

Prysmian
Group

Linking
the Future



First Half 2021 Financial Results

Milan, 28 July 2021



**1H 2021
Highlights**

**Financial
Results**

ESG

Appendix

1H 2021 Key highlights

SOLID PERFORMANCE CONTINUED IN Q2: +16.9% org. growth*

Strong recovery of Telecom and Energy Business driven by T&I, OEM & Renewables and Automotive

RESILIENT MARGINS: 7.8% Adj EBITDA Margin

Solid volume trend, cost efficiency and price management to balance raw materials cost inflation.

Negative forex impact (-22 €M).

NEW ORDERS ACCELERATING IN PROJECTS BUSINESS

More than 1.2 €Bn of new orders in H1

LEONARDO DA VINCI

The world's most advanced cable-laying vessel entering in operation to support the Energy Transition



Highest carousel capacity in the market
Highest pulling/towing capacity in its class
Deepest power cable installations up to 3,000 meters

More than 1.2 €Bn of new orders in H1

1 SOO Green HVDC Underground Link (~ 900 \$M cables)

The biggest single project ever awarded to Prysmian



2 Sofia offshore wind project (~ 240 €M)

440 km of HVDC submarine export cables and 15 km of land cables for the 1.4 GW Sofia Offshore Wind Farm project

3 Turkish Crossing (~140 €M)

Two HV submarine power cable links, one between Europe and Asia, the other across the Izmit Gulf in Asia

4 Ibiza – Formentera link (~ 46 €M)

Two HVAC 132 kV three-core export submarine power cables with XLPE insulation

1H 2021 Financial highlights

SALES

SALES	ORGANIC GROWTH*
6,034 €M	10.5%

SOLID ORGANIC GROWTH

- +15.5% Telecom, recovery confirmed by a strong Q2 (19.6%)
- +10% E&I, mainly driven by T&I (38.5% in Q2)
- +9.3% Industrial & NWC driven by OEM & Renewables and Automotive

ADJ. EBITDA

ADJ. EBITDA	ADJ. EBITDA MARGIN
470 €M	7.8%

RESILIENT MARGINS

- Energy Business Adj. EBITDA higher than pre-Covid 19 level
- Resilient margins despite raw material increase thanks to efficiency initiatives
- Sound volume and strong efficiency measures in Telecom
- Negative forex impact (-22 €M)

FREE CASH FLOW

FCF LTM	NET DEBT
447 €M	2,387 €M

FREE CASH FLOW

447 €M of FCF LTM excluding antitrust and acquisition cash-out

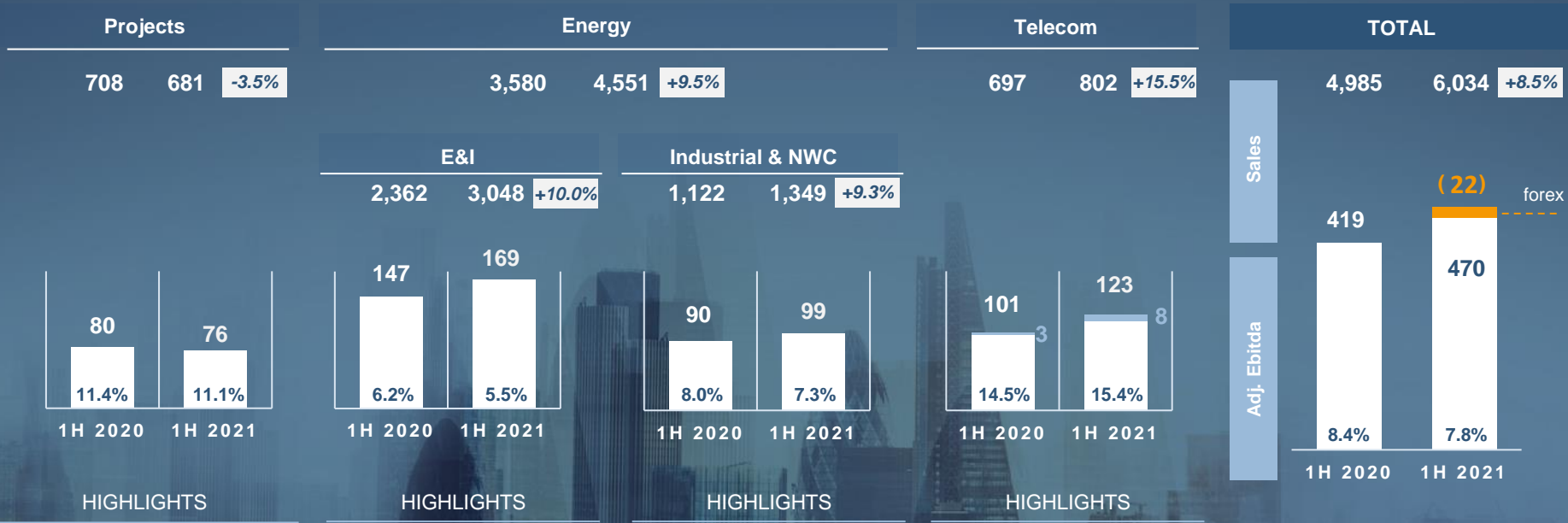
Sound performance in Energy and Telecom; Projects improving

Sales

Adj. Ebitda

Sales

Adj. Ebitda



HIGHLIGHTS

Recovery started in Q2, with acceleration expected in H2, driven by Submarine and German Corridors execution

Backlog at 3,820 M€

Intense tendering activity ongoing

HIGHLIGHTS

Solid organic growth in T&I, partially offset by Overhead and PD (normalizing in North America, after 2020 strong growth)

HIGHLIGHTS

Strong organic growth in OEM, Automotive & Network Components, positive Elevators and Renewables.

HIGHLIGHTS

Improvement confirmed by strong Q2 (+19.6%), supported by sound volume trend especially in the US.

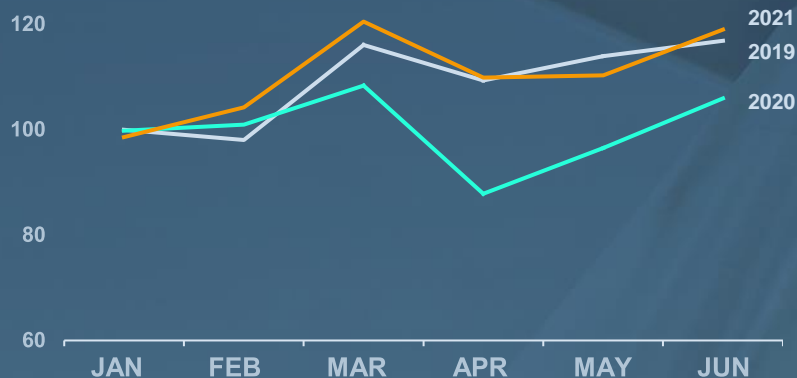
Cost efficiency measures and mix partly offsetting price pressure

■ 1H 2021 organic growth

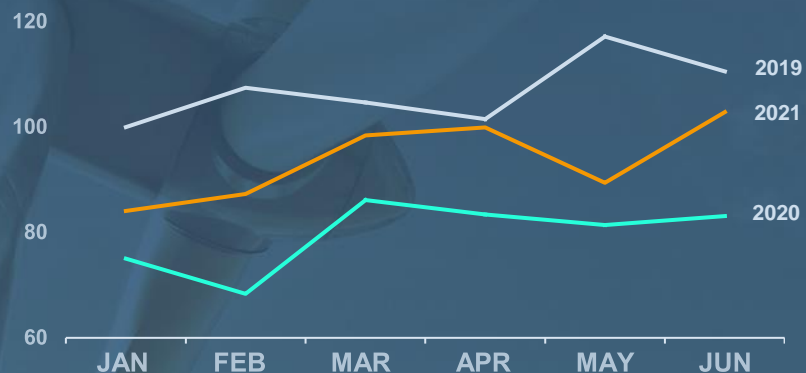
■ Share of net income

Energy and Telecom: recovery path

ENERGY

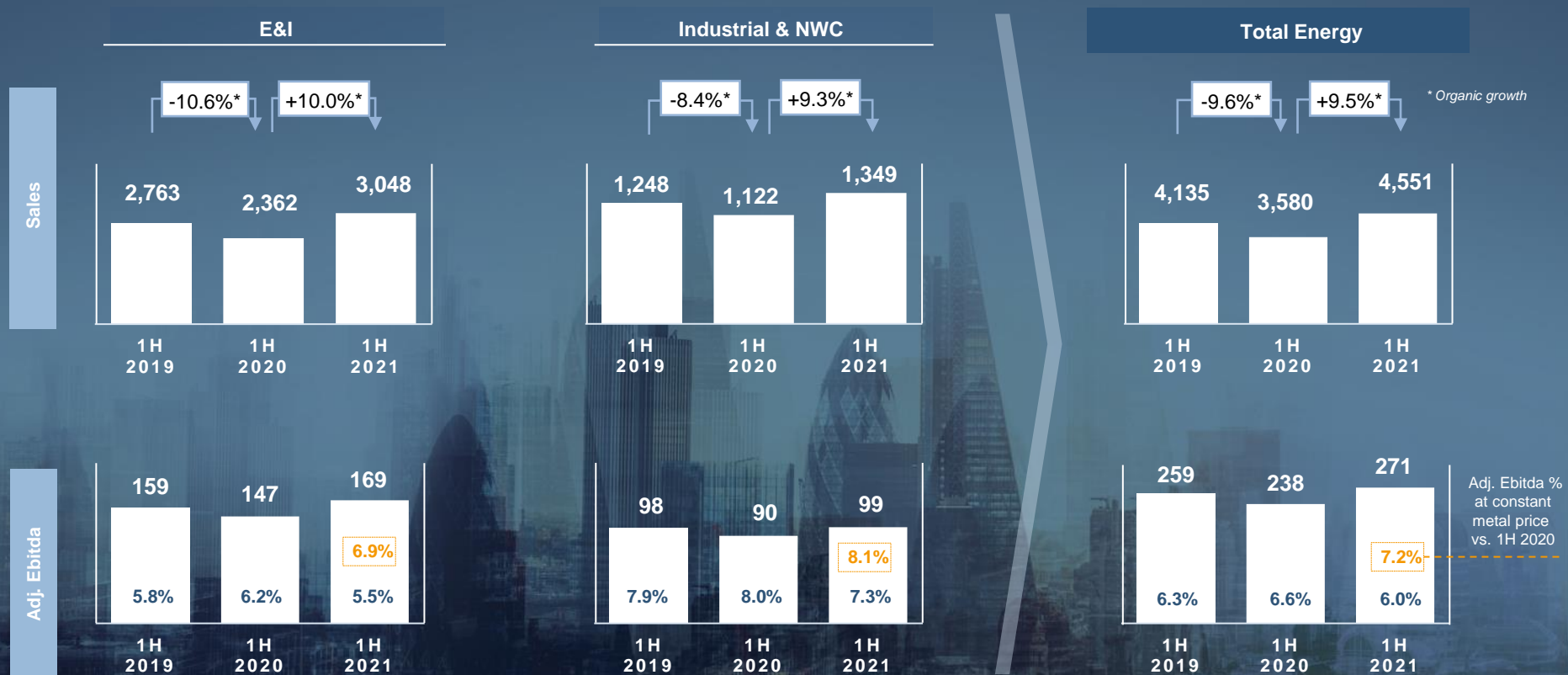


TELECOM

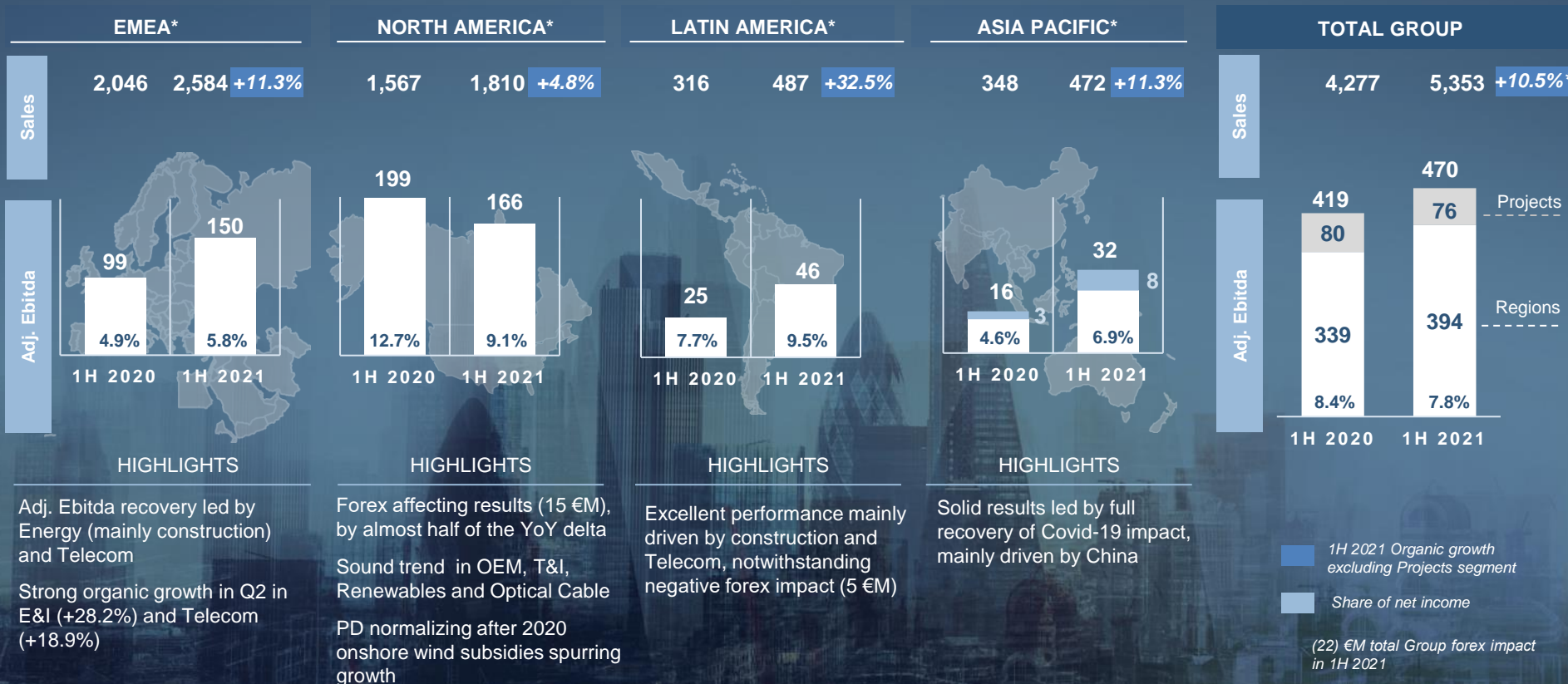


Monthly volume evolution
baseline: Jan 2019
Optical cable business only in Telecom

Energy Business recovery at Pre-pandemic level with better margins



A global recovery: the value of a wide geographical presence



■ 1H 2021 Organic growth excluding Projects segment
 ■ Share of net income

(22) €M total Group forex impact in 1H 2021

Upgrading 2021 outlook

PREVIOUS 2021 GUIDANCE

2021 ADJ. EBITDA TARGET (€M) **870** ↔ **940**

2021 FCF TARGET (€M) FCF before acquisition & disposals ~ **300 ±20%**

NEW 2021 GUIDANCE

2021 ADJ. EBITDA TARGET (€M) **920** ↔ **970**

2021 FCF TARGET (€M) FCF before acquisition & disposals ~ **300 ±20%**

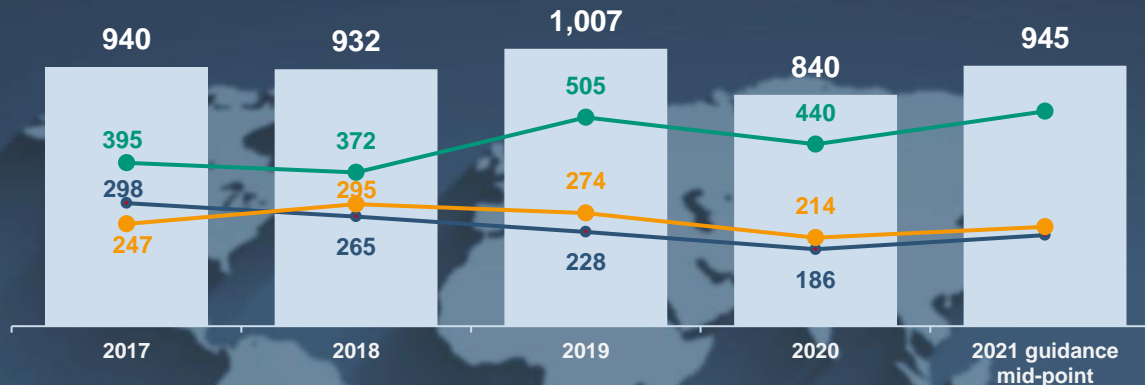
KEY ASSUMPTIONS

Solid demand continuing in ENERGY and TELECOM; accelerating delivery trend in PROJECTS as expected

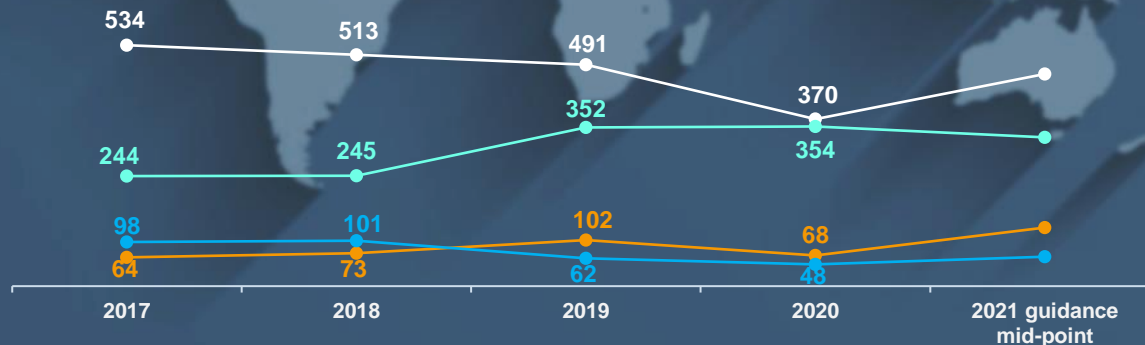
Resilience and Growth: the strategic fit of each segment and regions

Adj. EBITDA evolution (€M)

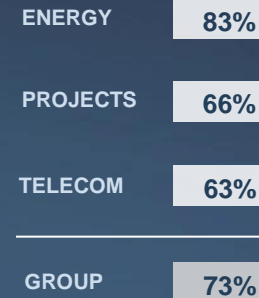
by Business



by Geography



Cash conversion



FCF & Dividends



Cumulated 2017-2020

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Profit and Loss Statement Euro Millions

	1H 2021	1H 2020
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<i>YoY organic growth</i>	8.5%	
Adj. EBITDA	470	419
<i>% on sales</i>	7.8%	8.4%
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<i>% on EBT</i>	31.1%	35.6%
NET INCOME	164	76
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Minorities	2	(2)
GROUP NET INCOME	162	78
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Adj. EBITDA Bridge

	Q1	Q2	1H
ADJ. EBITDA 2020	197	222	419
Projects	(7)	3	(4)
Energy	13	20	33
Telecom (ex-share of net income)	5	12	17
share of net income	5	-	5
ADJ. EBITDA 2021	213	257	470
of which Forex effect	(14)	(8)	(22)

Financial Charges

	1H 2021	1H 2020
Net interest expenses	(40)	(38)
of which non-cash conv.bond interest exp.	(7)	(5)
Financial costs IFRS 16	(2)	(3)
Bank fees amortization	(4)	(3)
Gain/(loss) on exchange rates and derivatives	(7)	(10)
Non recurring and other effects	13	(1)
Net financial charges	(40)	(55)

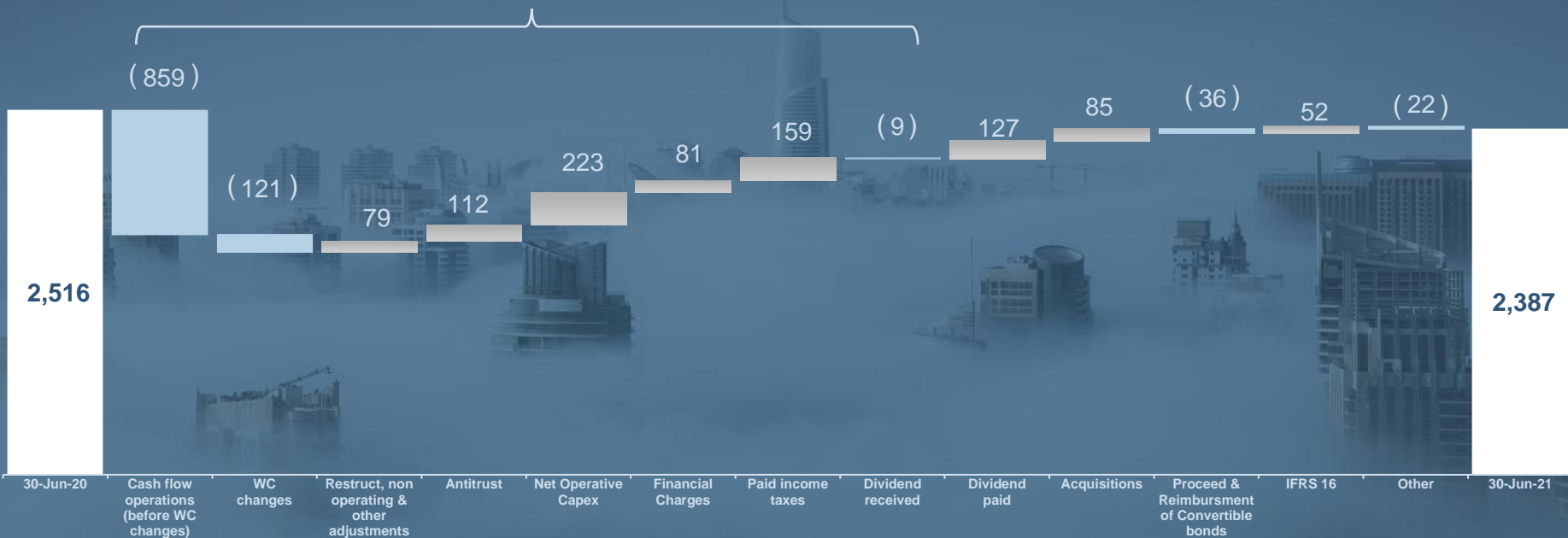
Statement of financial position (Balance Sheet) Euro Millions

	30 Jun 2021	30 Jun 2020	31 Dec 2020
Net fixed assets	5,061	5,153	4,971
of which: goodwill	1,596	1,590	1,508
Net working capital	1,129	1,088	523
of which: derivatives assets/(liabilities)	190	-	91
of which: Operative Net working capital	939	1,088	432
Provisions & deferred taxes	(578)	(711)	(579)
Net Capital Employed	5,612	5,530	4,915
Employee provisions	485	499	506
Shareholders' equity	2,740	2,515	2,423
of which: attributable to minority interest	168	181	164
Net financial debt	2,387	2,516	1,986
Total Financing and Equity	5,612	5,530	4,915

Cash Flow Euro Millions

NET DEBT EVOLUTION

+335 €M Free Cash Flow



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Sustainability in Prysmian Group DNA

From Public company to People company



PUBLIC COMPANY

Constituted by a broad shareholder base and committed to ensure the highest international standards of governance: 67% of Board members are independent / 42% are women.

Integrity as corporate value expressed through several policies: ethical code, anti-corruption policies, privacy & data protection, helpline programme, Sustainability Committee within the BoD to improve further sustainability of our business operations, company reputation and cooperation with stakeholders.



MANAGEMENT COMPANY

Remuneration scheme linked to ESG parameters for all Prysmian Group managers (Principal sustainability indices to which we belong, Gender diversity within management, Reduction of CO2 emissions and Health and Safety). Integrated management of sustainability risks.

Effective and efficient Corporate Governance system: achieve strategic objectives and create long-term sustainable value, comply with the legal and regulatory framework, efficient in terms of cost-effectiveness, fairness towards all the Group's stakeholders.



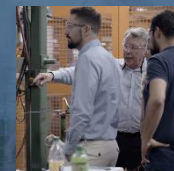
PEOPLE COMPANY

Support and recognize workers' abilities:

Almost 40% of our shareholders are ESG investors.

3.5% of the company's total 268.1 million shares are owned by Employees (over 9,200) and Top Management.

Continuous, multi-disciplinary and specialist trainings provided to our employees.



Prysmian Climate Change Ambition and Targets



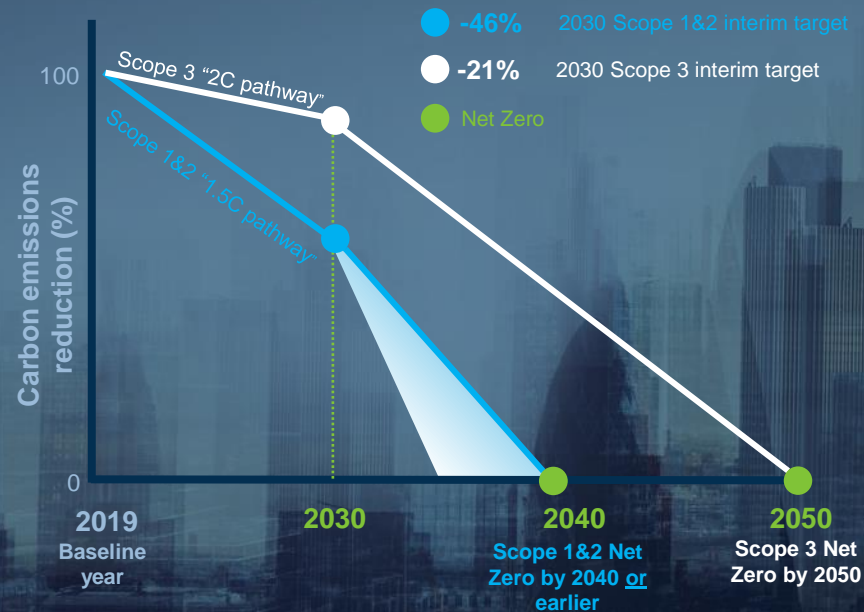
OUR NET ZERO CLIMATE AMBITION

Prysmian Group has set carbon reduction targets aligned with the Science Based Targets initiative and Net Zero ambition

Net Zero between 2035 and 2040 for our Scope 1&2 emissions, and by 2050 for our Scope 3 emissions

Interim 2030 science-based targets, against a 2019 baseline

Signed the Business Ambition for 1.5C Commitment Letter⁽¹⁾



Already working for an earlier delivery on carbon reduction targets

1 Decarbonise 80% of our Scope 1&2 carbon footprint

- phasing out SF6 emissions
- 100% renewable energy for electricity

2 Approx 100 €M of Capex

- Over the next ten years
- Across our global operations of over 130 sites

(1) The Business Ambition for 1.5°C is a campaign led by the Science Based Targets initiative in partnership with the UN Global Compact and the We Mean Business coalition.

Prysmian Social Ambition and Targets



Women STEM program



Reduced inequalities



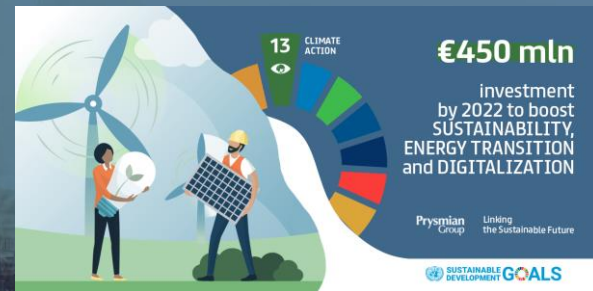
Investments to reduce Scope 1 and Scope 2 emissions



Digital inclusion




Gender balance in recruiting of desk workers



Investment to boost sustainability, energy transition and digitalization

Prysmian Social Ambition and Targets




UN Goals 2030	Prysmian Goals 2030	Target 2030	Definition	Baseline 2020
 <p><i>Achieve Gender Equality & Empower all Women and Girls</i></p>	<p>Gender Equality</p>	50/50 in Recruiting of Desk Workers	Yearly hiring of desk workers - Permanent HC from the external market	34/66
		30% of Women in Senior Leadership roles	Grade 20 (Band C) and above	13.3%
		25% of Women in the Total Workforce	Desk and Non Desk Workers	16.9%
		Zero Pay Gap – Desk Workers	Guarantee equal pay for equal work	7-8%*
		+ 500 women in a fully dedicated STEM program	Female STEM representation, involving hiring and development program	702 17%**

*Fine-tuning to be done with the new Workday platform.

** 17%=702/4060. STEM includes Manufacturing, Quality, Logistics, R&D, IT, Project Service and Installation.

Prysmian Social Ambition and Targets

UN Goals 2030	Prysmian Goals 2030	Target 2030	Definition	Baseline 2020
 <p><i>Reduce inequality within and among Countries</i></p>	<p>Race/ Ethnicity Inclusion</p>	<p>More than 30% of Executives from under-represented nationalities/ethnicities/origins</p>	<p>Increasing the number of Executives coming from under-represented nationalities/ethnicities/origins*</p>	<p>23%</p>
	<p>Empower Local Communities</p>	<p>Local mentoring programs for 500 students coming from minorities</p>	<p>Mentoring programs for students, potentially to be hired</p>	<p>-</p>
	<p>At least a project per year (e.g. build a new school/nursery, with focus on developing countries and vulnerable communities)</p>	<p>Projects aimed at improving the lives of local people. The project will depend on the basis of the region.</p>	<p>-</p>	
		<p>Local projects with donation of optical and electric cables</p>	<p>Donation of cables to improve the development of local communities.</p>	<p>-</p>

*Nationalities within Africa, Asia, GCC, Eastern Europe, Latin America and Oceania

Prysmian Social Ambition and Targets

UN Goals 2030	Prysmian Goals 2030	Target 2030	Definition	Baseline 2020
 <p><i>Build resilient infrastructure, promote inclusive and sustainable industrialization, foster innovation</i></p>	<p>Digital Inclusion</p>	<p>Connecting 100% (30,000) of our employees through global platforms, achieving a proper level of adoption</p>	<p>All employees will be connected through the group's platforms and digital channels</p>	<p>Around 10,000</p>
	<p>Health & Safety</p>	<p>Injuries Index towards 0</p>	<p>Gravity or Frequency T.B.D.</p>	<p>-</p>

Prysmian Social Ambition and Targets



UN Goals 2030	Prysmian Goals 2030	Target 2030	Definition	Baseline 2020
<div data-bbox="170 306 285 421"> <p>4 QUALITY EDUCATION</p> </div> <div data-bbox="316 306 432 421"> <p>8 DECENT WORK AND ECONOMIC GROWTH</p> </div> <p><i>Ensure lifelong learning opportunities for all</i></p> <p><i>Promote sustained, inclusive and sustainable economic growth, full and productive employment and decent work for all</i></p>	<p>Up-Skilling and Engagement</p>	<p>40 yearly hours per capita of experienced learning for all employees, including training on company values, unconscious bias and inclusive leadership</p>	<p>40 hours of formal training, training on-the-job, cross functional projects, self-learning, internal projects, to become an even stronger expert and performer</p>	<p>17</p>
		<p>More than 25% of employees is involved in mobility/growth experience every year</p>	<p>25% of our Desk-worker population will have a job change, job enlargement, promotion or lateral move every year</p>	<p>Approx. 10%*</p>
		<p>50% of employees as stable shareholders through share ownership plans (YES)</p>	<p>Employees as Company owners</p>	<p>Approx. 35%</p>
		<p>Higher than 80% response rate to Engagement Survey</p>	<p>Employees engagement</p>	<p>67%</p>
		<p>Leadership Impact Index improved to 70-80%</p>	<p>Leadership Impact Index has been designed to boost managerial skills, in order to make managers and leaders more accountable for the engagement of their teams</p>	<p>57% (2019)</p>

*HR estimates conducted without the platform

Chief Sustainability Officer

ESG Committee (Ind. Board Members)

Group Leadership Team

Sustainability internal Steering Co.

Diversity & Inclusion int. Steering Co.

Local Sustainability Ambassadors

*“The future depends on
what you do today”
Mahatma Gandhi*



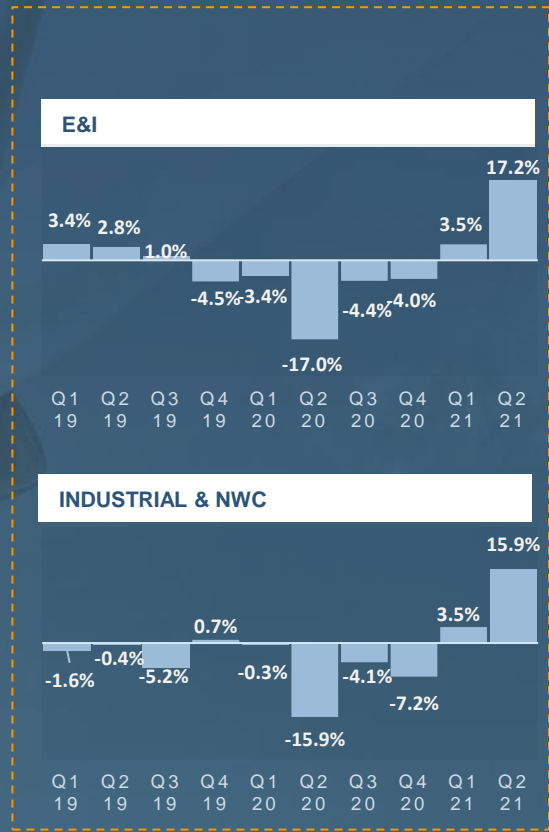
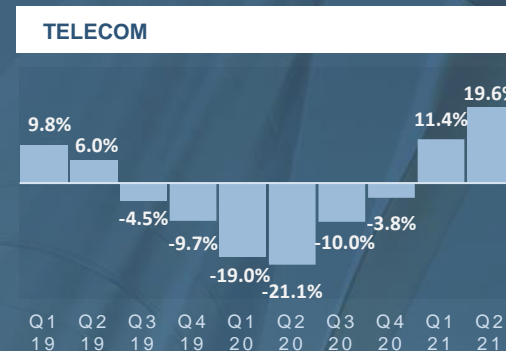
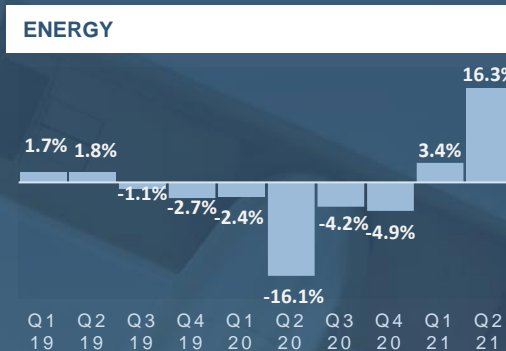
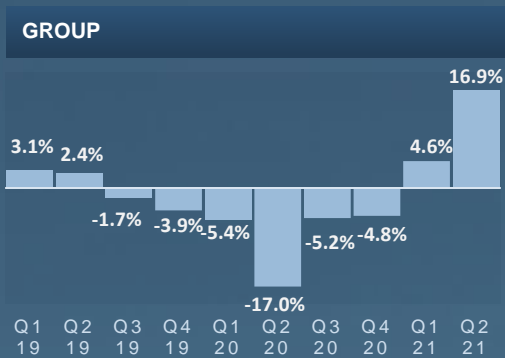
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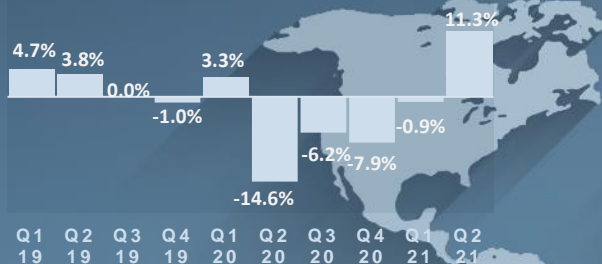
Appendix

Energy and Telecom: a recovery path to pre-pandemic levels

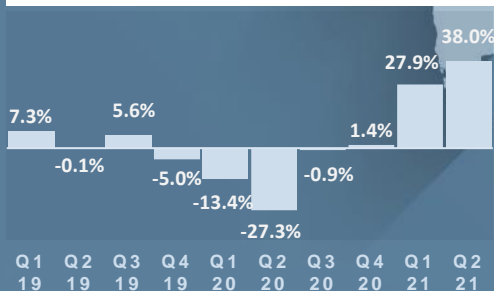


A global recovery

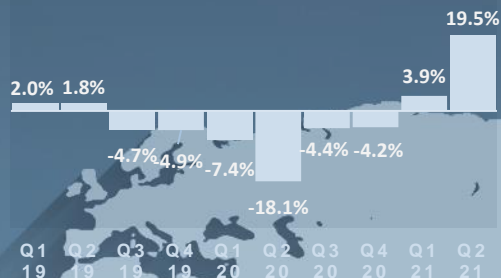
NORTH AMERICA



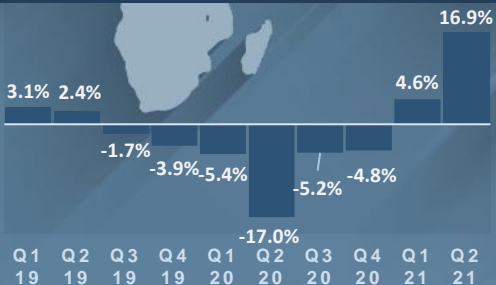
LATIN AMERICA



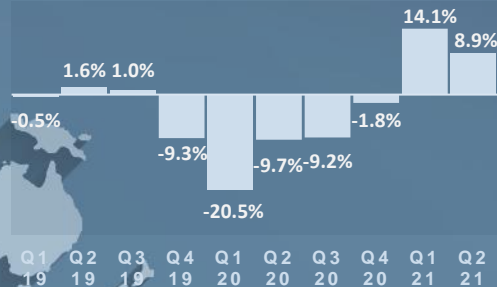
EMEA



GROUP

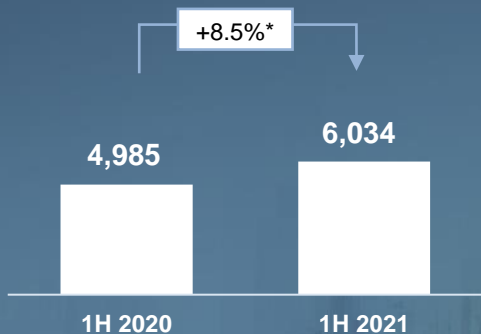


ASIA PACIFIC

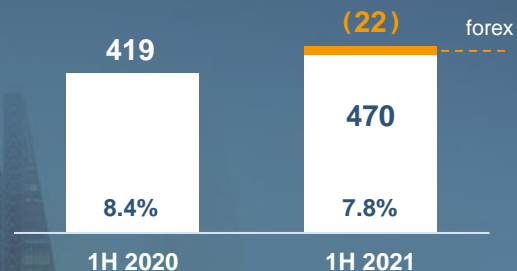


1H 2021 Financial highlights Euro Millions, % on Sales

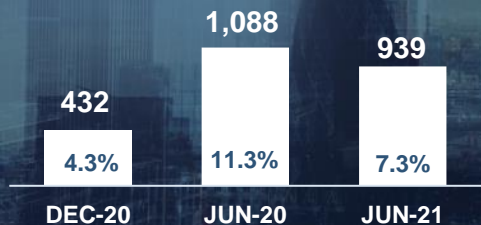
SALES



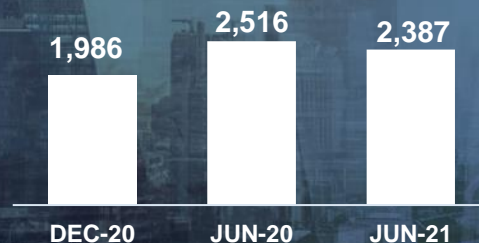
ADJUSTED EBITDA ⁽¹⁾



REPORTED OPERATIVE NET WORKING CAPITAL ⁽²⁾



REPORTED NET FINANCIAL DEBT



Profit and Loss Statement Euro Millions

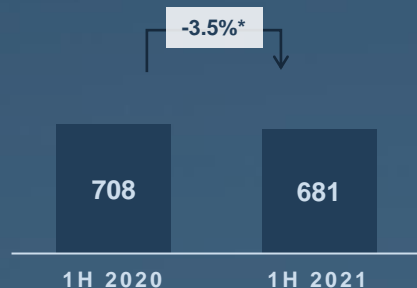
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GROUP NET INCOME	162	78
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Adjustments and Special Items on EBIT

	1H 2021	1H 2020
Non-recurring Items	(2)	-
Restructuring	(9)	(9)
Other Non-operating Income / (Expenses)	(15)	(3)
EBITDA adjustments	(26)	(12)
Special items	(8)	(68)
Gain/(loss) on metal derivatives	16	(8)
Assets impairment	(6)	(43)
Share-based compensation	(18)	(17)
EBIT adjustments	(34)	(80)

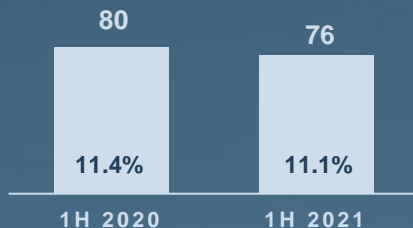
Projects Euro Millions, % on Sales

SALES



* Org. Growth.

Adj. EBITDA / % of Sales⁽¹⁾



HIGHLIGHTS

SUBMARINE

- / Recovery started in Q2, with acceleration expected in H2
- / Tendering activity ongoing, with a solid pipeline of projects (interconnections and off-shore wind farms)
- / Submarine backlog further increased to more than 1.8 €Bn

UNDERGROUND HIGH VOLTAGE

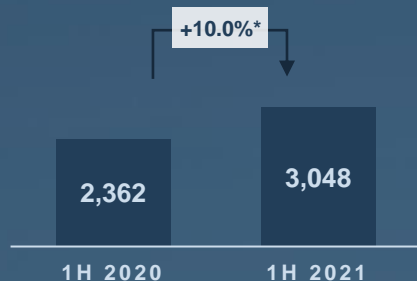
- / Improving results in Q2, with acceleration expected in H2, mainly driven by German Corridors
- / SOO Green HVDC Link Project awarded in USA for approx. 900 \$M cables value

ORDERS BACKLOG EVOLUTION (€M)

	DEC '13	DEC '14	DEC '15	DEC '16	DEC '17	DEC '18	DEC '19	DEC '20	JUN '21
Underground HV	~450	~450	~600	~350	~400	~435	~310	~1,980	~2,010
Submarine	~2,050	~2,350	~2,600	~2,050	~2,050	~1,465	~1,730	~1,510	~1,820
Group	~2,500	~2,800	~3,200	~2,400	~2,450	~1,900	~2,040	~3,490	~3,830

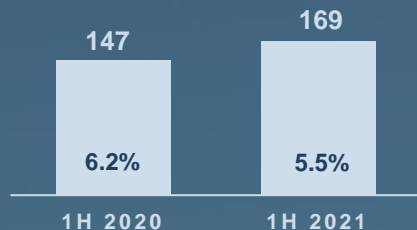
Energy & Infrastructure Euro Millions, % on Sales

SALES



* Org. Growth

Adj. EBITDA / % of Sales⁽¹⁾



HIGHLIGHTS

TRADE & INSTALLERS

- / Strong organic growth in all regions
- / Margins improvement driven by volume and costs efficiency offsetting raw material costs increase

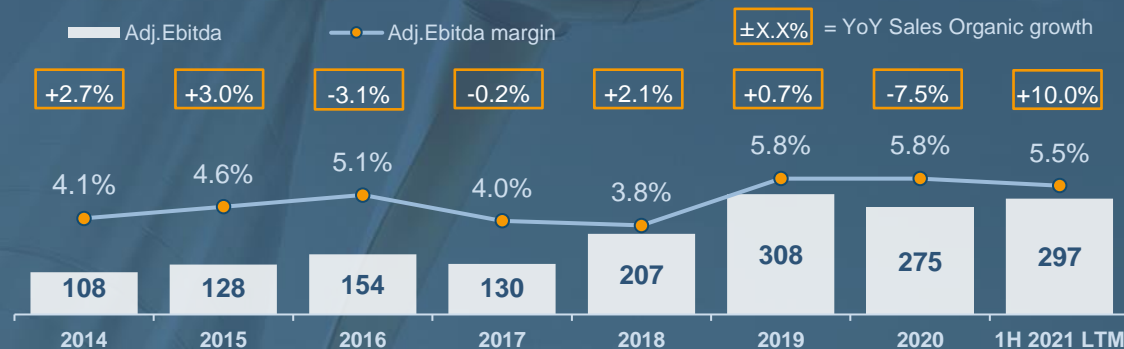
POWER DISTRIBUTION

- / PD normalizing, after 2020 onshore wind subsidies spurring growth in North America

OVERHEAD

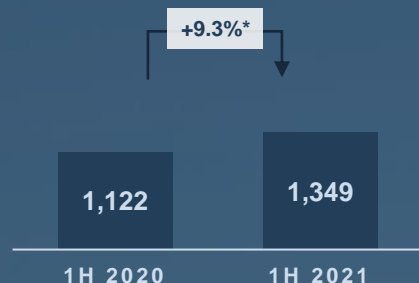
- / Negative organic growth mainly due to LatAm after strong growth in 2020

ADJ.EBITDA AND % SALES



Industrial & Network Components Euro Millions, % on Sales

SALES



* Org. Growth

HIGHLIGHTS

SPECIALTIES, OEM & RENEWABLES

/ Overall positive performance and resilience to Covid-19. Solid performances of Railways, Infrastructure, Wind and Solar, partially offset by Rolling Stock and Nuclear.

ELEVATOR

/ Completed the acquisition of EHC Global, leading manufacturer of strategic components and integrated solutions for the vertical transportation industry.

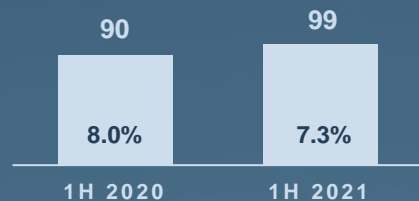
AUTOMOTIVE

/ Positive trend confirmed in Q2 with a strong organic growth after the material drop in Q2 2020

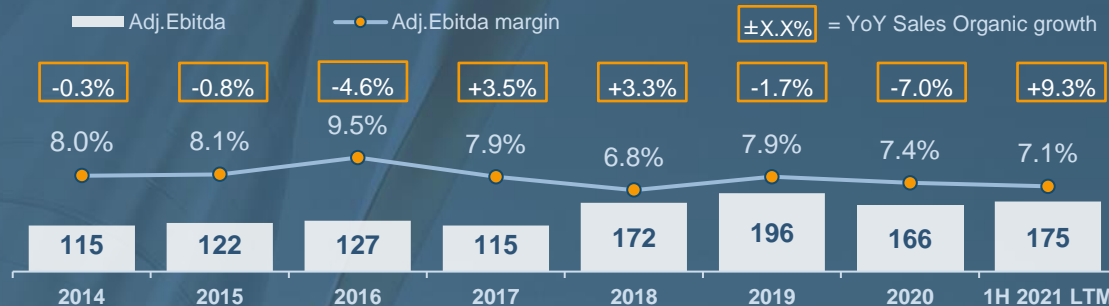
NETWORK COMPONENTS

/ Improving results mainly driven by HV

Adj. EBITDA / % of Sales⁽¹⁾

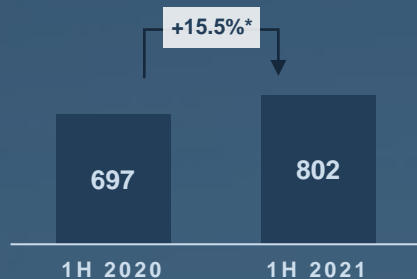


ADJ. EBITDA AND % SALES



Telecom Euro Millions, % on Sales

SALES



* Org. Growth.

HIGHLIGHTS

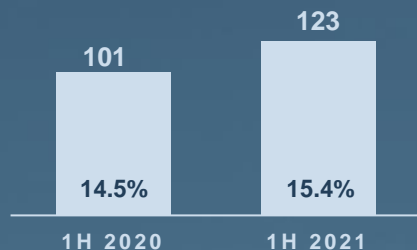
OPTICAL CABLE & FIBRE

- / Improvement confirmed by strong Q2, supported by sound volume trend especially in the US.
- / Cost efficiency measures and mix partly offsetting price pressure
- / Positive carry-over from YOFC 2020 actual results (4 €M)

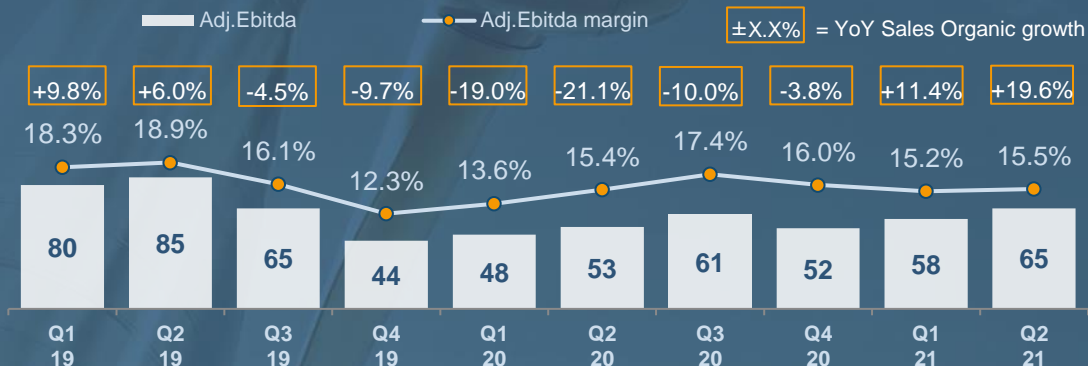
MMS

- / Sequential improvement continued in Q2

Adj. EBITDA / % of Sales⁽¹⁾



ADJ.EBITDA AND % SALES



Projects Business: Enabling Energy Transition

WELL POSITION TO CAPTURE MARKET OPPORTUNITIES: 7.2 €BN ORDERS/YEAR EXPECTED

The highest installation capabilities

3 Vessels

The highest production capacity

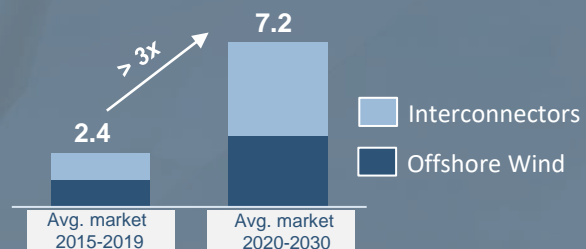
4 dedicated plants for submarine

Driving Innovation

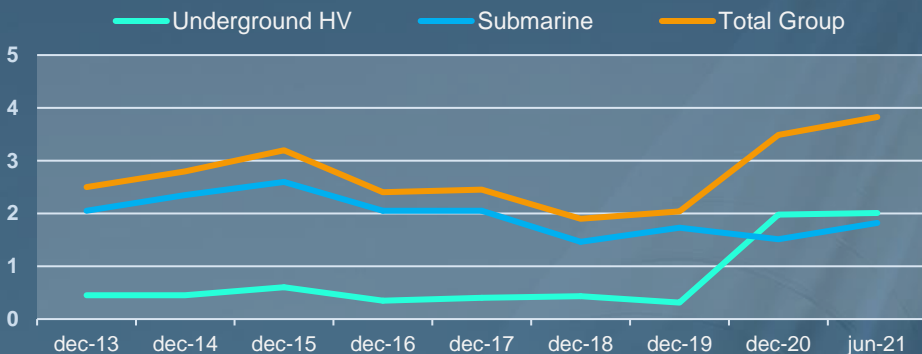
Industry first to qualify both 525kV XLPE and P Laser solutions

1st high depth submarine cable with synthetic armor

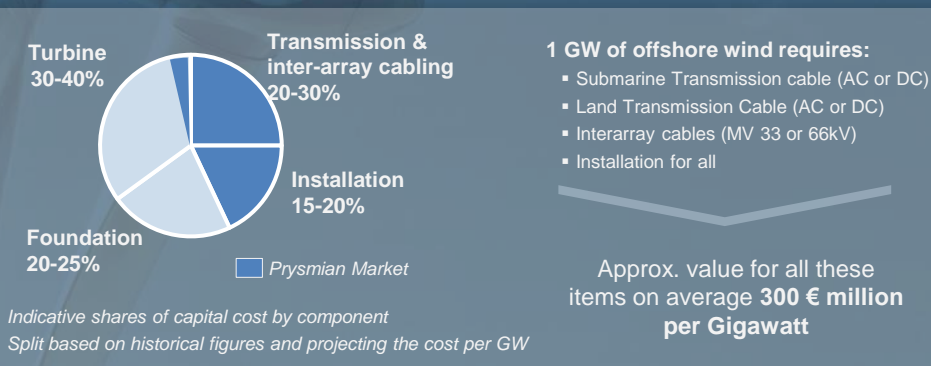
Robust market growth



BACKLOG AT THE HIGHEST LEVEL: € 3.8 BILLION



OFFSHORE WIND: FROM GW INSTALLED TO €M CABLE VALUE



Telecom Business Secular growth drivers

MARKET OPPORTUNITIES & CUSTOMER NEEDS



FIBER DENSITY

- / More fiber per mm²
- / Ubiquity by optimizing the roll-out Capex

RELIABILITY / FUTUREPROOFNESS

- / Easy-to-install products for all rights of way
- / No compromise on quality



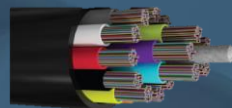
SUSTAINABILITY

- / Optical networks consume less energy
- / Less invasive products
- / Less plastic material in miniaturized cables
- / Use of recycled materials
- / Shorter supply chains for lighter products



OUR APPROACH & SOLUTIONS

World record in DENSITY AND MINIATURIZATION



Best in class for BEND INSENSITIVITY



At the forefront regarding SUSTAINABILITY

- / Product miniaturization
- / Local presence and shorter supply chains
- / Development of specifically sustainable solutions



The acceleration of digitalization requests sustainable, reliable and ubiquitous fiber networks, to support the 5G and all the new technologies to come

Financial Highlights Euro Millions

	Sales			Adj.EBITDA			
	1H 2021		1H 2020	1H 2021		1H 2020	
	€M	organic growth	€M	€M	Adj.EBITDA Margin	€M	Adj.EBITDA Margin
PROJECTS	681	-3.5%	708	76	11.1%	80	11.4%
Energy & Infrastructure	3,048	10.0%	2,362	169	5.5%	147	6.2%
Industrial & Network Components	1,349	9.3%	1,122	99	7.3%	90	8.0%
Other	154	0.0%	96	3	2.0%	1	0.8%
ENERGY	4,551	9.5%	3,580	271	6.0%	238	6.6%
TELECOM	802	15.5%	697	123	15.4%	101	14.5%
Total Group	6,034	8.5%	4,985	470	7.8%	419	8.4%

Cash Flow Statement

Euro Millions

	30 Jun 2021	30 Jun 2020	12 Months (from 1/7/2020 to 30/6/2021)
Adj.EBITDA	470	419	891
Adjustments	(26)	(12)	(73)
EBITDA	444	407	818
Net Change in provisions & others	(27)	(82)	(128)
Share of income from investments in op.activities	(9)	(5)	(22)
Cash flow from operations (before WC changes)	408	320	668
Working Capital changes	(516)	(378)	121
Dividends received	3	2	9
Paid Income Taxes	(47)	(30)	(159)
Cash flow from operations	(152)	(86)	639
Acquisitions/Disposals	(78)	2	(85)
Net Operative CAPEX	(71)	(92)	(223)
Free Cash Flow (unlevered)	(301)	(176)	331
Financial charges	(54)	(59)	(81)
Free Cash Flow (levered)	(355)	(235)	250
<i>Free Cash Flow (levered) excl. Acquisitions & Disposals</i>	<i>(277)</i>	<i>(237)</i>	<i>335</i>
Dividends	(126)	(69)	(127)
Capital increase, Shares buy-back & other equity movements	-	-	1
Net Cash Flow	(481)	(304)	124
Net Financial Debt beginning of the period	(1,986)	(2,140)	(2,516)
Net cash flow	(481)	(304)	124
Equity component of Convertible Bond 2021	49	-	49
Partial Redemption of the 2017 Convertible Bond	(13)	-	(13)
Consolidation of EHC Net Financial Debt	9	-	9
NFD increase due to IFRS16	(15)	(42)	(52)
Other variations	50	(30)	12
Net Financial Debt end of the period	(2,387)	(2,516)	(2,387)

Prysmian Group Liquidity and Debt Profile

COMFORTABLE LIQUIDITY POSITION:

/ Average debt maturity of 3.2 years after 750 €M Equity Linked Bonds issued on 2nd February 2021

/ 1,0 €Bn of committed Revolving Credit Facility fully unutilized

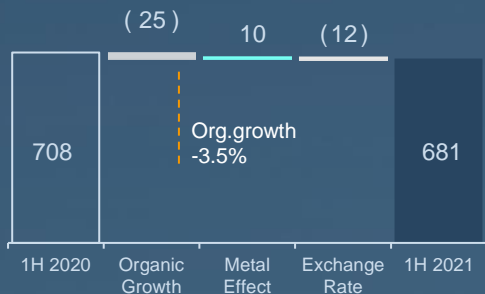
CURRENT FINANCIAL DEBT MATURITY PROFILE(*)



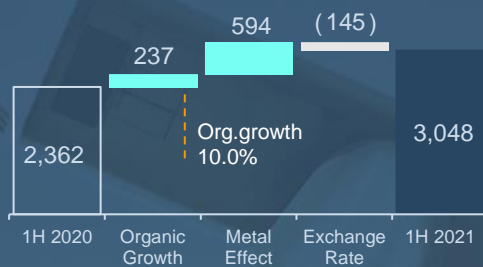
(*) excluding debt held by local affiliates and debt coming from IFRS 16 (99 €M and 177 €M respectively) at 30.06.2021

Bridge Consolidation Sales Euro Millions

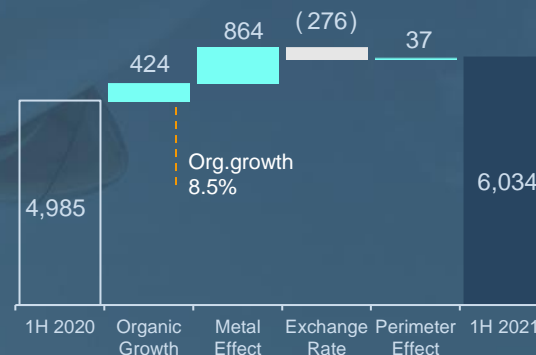
PROJECTS



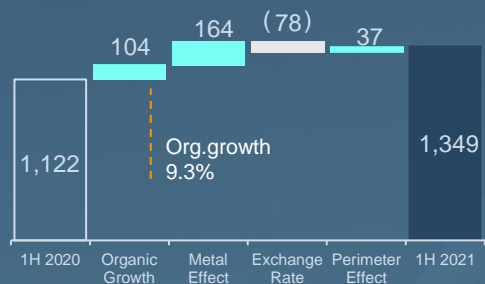
ENERGY & INFRASTRUCTURE



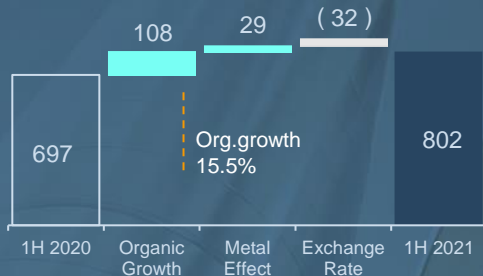
TOTAL CONSOLIDATED



INDUSTRIAL & NETWORK COMP.



TELECOM



Metal Price Impact on Profitability

Supply Contract	Main Application	Metal Influence on Cable Price	Metal Fluctuation Management
		Impact	Impact
Predetermined delivery date	Projects (Energy transmission) Cables for industrial applications (eg. OGP)	Technology and design content are the main elements of the “solution” offered Pricing little affected by metals	Pricing locked-in at order intake Profitability protection through systematic hedging (long order- to-delivery cycle)
Frame contracts	Cables for energy utilities (e.g. power distribution cables)	Pricing defined as hollow, thus mechanical price adjustment through formulas linked to metal publicly available quotation	Price adjusted through formulas linked to metal publicly available quotation (average last month, ...) Profitability protection through systematic hedging (short order-to-delivery cycle)
Spot orders	Cables for construction and civil engineering	Standard products, high copper content, limited value added	Pricing managed through price lists, thus leading to some delay Competitive pressure may impact on delay of price adjustment Hedging based on forecasted volumes rather than orders



Metal price fluctuations are normally offset through systematic application of hedging strategies

Prysmian Group

World leader in the energy and telecom cable systems industry

Projects	Energy		Telecom
High Voltage	Energy & Infrastructure	Industrial & Network Components	Telecom solutions
Submarine Energy	Trade & Installers	Core Oil & Gas products	Optical Fibre
Submarine Telecom	Power Distribution	Specialties, OEM & Renewables	Multimedia Solution
Offshore Specialties	Overhead Transmissions Line	Automotive	
		Elevator	
		Network Component	

PROJECTS BUSINESS

Comprising high-tech and high value-added businesses focused on the design, production and customization of HV and EHV cabling systems for terrestrial and submarine applications.

Prysmian Group also offers advanced services for terrestrial and submarine interconnections between various countries and between offshore wind farms and the mainland, used for both the generation and distribution of electricity.

ENERGY BUSINESS

Comprising high and medium voltage cable systems to connect industrial and residential buildings to primary distribution grids and low voltage ones used within residential and commercial buildings.

Specialties, OEM & Renewables include cable systems for many specific industrial applications such as Cranes, Mining, Railways, Rolling Stock, Marine and Renewables - cables for the solar energy industry and for the operation of wind turbines).

The product range is completed with accessories and components for connecting cables and other elements contained in networks.

TELECOM BUSINESS

Comprising businesses devoted to making the cabling systems and connectivity products used in TLC networks. The Group is also among the leaders in the production of optical fibre - the essential component of all types of optical cables.

In both cables and connectivity, the Group focuses on the design of products that provided greater density in a smaller diameter, with ease of use and optimal fibre management.

- 1) Adjusted excluding restructuring, non-operating income/expenses and non-recurring income / expenses;
- 2) Defined as NWC excluding derivatives; % on annualized last quarter sales;

Share of net income include Management estimate of YOFC Q2 results

Slide 11: Cash conversion calculated as $(\text{Adj. EBITDA} - \text{CAPEX}) / \text{Adj. EBITDA}$. Average 2017-2020. Capex: Excluding Other Capex mainly related to ICT; Adj. EBITDA: 2018 excluding WL impact; 2017 & 2018 combined GC; 2019 and 2020 including IFRS 16 impact of 47 €M and 59 €M.

Disclaimer

- The managers responsible for preparing the company's financial reports, A. Brunetti and S. Invernici, declare, pursuant to paragraph 2 of Article 154-bis of the Consolidated Financial Act, that the accounting information contained in this presentation corresponds to the results documented in the books, accounting and other records of the company.
- Certain information included in this document is forward looking and is subject to important risks and uncertainties that could cause actual results to differ materially. The Company's businesses include its Projects, Energy and Telecom Operating Segments, and its outlook is predominantly based on its interpretation of what it considers to be the key economic factors affecting these businesses.
- Any estimates or forward-looking statements contained in this document are referred to the current date and, therefore, any of the assumptions underlying this document or any of the circumstances or data mentioned in this document may change. Prysmian S.p.A. expressly disclaims and does not assume any liability in connection with any inaccuracies in any of these estimates or forward-looking statements or in connection with any use by any third party of such estimates or forward-looking statements. This document does not represent investment advice or a recommendation for the purchase or sale of financial products and/or of any kind of financial services. Finally, this document does not represent an investment solicitation in Italy, pursuant to Section 1, letter (t) of Legislative Decree no. 58 of February 24, 1998, or in any other country or state.
- In addition to the standard financial reporting formats and indicators required under IFRS, this document contains a number of reclassified tables and alternative performance indicators. The purpose is to help users better evaluate the Group's economic and financial performance. However, these tables and indicators should not be treated as a substitute for the standard ones required by IFRS.



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Prysmian
Group

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