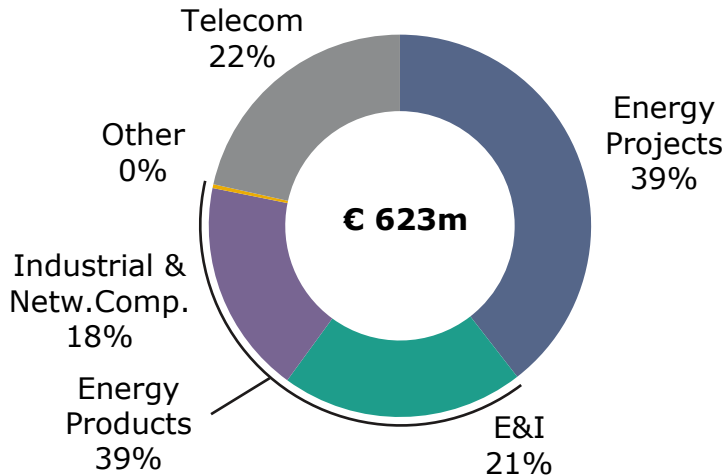
Sales breakdown by business



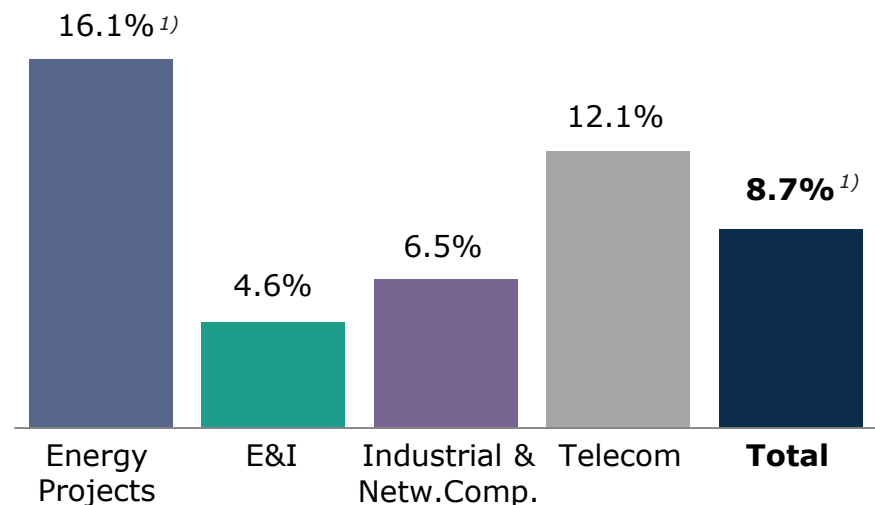
Sales breakdown by geography



Adj. EBITDA by business



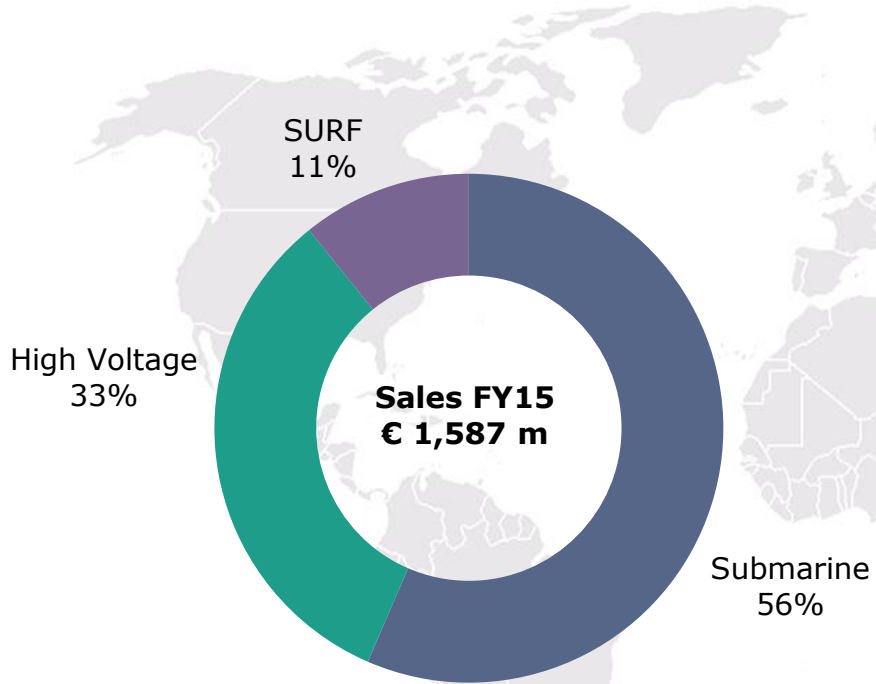
Adj. EBITDA margin



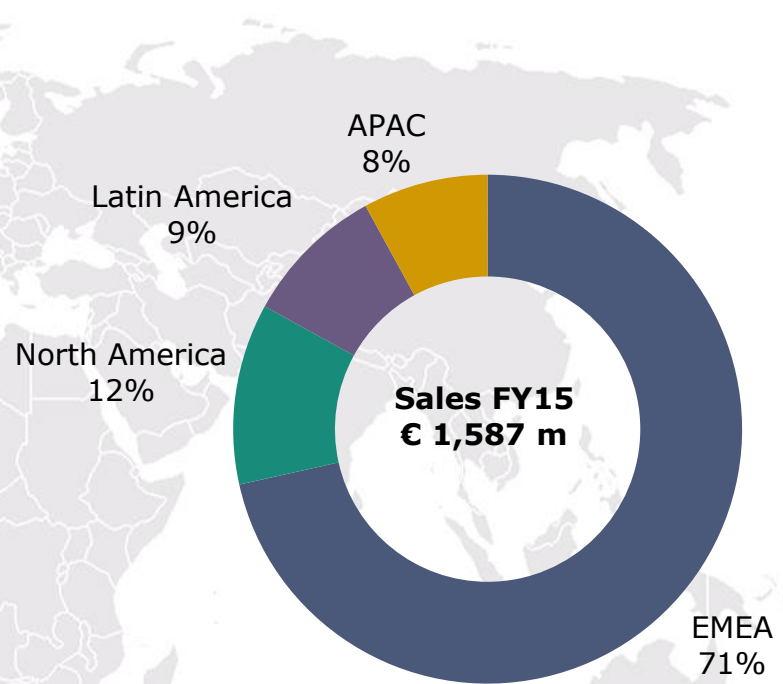
Energy Projects

Sales breakdown

Sales by business



Sales by geographical area

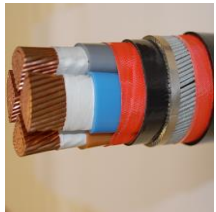
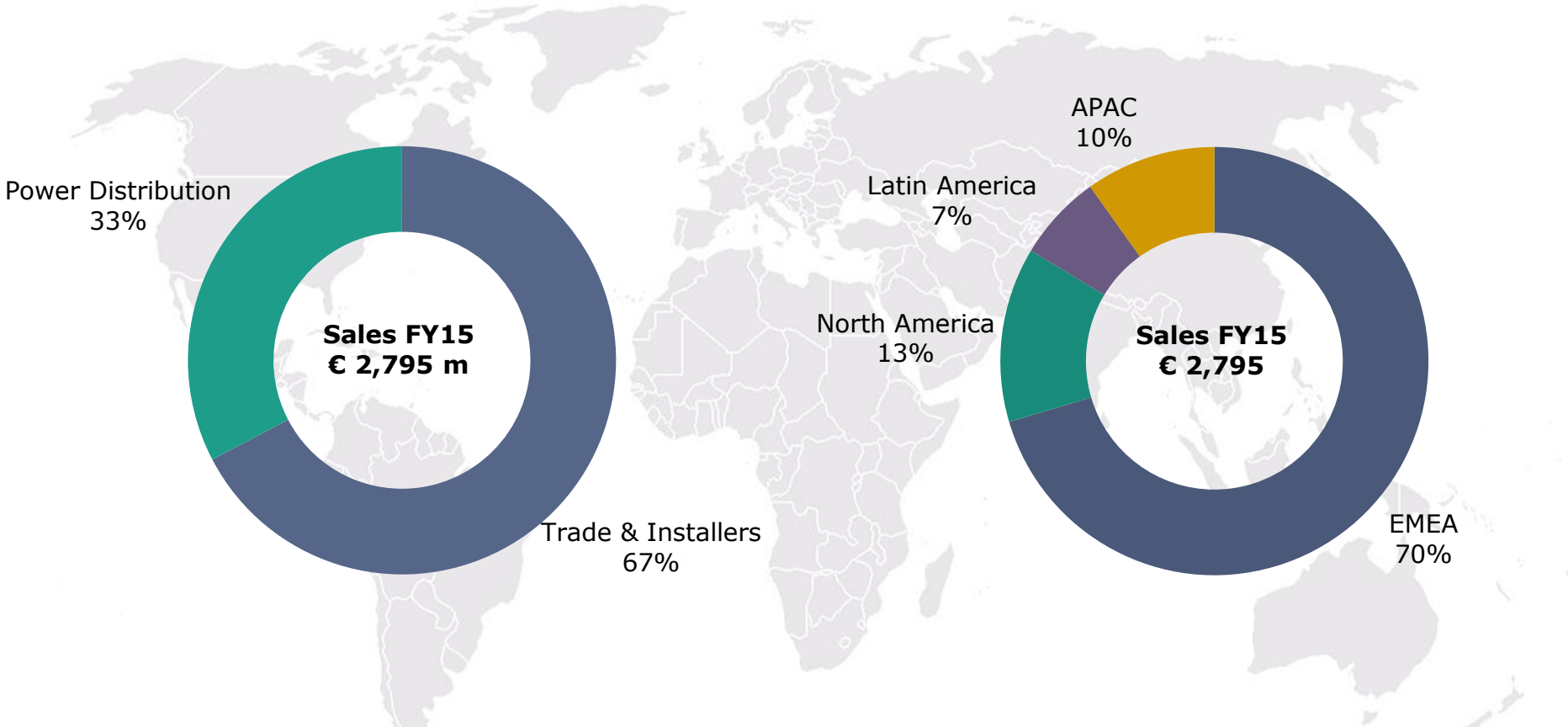


Energy & Infrastructure

Sales breakdown

Sales by business

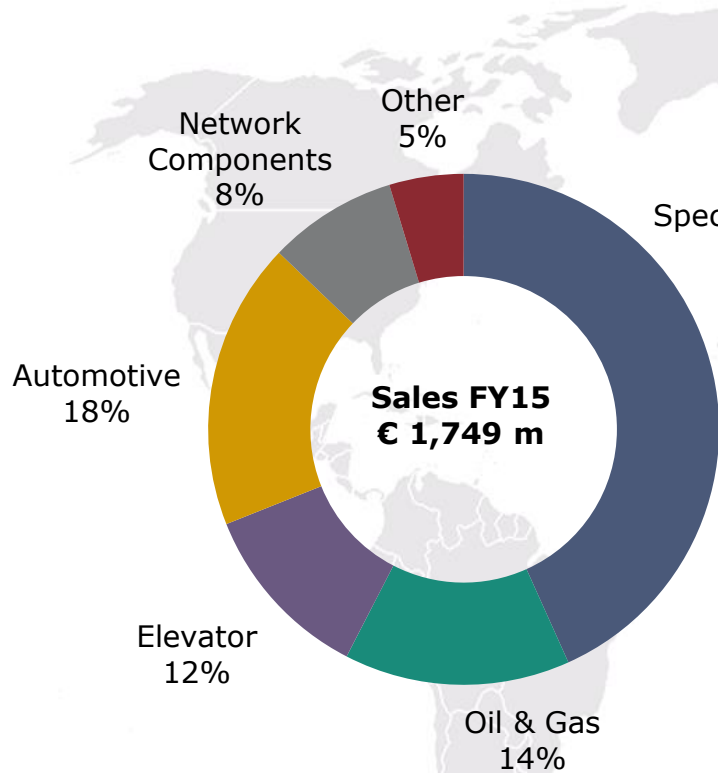
Sales by geographical area



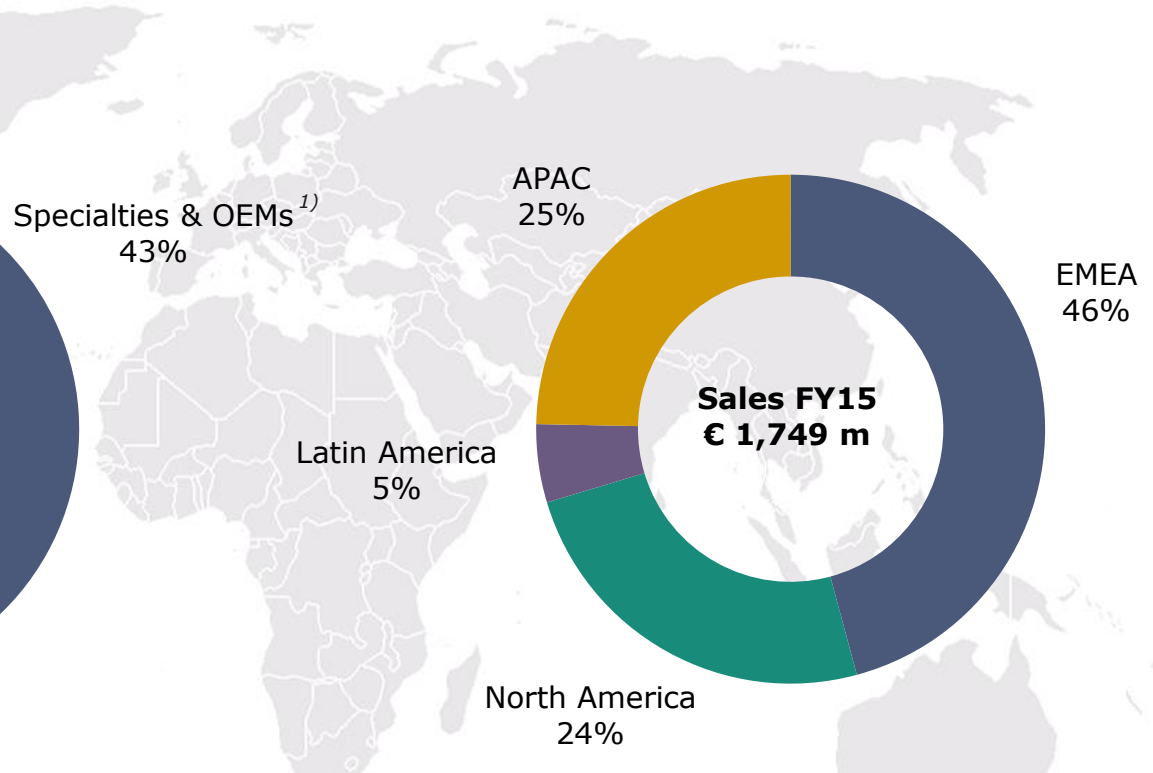
Industrial & Network Components

Sales breakdown

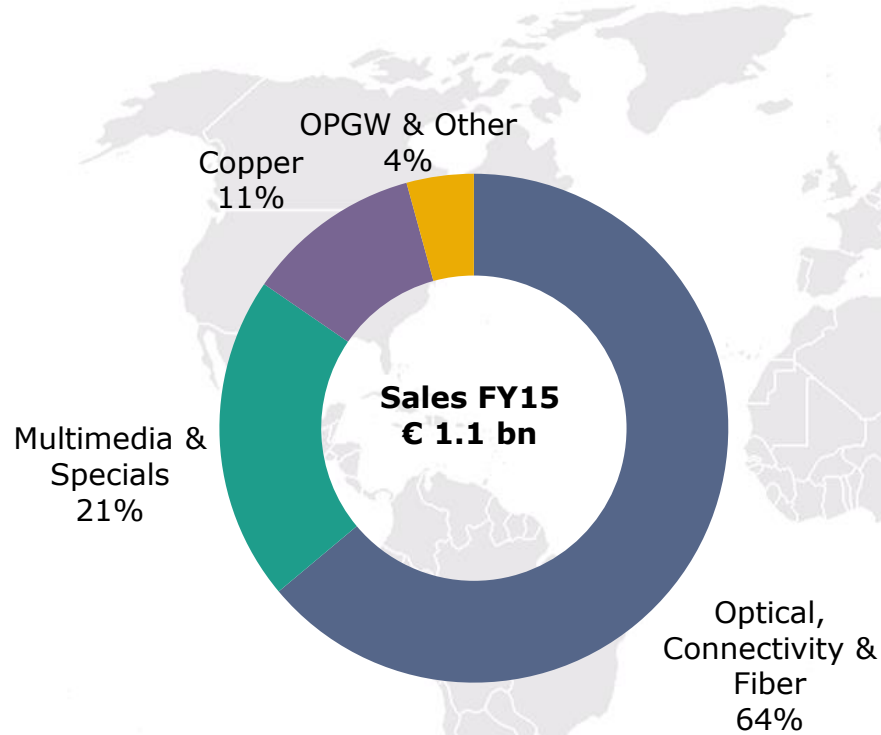
Sales by business



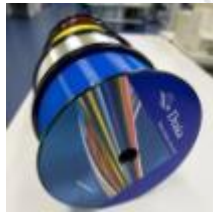
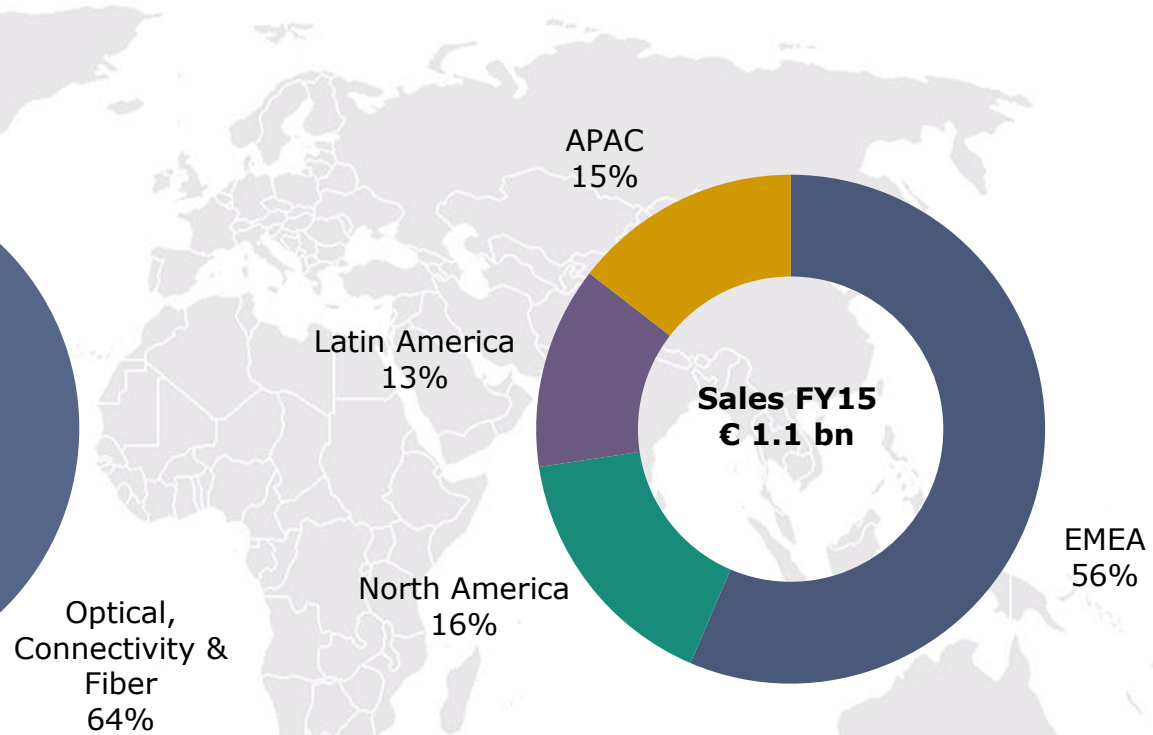
Sales by geographical area



Sales by business



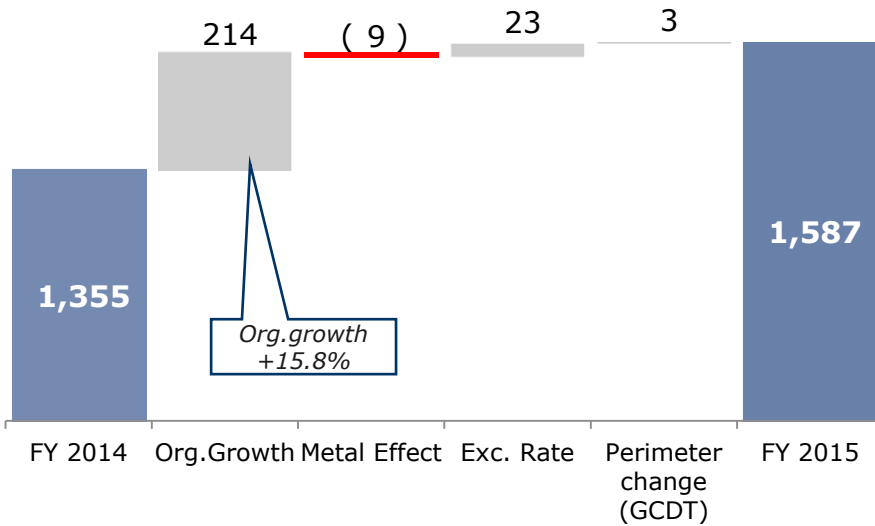
Sales by geographical area



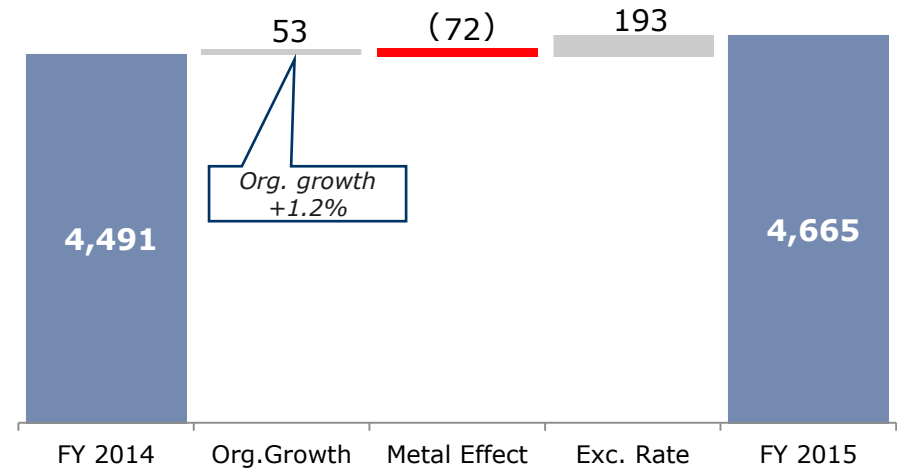
Bridge Consolidated Sales

Euro Millions

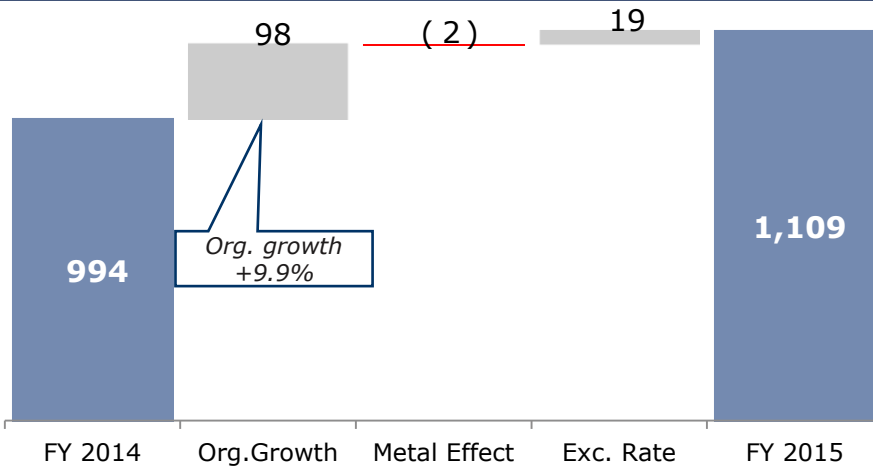
Energy Projects



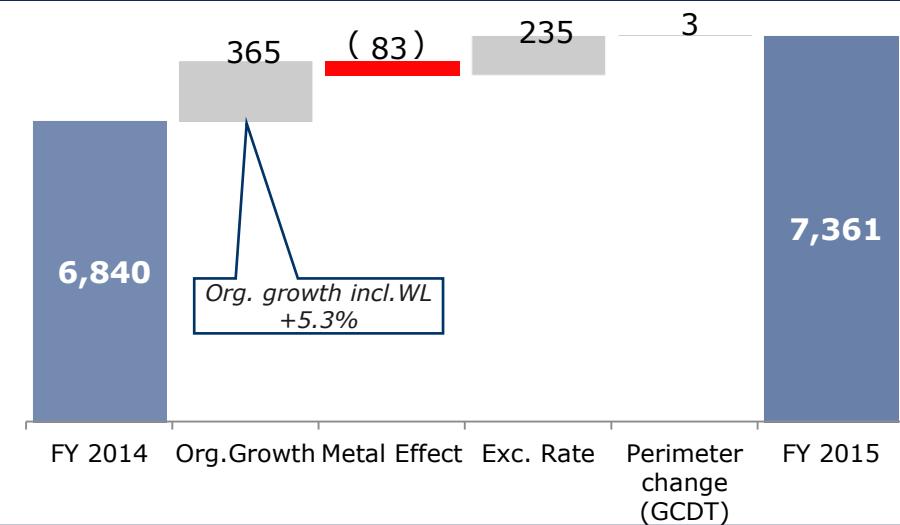
Energy Products



Telecom



Total Consolidated



Profit and Loss Statement

Euro Millions

	FY 2015 excl. WL submarine project effect	FY 2015 WL submarine project effect	FY 2015	FY 2014 excl. WL submarine project effect	FY 2014 WL submarine project effect	FY 2014
Sales	7,466	(105)	7,361	6,901	(61)	6,840
<i>YoY total growth</i>	8.2%		7.6%	(1.3%)		(2.2%)
<i>YoY organic growth</i>	5.9%		5.3%	2.7%		1.8%
Adj.EBITDA	649	(26)	623	603	(94)	509
<i>% on sales</i>	8.7%		8.5%	8.7%		7.4%
Non recurring items	(1)	-	(1)	(13)	-	(13)
EBITDA	648	(26)	622	590	(94)	496
<i>% on sales</i>	8.7%		8.4%	8.5%		7.2%
Adj.EBIT	499	(26)	473	459	(94)	365
<i>% on sales</i>	6.7%		6.4%	6.7%		5.3%
Non recurring items	(1)	-	(1)	(13)	-	(13)
Special items	(73)	-	(73)	(40)	-	(40)
EBIT	425	(26)	399	406	(94)	312
<i>% on sales</i>	5.7%		5.4%	5.9%		4.5%
Financial charges	(89)	-	(89)	(140)	-	(140)
EBT	336	(26)	310	266	(94)	172
<i>% on sales</i>	4.5%		4.2%	3.9%		2.5%
Taxes	(104)	8	(96)	(85)	28	(57)
<i>% on EBT</i>	30.9%		31.0%	32.0%		33.0%
Net income	232	(18)	214	181	(66)	115
<i>% on sales</i>	3.1%		2.9%	2.6%		1.7%

Energy Projects Segment – Profit and Loss Statement

Euro Millions

	FY 2015 excl. WL effect	FY 2015 WL effect	FY 2015	FY 2014 excl. WL effect	FY 2014 WL effect	FY 2014
Sales to Third Parties	1,692	(105)	1,587	1,416	(61)	1,355
<i>YoY total growth</i>	19.5%		17.1%	4.2%		(0.3%)
<i>YoY organic growth</i>	18.2%		15.8%	6.1%		1.7%
Adj. EBITDA	272	(26)	246	248	(94)	154
<i>% on sales</i>	16.1%		15.5%	17.5%		11.3%
Adj. EBIT	228	(26)	202	208	(94)	114
<i>% on sales</i>	13.5%		12.7%	14.7%		8.4%

Energy Products Segment – Profit and Loss Statement

Euro Millions

		FY 2015	FY 2014
Sales to Third Parties	E&I	2,795	2,677
	<i>YoY total growth</i>	4.4%	(2.6%)
	<i>YoY organic growth</i>	3.0%	2.7%
	Industrial & Netw. Comp.	1,749	1,708
	<i>YoY total growth</i>	2.4%	(4.4%)
	<i>YoY organic growth</i>	(2.3%)	(0.3%)
	Other	121	106
<i>YoY total growth</i>	14.1%	(7.6%)	
<i>YoY organic growth</i>	11.8%	(4.8%)	
	ENERGY PRODUCTS	4,665	4,491
	<i>YoY total growth</i>	3.9%	(3.4%)
	<i>YoY organic growth</i>	1.2%	1.4%
Adj. EBITDA	E&I	128	108
	<i>% on sales</i>	4.6%	4.1%
	Industrial & Netw. Comp.	113	126
	<i>% on sales</i>	6.5%	7.4%
	Other	2	5
<i>% on sales</i>	1.9%	4.6%	
	ENERGY PRODUCTS	243	239
	<i>% on sales</i>	5.2%	5.3%
Adj. EBIT	E&I	93	74
	<i>% on sales</i>	3.3%	2.8%
	Industrial & Netw. Comp.	88	100
	<i>% on sales</i>	5.0%	5.9%
	Other	0	3
<i>% on sales</i>	0.3%	3.2%	
	ENERGY PRODUCTS	181	177
	<i>% on sales</i>	3.9%	3.9%

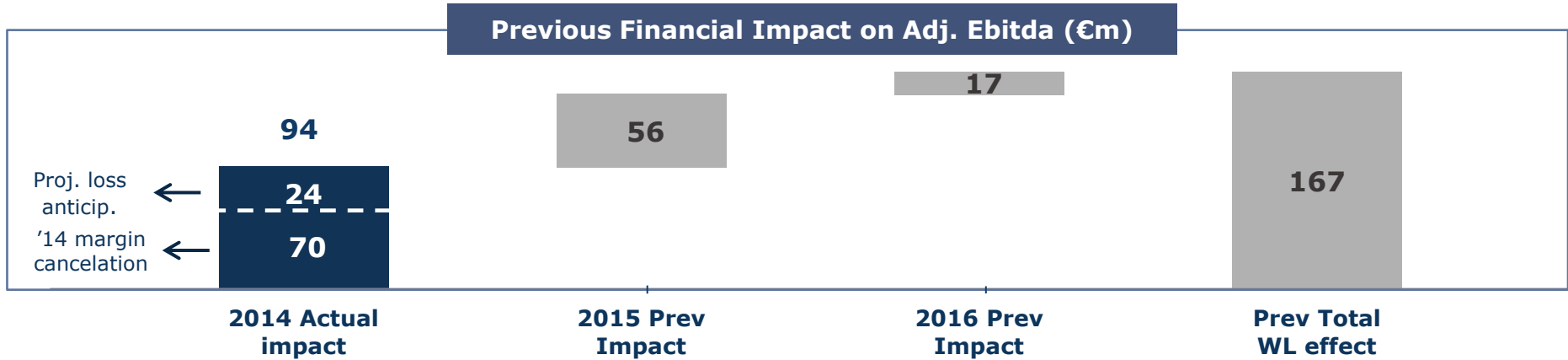
Telecom Segment – Profit and Loss Statement

Euro Millions

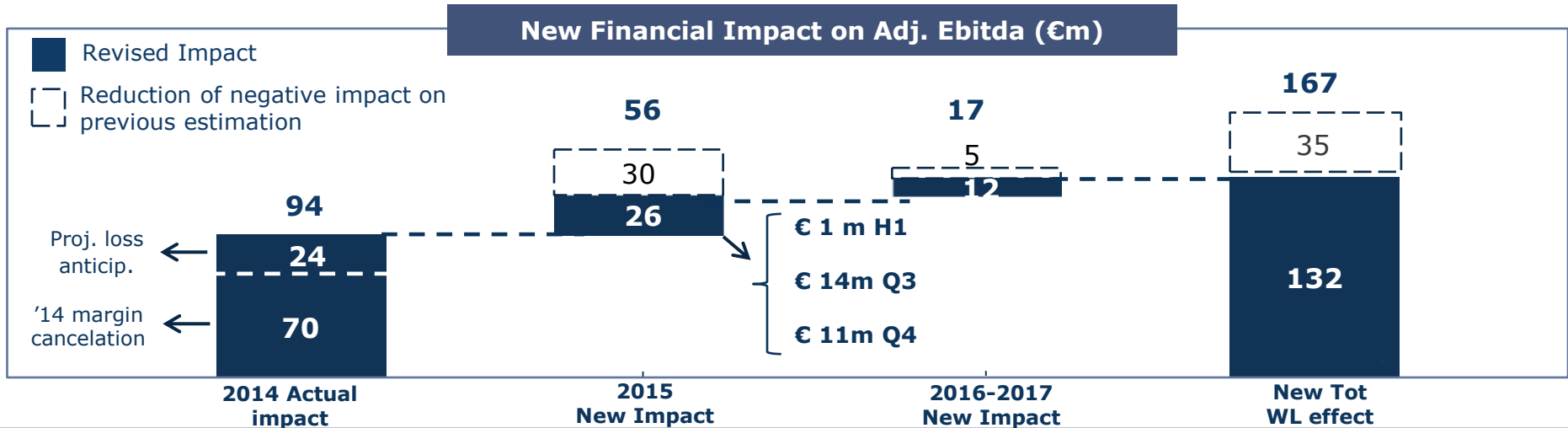
	FY 2015	FY 2014
Sales to Third Parties	1,109	994
<i>YoY total growth</i>	<i>11.6%</i>	<i>0.8%</i>
<i>YoY organic growth</i>	<i>9.9%</i>	<i>4.0%</i>
Adj. EBITDA	134	116
<i>% on sales</i>	<i>12.1%</i>	<i>11.7%</i>
Adj. EBIT	90	74
<i>% on sales</i>	<i>8.1%</i>	<i>7.4%</i>

Western Link effect: new financial impact

Euro 35 Millions project's result improvement



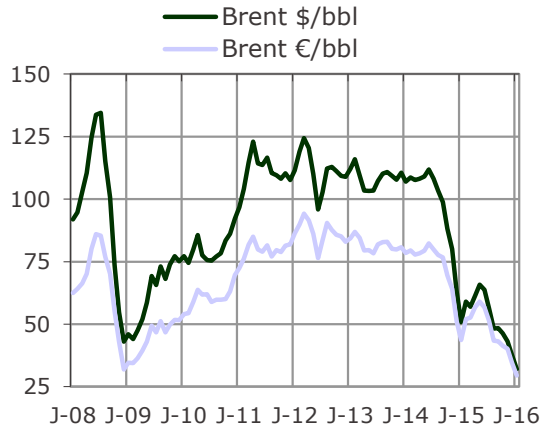
- Highlights and Actions**
- Improved efficiency of the manufacturing process
 - Project execution accelerated thanks to recovery of full capacity
 - Enhanced warranty and extended project timing agreed between the parties



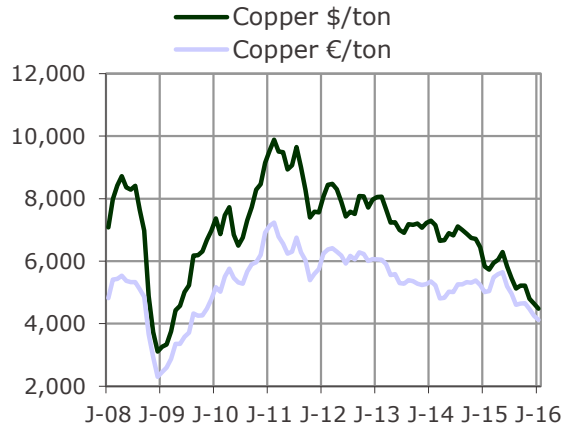
Reference Scenario

Commodities & Forex

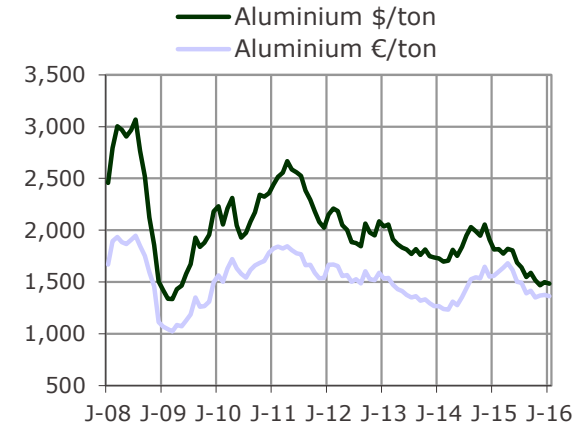
Brent



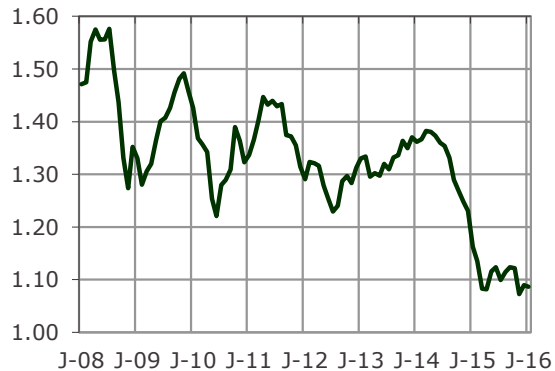
Copper



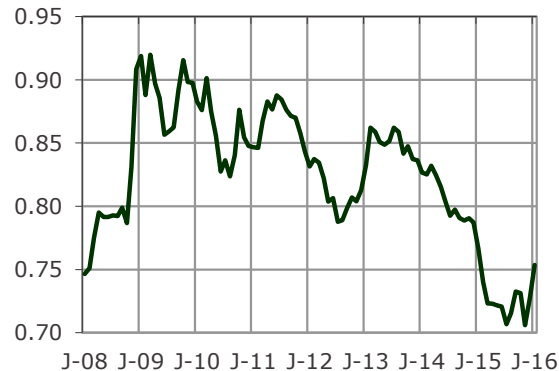
Aluminium



EUR / USD



EUR / GBP



EUR / BRL



Based on monthly average data
Source: Nasdaq OMX

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