

1Q 2023 Financial Results

May 11th, 2023



Prysmian
Group

Linking
the Future

1Q 2023: CONSISTENT GROWTH DRIVEN BY SECULAR TRENDS

WIDESPREAD GROWTH ACROSS GEOGRAPHIES AND BUSINESSES

Group Sales

3,992 €M

Group Adj. EBITDA

427 €M

Group FCF LTM*

581 €M

Net Debt

2,074 €M

Group Org. Growth

9.0%

Group Adj. EBITDA margin

10.7%

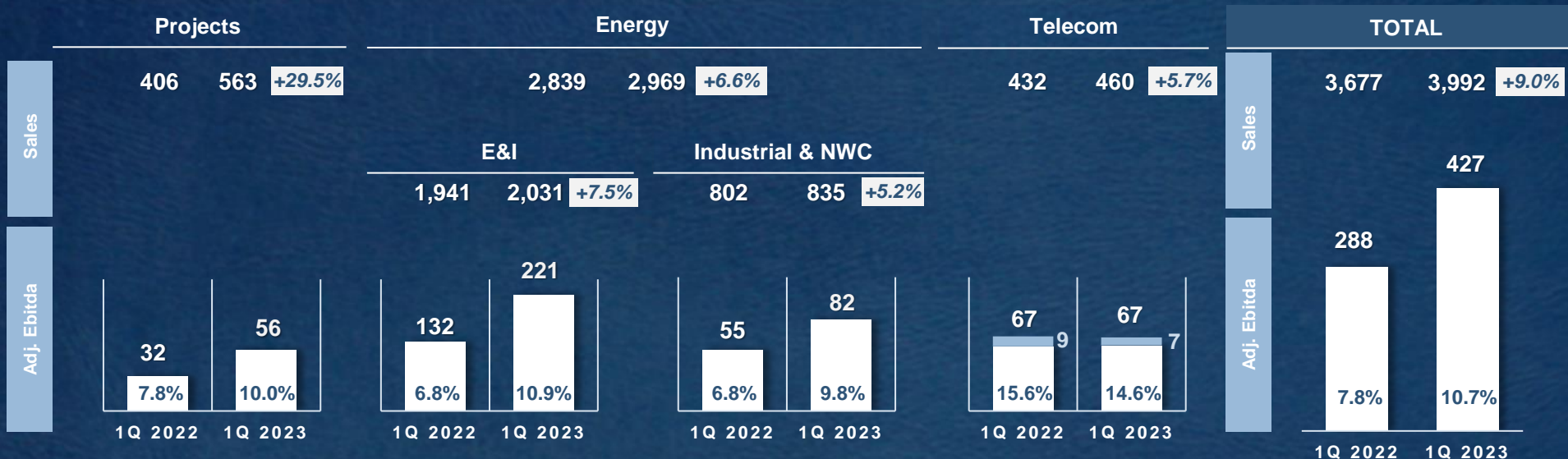
Grid Hardening Org. Growth
(PD+Overhead Lines)

12.2%

Operative net working capital
(on annualized sales)

8.9%

CONSISTENT GROWTH ACROSS SEGMENTS



HIGHLIGHTS

- Solid improvement driven by submarine
- German Corridors projects on track
- Selective approach to tenders:
 - 1.8 €Bn IJmuiden
 - 800 €M Biscay Gulf

HIGHLIGHTS

- Grid hardening driving PD & OHL growth (12.2%)
- Adj. Ebitda bolstered by both non-resi construction and grid hardening

HIGHLIGHTS

- Mix shifting to segments with better margins and sustainable demand
- Solar +19%; PRYSOLAR capturing market growth
- Strong projects pipeline

HIGHLIGHTS

- Secular growth trend confirmed in Optical cable
- Temporary destocking affecting US market

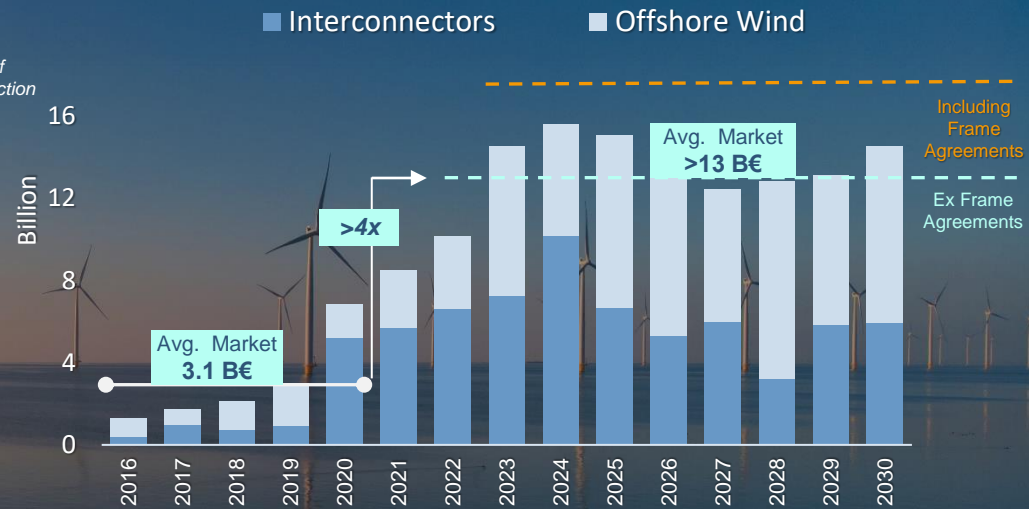
■ 1Q 2023 organic growth
 ■ Share of net income

HIGH VISIBILITY AND STRONG FOCUS ON EXECUTION

ALL-TIME HIGH BACKLOG: > 9 €Bn

STRONG MARKET DEMAND

only firm orders included in the backlog



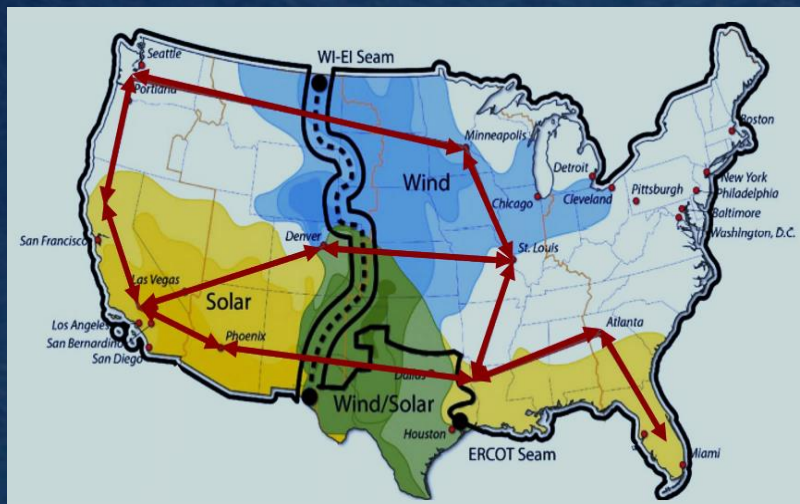
Smooth and seamless execution

Fully saturated assets (also new planned)
Evaluating new capacity expansion

Selective approach in a growing market

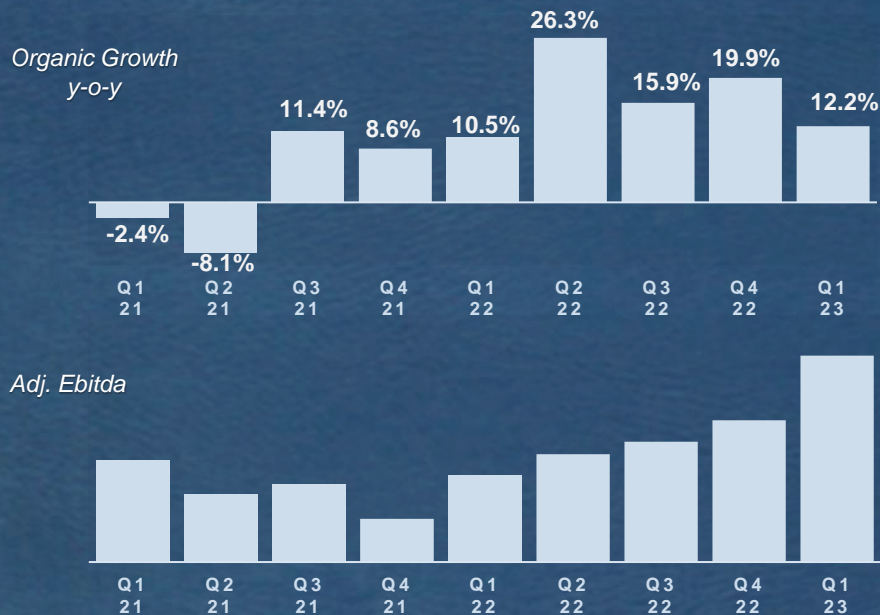
GRID HARDENING DRIVING PD & OVERHEAD LINES (E&I)

Interregional Grid - Overhead Lines



- Well positioned to capture further market growth
- Advanced technology solution offer
- Long-term Supply Agreement with Invenergy (supply ~20,000 Km of Overhead Lines through 2029)

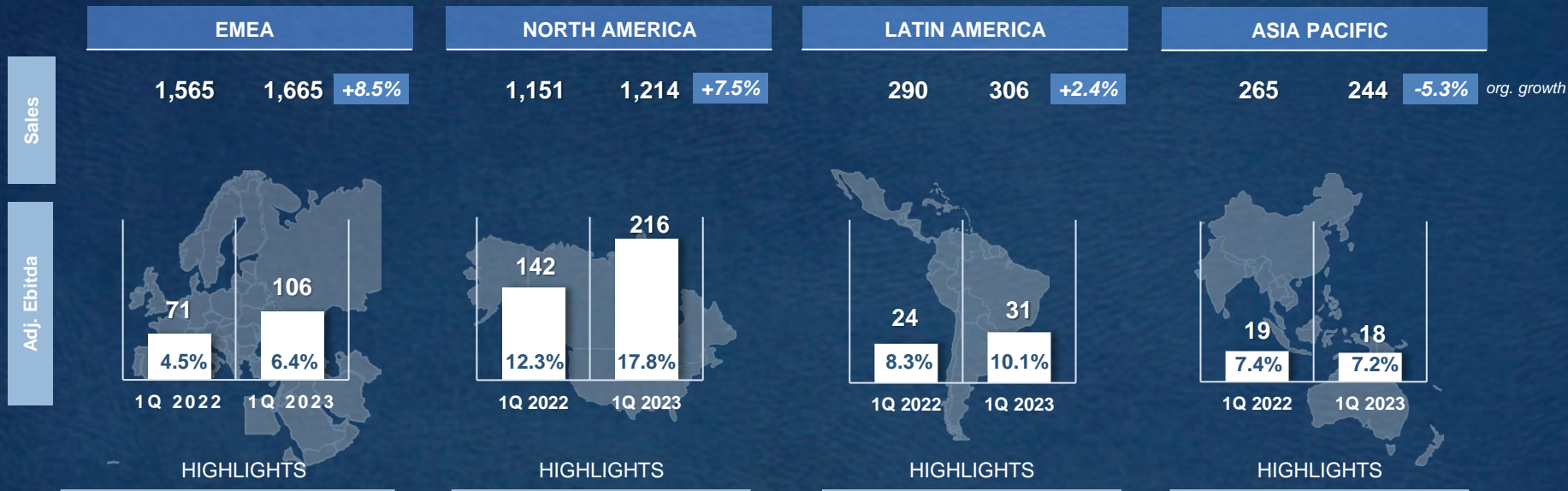
Power Distribution & Overhead Lines business segment



ORGANIC GROWTH ACROSS REGIONS

The value of a wide geographical presence

Data excluding Projects Business



- Strong growth driven by Power Distribution and Renewables

- PD/OHL uptake due to margin improvement and Industrial growth infrastructure upgrade projects

- Margins expansion across most of business segment

- Substantially stable results ex YOFC

2023 – 2025 SUSTAINABILITY SCORECARD

SDGs	Category	KPI	Included in	BASELINE 2022	TARGET 2025	TARGET 2030
	Impacts on Society	Enable access to green electricity to households		21m	110m	
		Enable fast digital access to households		3m	15m	
	Climate	Percentage reduction of Scope 1&2 GHG Emissions vs baseline 2019	LTI	-24%	-35-37%	-46%
		Percentage reduction of Scope 3 GHG Emissions vs baseline 2019		-7.5%	-11.5-15%	-28%
	Green & Circular Economy	Share of revenues linked to Sustainable Products – in EU / RoW		52% / 5%	57% / 19%	
		Share of recycled content on PE jacket and copper	MBO / LTI	10%	15-16%	
	Diversity & Inclusion	Percentage of Desk Workers women hired	MBO	44.9%	46-49%	50%
		Percentage of Executive women	LTI	15.7%	21-24%	>30%
	People Wellbeing	Safety Assessment Plan	MBO	-	2.75-5	
		Leadership Impact Index	LTI	55%	57-61%	>70%
	Solid Governance & Ownership	Percentage of shareholders employee		37%	44-45%	>50%
		Completion rate for compliance e-learnings promoting ethics and integrity		75%	90%	

AGENDA

Financial Results

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PROFIT AND LOSS STATEMENT Euro Millions

	1Q 2023	1Q 2022
SALES	3,992	3,677
<i>YoY total growth</i>	8.6%	
<i>YoY organic growth</i>	9.0%	
Adj.EBITDA	427	288
<i>% on sales</i>	10.7%	7.8%
<i>of which share of net income</i>	8	11
Adjustments	(29)	(3)
EBITDA	398	285
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Adj.EBIT	339	201
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Adjustments	(29)	(3)
Non monetary items	(16)	11
EBIT	294	209
<i>% on sales</i>	7.3%	5.7%
Financial charges	(23)	(25)
EBT	271	184
Taxes	(84)	(57)
<i>% on EBT</i>	31.0%	31.0%
NET INCOME	187	127
Minorities	5	1
GROUP NET INCOME	182	126
<i>% on sales</i>	4.6%	3.4%

Adj. EBITDA Bridge

	Q1
ADJ. EBITDA 2022	288
Projects	24
Energy	115
Telecom (ex-share of net income)	2
share of net income	(2)
ADJ. EBITDA 2023	427
of which Forex effect	8

Financial Charges

	1Q 2023	1Q 2022
Net interest expenses	(19)	(22)
of which non-cash conv.bond interest exp.	(2)	(2)
Financial costs IFRS 16	(2)	(1)
Bank fees amortization	(1)	-
Gain/(loss) on exchange rates and derivatives	(2)	-
Non recurring and other effects	1	(2)
Net financial charges	(23)	(25)

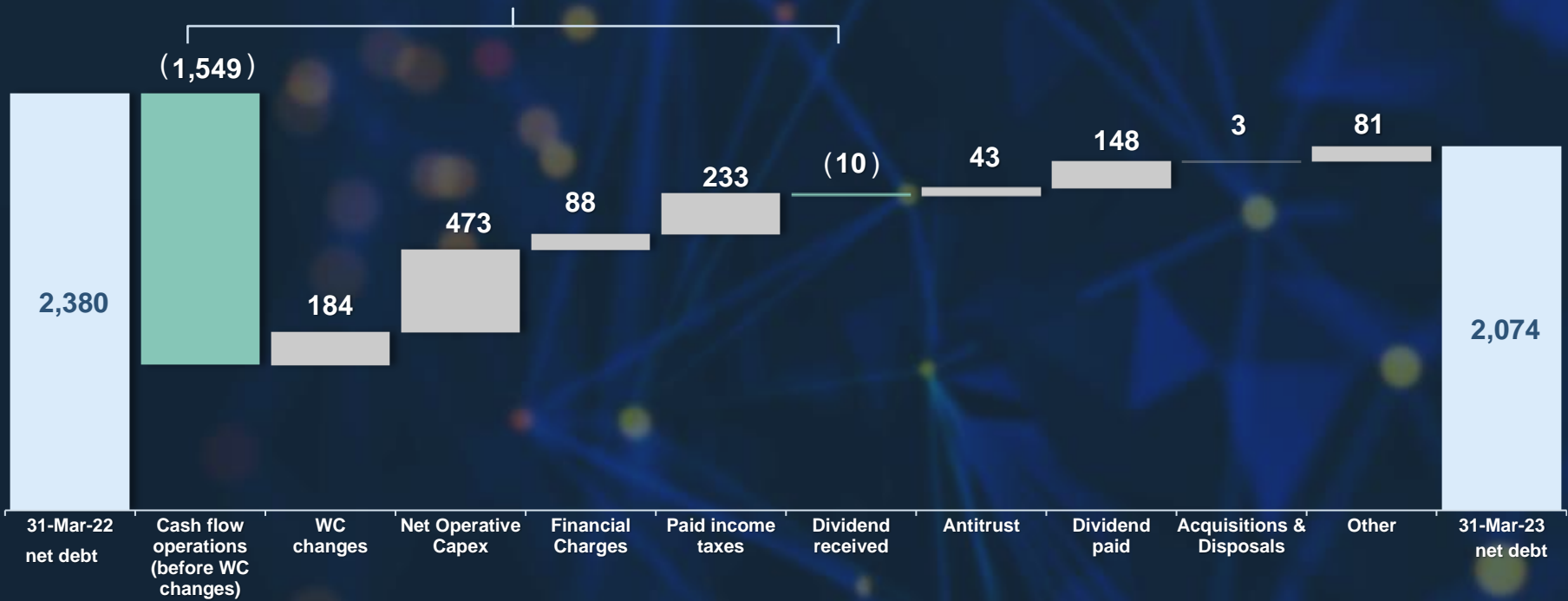
STATEMENT OF FINANCIAL POSITION (BALANCE SHEET)

Euro Millions

	31 Mar 2023	31 Mar 2022	31 Dec 2022
Net fixed assets	5,533	5,367	5,583
of which: goodwill	1,671	1,664	1,691
Net working capital	1,463	1,516	614
of which: derivatives assets/(liabilities)	38	229	5
of which: Operative Net working capital	1,425	1,287	609
Provisions & deferred taxes	(692)	(678)	(680)
Net Capital Employed	6,304	6,205	5,517
Employee provisions	326	444	329
Shareholders' equity	3,904	3,381	3,771
of which: attributable to minority interest	181	171	186
Net financial debt	2,074	2,380	1,417
Total Financing and Equity	6,304	6,205	5,517

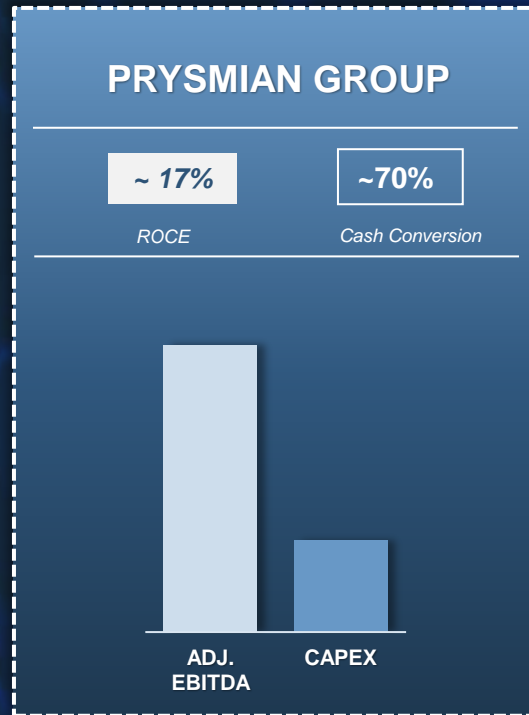
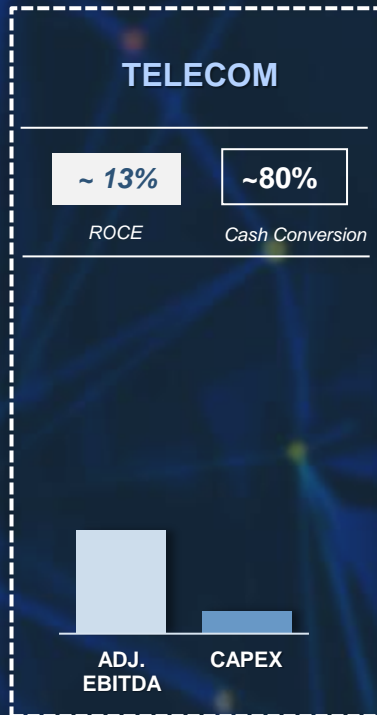
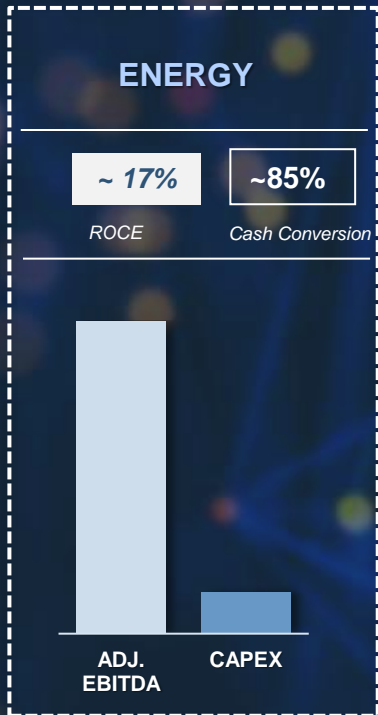
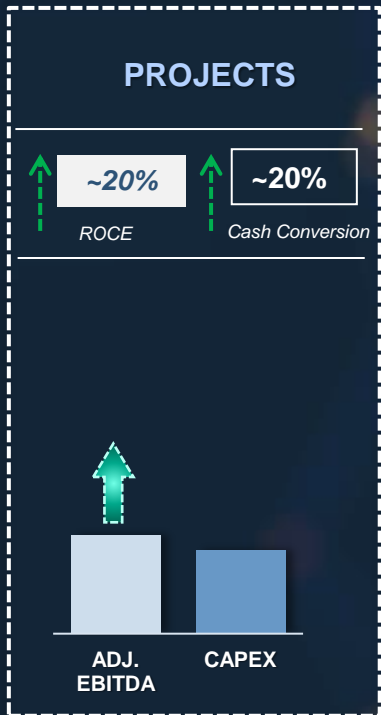
CASH FLOW

+581 €M Free Cash Flow



STRATEGIC VALUE OF BROAD BUSINESS PORTFOLIO

Unique business portfolio: high cash conversion businesses enabling Projects strong growth with high ROCE



CLOSING REMARKS

Consistent growth driven by solid market trends and unique company positioning

Grid hardening driving power distribution and overhead lines growth

Solid cash generation and financial deleverage supported by a wide business portfolio

Flawless execution, selective approach and disciplined capex driving Projects growth

AGENDA

ESG

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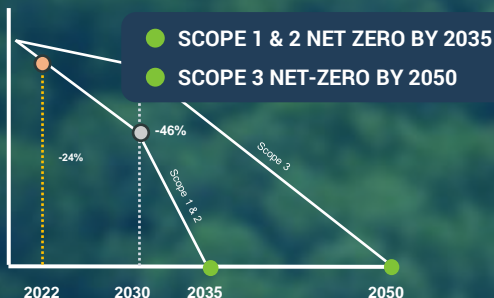
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GROUP'S PRIORITIES

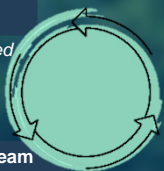
Solid Governance

Environment



Upstream Value Chain

Source Recycled Material



Internal Waste Management

Reduce and Standardize Scrap

Downstream Waste Management

Standardize Waste Management

Social



THE SUSTAINABILITY ACADEMY



Long-lasting positive impact on the communities.
 Initiatives in Oman, Colombia, Brazil and Thailand

Innovation



Allow customers to choose the greener option



Design solutions fit for sustainability

ALESEA

Leverage on innovation to decarbonize our customer's operations

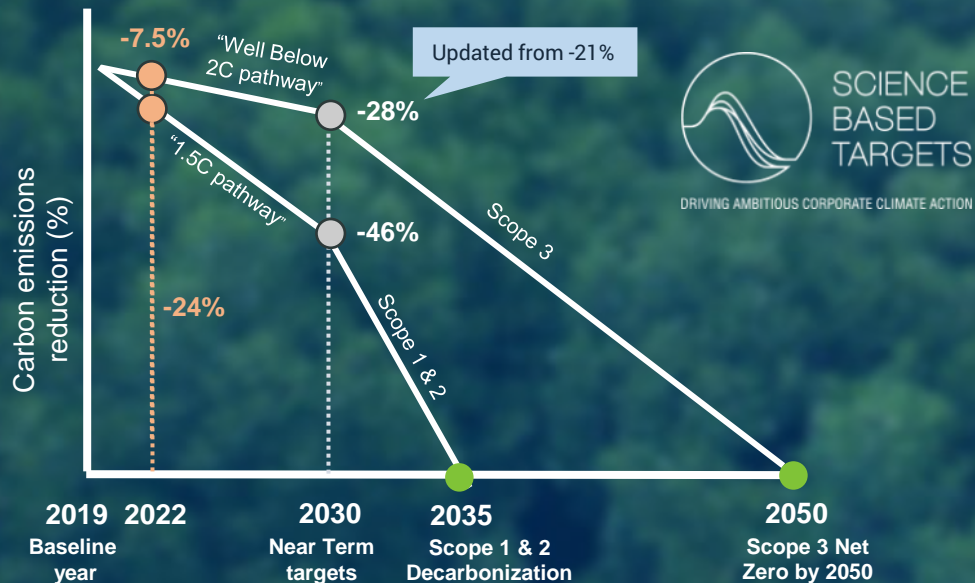


P-LASER

CLIMATE CHANGE AMBITION - Upgrade of our Targets

Prysmian has Near-Term-Targets approved by SBTi & awaiting approval for Net Zero ones

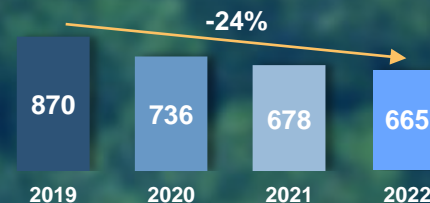
Our Targets



Our Commitment

- 1 Decarbonize 90% of our Scope 1&2 carbon footprint by 2035**
 - phasing out SF₆ emissions
 - 100% renewable energy
- 2 Decarbonize 90% of our Scope 3 carbon footprint by 2050**
- 3 Offset the remaining emissions**

Our Performance on Scope 1&2



REDUCING OUR CUSTOMER'S CO2

Digitalizing the Supply Chain



Visibility over cable-related emissions & Optimization in the usage & transportation

First Eco Label in the Industry



6 measurable and recognized sustainability criteria in line with the EU Eco-label's

Recyclability of materials



Offering full recyclability and superior transmission performances

PryID



RFID technology to the full suite of critical information including cable type, length, origin

Digital Sales



A place for Prysmian's customers to market their leftovers & facilitates the reuse of short lengths

Cable Coating Technologies



Increased transmission efficiency, Sustainability boost, reduce costs, increased safety and resilience

Monitoring and Sensing



Preventing equipment failures and extend components' life

MV Splicing Robot



Working prototype by 2024

AGENDA

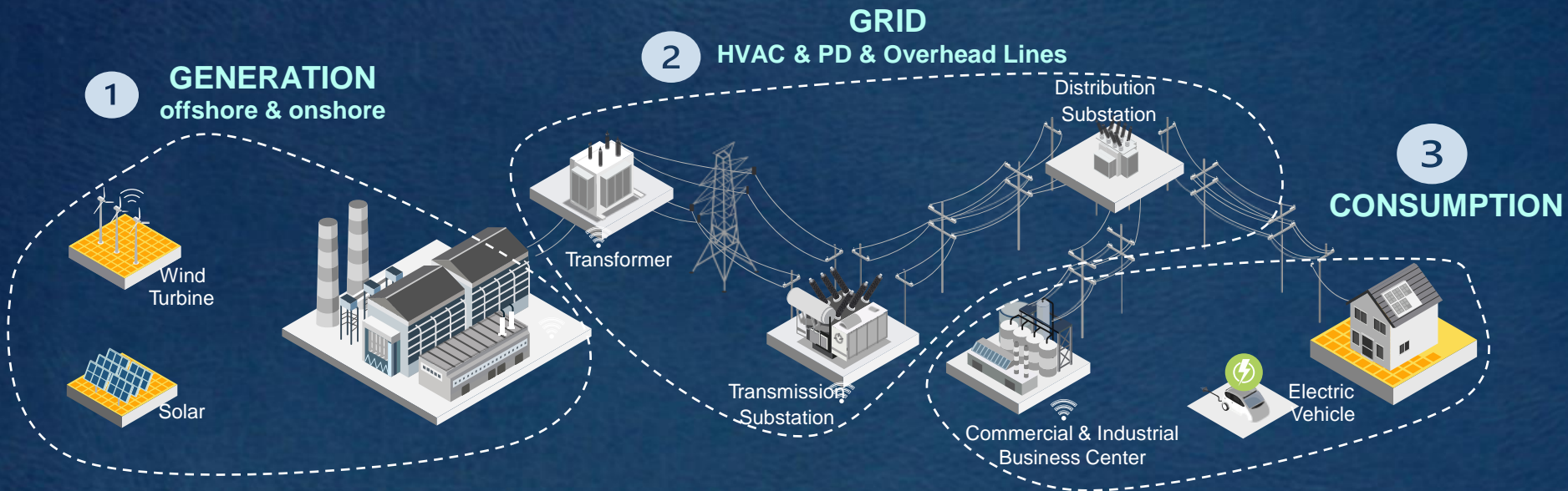
Appendix

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GRID HARDENING DRIVERS



THREE TRENDS DRIVE GRID HARDENING

Generation

Renew. capacity doubling in the next 5 years vs previous 5 years: 1400 GW to be added by 2025

Grid Status

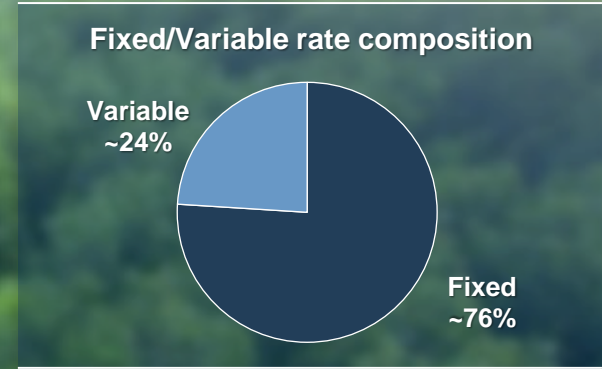
Grids built in 1970-80s, urgent need of refurbishment with more reliable and resilient grids

Demand

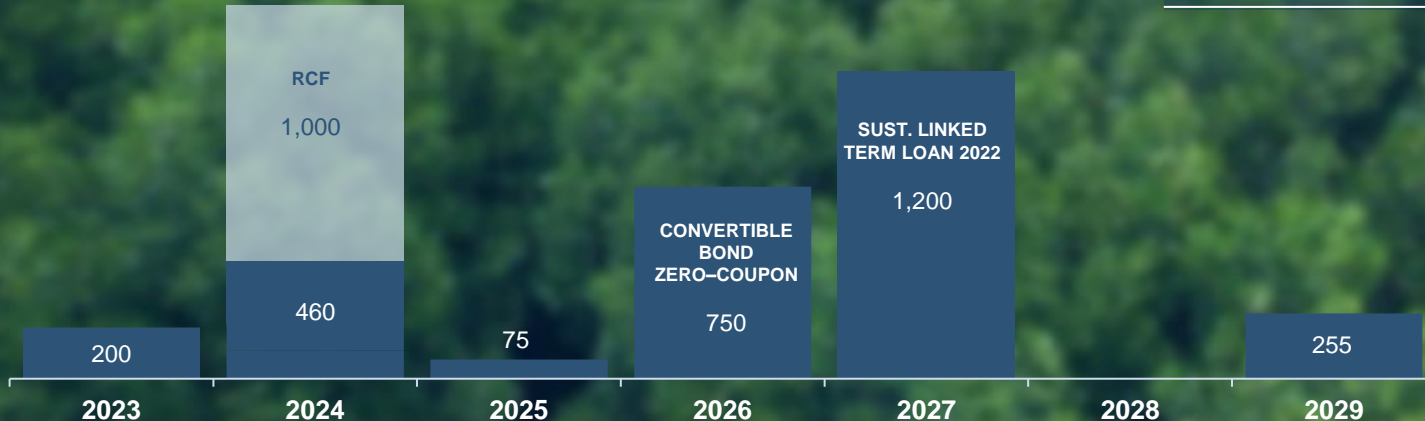
Increasing power consumption trends (electrification, mobility, heating & cooling, industrial processes, etc.)

A SOLID AND SUSTAINABLE FINANCIAL STRUCTURE

- Average debt maturity of 3.6 years
- 1.0 €Bn of committed Revolving Credit Facility fully unutilized as of 31st March 2023
- Approx. 1.0 €Bn cash on balance as of 31st March 2023

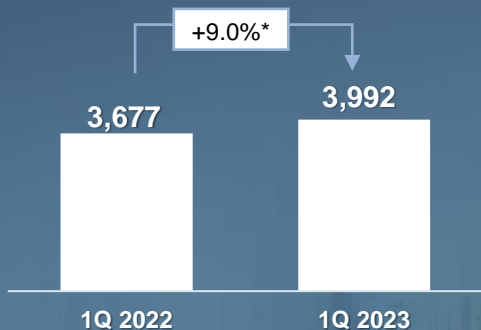


CURRENT FINANCIAL DEBT MATURITY PROFILE⁽³⁾

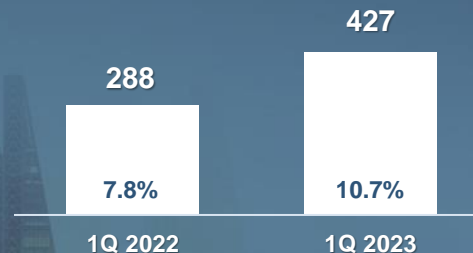


1Q 2023 FINANCIAL HIGHLIGHTS Euro Millions, % on Sales

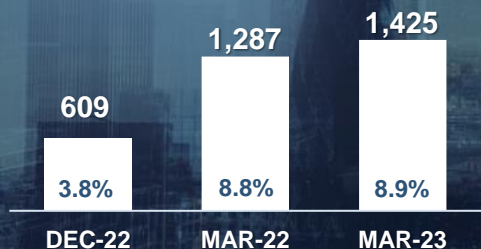
SALES



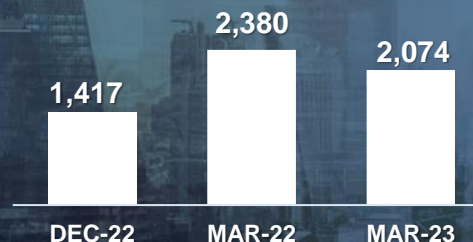
ADJUSTED EBITDA ⁽¹⁾



OPERATIVE NET WORKING CAPITAL ⁽²⁾

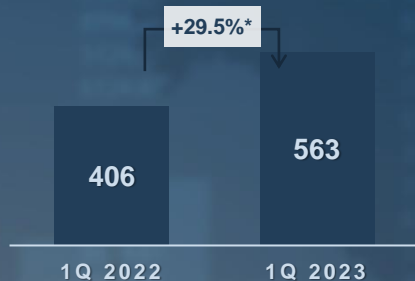


NET FINANCIAL DEBT



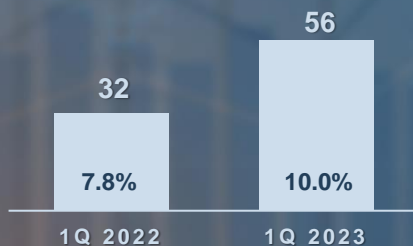
PROJECTS Euro Millions, % on Sales

SALES



* Org. Growth.

Adj. EBITDA / % of Sales⁽¹⁾



HIGHLIGHTS

SUBMARINE

- / Fully saturated assets (also new planned) with the current backlog
- / Strong market growth, with a solid pipeline of projects (interconnections and off-shore wind farms)
- / €1.8 Bn Ijmuiden offshore wind and 800 €M Biscay Gulf interconnection projects awarded in 2023

UNDERGROUND HIGH VOLTAGE

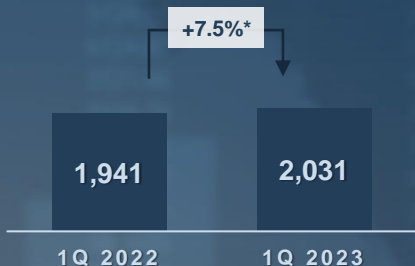
- / Cables production for German Corridors progressing on track

ORDERS BACKLOG EVOLUTION (€M)

	DEC '13	DEC '14	DEC '15	DEC '16	DEC '17	DEC '18	DEC '19	DEC '20	DEC '21	DEC '22	MAR '23
Underground HV	~450	~450	~600	~350	~400	~435	~310	~1,980	~1,970	~2,345	~2,330
Submarine	~2,050	~2,350	~2,600	~2,050	~2,050	~1,465	~1,730	~1,510	~2,330	~3,980	~5,700
GROUP ^(*)	~2,560	~2,900	~3,300	~2,430	~2,480	~1,900	~2,070	~3,550	~4,440	~6,600	~8,280

ENERGY & INFRASTRUCTURE Euro Millions, % on Sales

SALES



Adj. EBITDA / % of Sales⁽¹⁾



HIGHLIGHTS

TRADE & INSTALLERS

- / Excellent performance driven by secular trends and non-residential construction market
- / Solid demand and price management drives margins improvement

POWER DISTRIBUTION

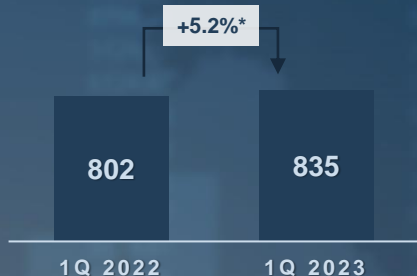
- / Grid hardening driving growth with improving margins

ADJ.EBITDA AND % SALES



INDUSTRIAL & NETWORK COMPONENTS Euro Millions, % on Sales

SALES



* Org. Growth

HIGHLIGHTS

SPECIALTIES, OEM & RENEWABLES

- / Positive performances across all applications, in particular in Mining and Railway
- / Solid trend confirmed in Renewables with a double-digit organic growth.

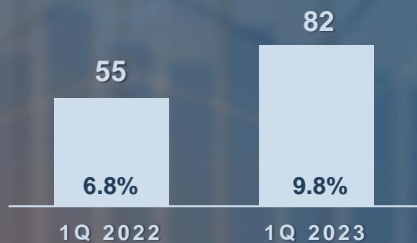
ELEVATOR

- / Positive results driven by North America, partially offset by APAC (China)

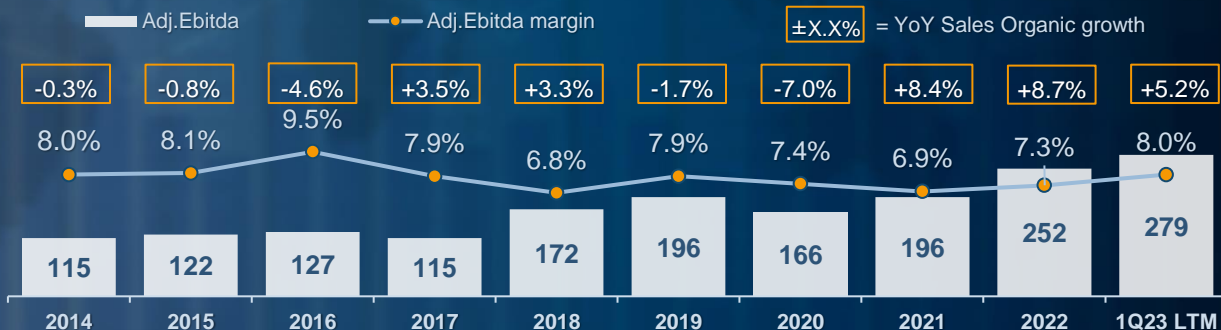
AUTOMOTIVE

- / Recovery continued in Q1 with a positive organic growth In EMEA and North America

Adj. EBITDA / % of Sales⁽¹⁾

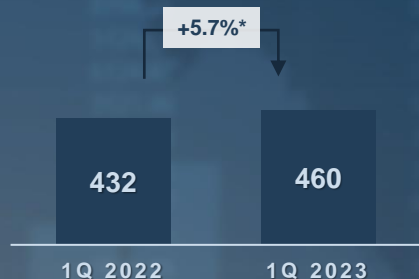


ADJ. EBITDA AND % SALES



TELECOM Euro Millions, % on Sales

SALES



* Org. Growth.

Adj. EBITDA / % of Sales⁽¹⁾



HIGHLIGHTS

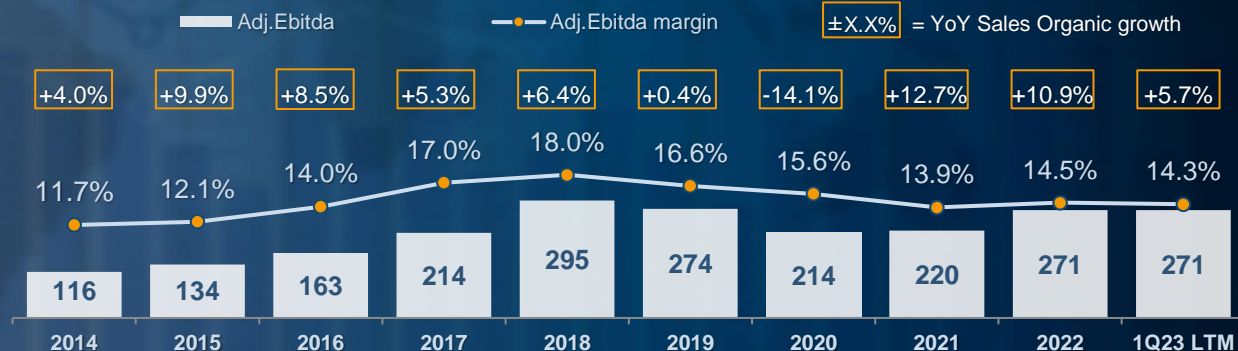
OPTICAL CABLE & FIBRE

- / Secular growth trend confirmed in Optical cable
- / Temporary destocking affecting US market

MMS

- / Overall stable performance across regions in MMS

ADJ.EBITDA AND % SALES



FINANCIAL HIGHLIGHTS Euro Millions

	Sales			Adj.EBITDA			
	1Q 2023		1Q 2022	1Q 2023		1Q 2022	
	€M	organic growth	€M	€M	Adj.EBITDA Margin	€M	Adj.EBITDA Margin
PROJECTS	563	29.5%	406	56	10.0%	32	7.8%
Energy & Infrastructure	2,031	7.5%	1,941	221	10.9%	132	6.8%
Industrial & Network Components	835	5.2%	802	82	9.8%	55	6.8%
Other	103	0.0%	96	1	0.7%	2	2.5%
ENERGY	2,969	6.6%	2,839	304	10.2%	189	6.7%
TELECOM	460	5.7%	432	67	14.6%	67	15.6%
Total Group	3,992	9.0%	3,677	427	10.7%	288	7.8%

PROFIT AND LOSS STATEMENT Euro Millions

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NET INCOME	187	127
Minorities	5	1
GROUP NET INCOME	182	126
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Adjustments and non monetary items on EBIT

	1Q 2023	1Q 2022
Non-recurring items	(3)	(1)
Restructuring	(7)	(1)
Other Non-operating Income / (Expenses)	(19)	(1)
EBITDA adjustments	(29)	(3)
Non monetary items	(16)	11
Gain/(loss) on derivatives on commodities	(3)	26
Assets impairment	(2)	-
Share-based compensation	(11)	(15)
EBIT adjustments	(45)	8

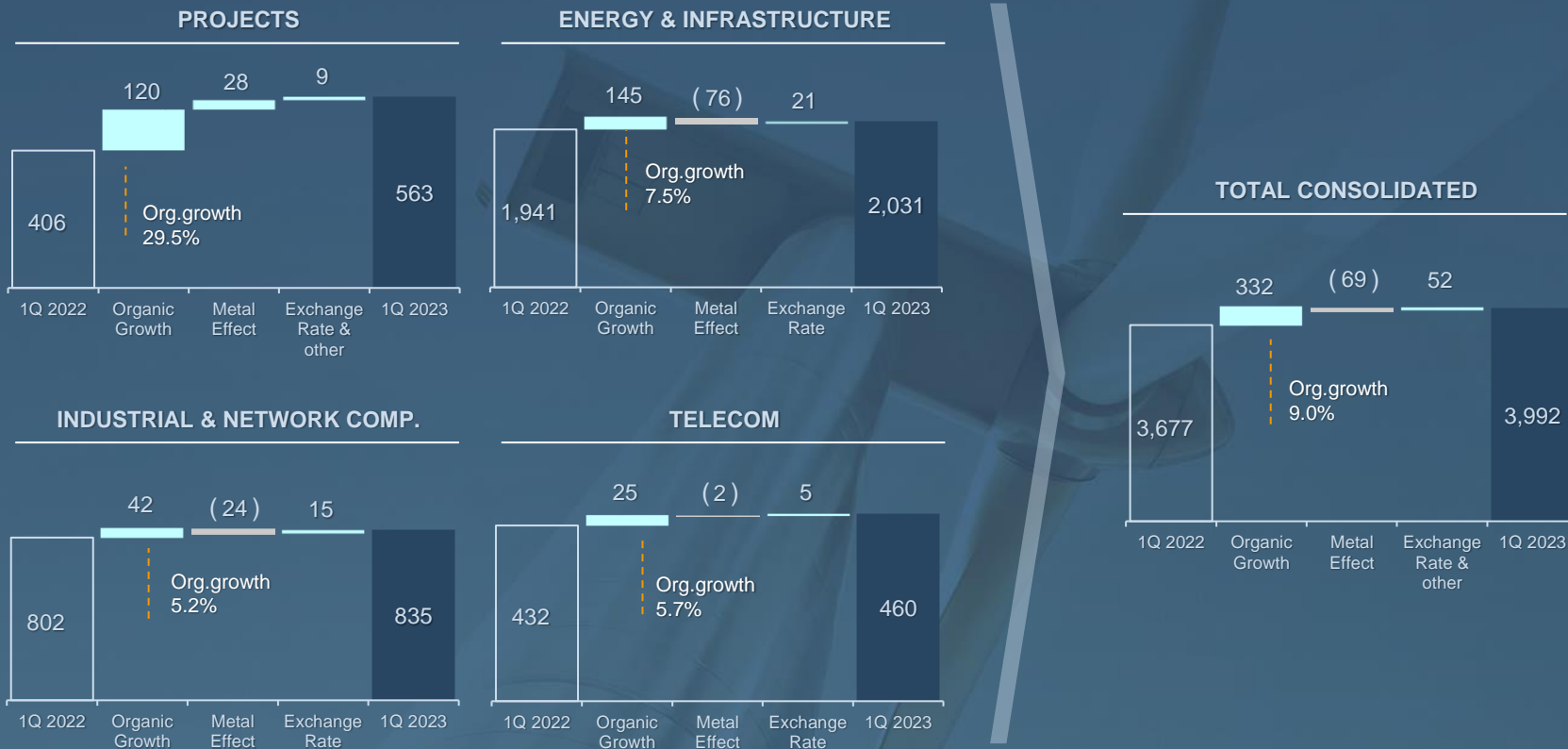
CASH FLOW STATEMENT Euro Millions

	31 Mar 2023	31 Mar 2022	12 Months (from 1/4/2022 to 31/3/2023)
Adj.EBITDA	427	288	1,627
Adjustments	(29)	(3)	(127)
EBITDA	398	285	1,500
Net Change in provisions & others	11	(25)	51
Share of income from investments in op.activities	(8)	(11)	(45)
Cash flow from operations (before WC changes)	401	249	1,506
Working Capital changes	(873)	(794)	(184)
Dividends received	2	2	10
Paid Income Taxes	(37)	(25)	(233)
Cash flow from operations	(507)	(568)	1,099
Acquisitions/Disposals	-	(4)	(3)
Net Operative CAPEX	(70)	(49)	(473)
Free Cash Flow (unlevered)	(577)	(621)	623
Financial charges	(23)	(6)	(88)
Free Cash Flow (levered)	(600)	(627)	535
<i>Free Cash Flow (levered) excl. Acquisitions & Disposals</i>	<i>(600)</i>	<i>(623)</i>	<i>538</i>
Dividends	-	-	(148)
Net Cash Flow	(600)	(627)	387
Net Financial Debt beginning of the period	(1,417)	(1,760)	(2,380)
Net cash flow	(600)	(627)	387
NFD increase due to IFRS16	(10)	(18)	(50)
Other variations	(47)	25	(31)
Net Financial Debt end of the period	(2,074)	(2,380)	(2,074)

SALES AT STANDARD METAL PRICES

		Sales current			Sales standard		
		Sales €M	Adj. Ebitda €M	Adj. Ebitda margin	Sales €M	Adj. Ebitda €M	Adj. Ebitda margin
1Q 2023	PROJECTS	563	56	10.0%	536	56	10.5%
	ENERGY	2,969	304	10.2%	2,535	304	12.0%
	TELECOM	460	67	14.6%	442	67	15.2%
	Total Group	3,992	427	10.7%	3,513	427	12.1%
1Q 2022	PROJECTS	406	32	7.8%	414	32	7.7%
	ENERGY	2,839	189	6.7%	2,273	189	8.3%
	TELECOM	432	67	15.6%	410	67	16.4%
	Total Group	3,677	288	7.8%	3,097	288	9.3%

BRIDGE CONSOLIDATION SALES Euro Millions



- 1) Adjusted excluding restructuring, non-operating income/expenses and non-recurring income / expenses
- 2) Defined as NWC excluding derivatives; % on annualized last quarter sales
- 3) Current financial debt maturity profile (Excluding debt held by local affiliates and debt coming from IFRS 16 (95 €M and 200 €M respectively) at 31.03.2023):
 - 2023: UNICREDIT TL (200 €M)
 - 2024: CDP 2019 (100 €M); INTESA TL (150 €M); MEDIOBANCA TL (100 €M); EIB 2017 (110 €M)
 - 2025: CDP 2021 (75 €M)
 - 2029: EIB 2022 (135 €M); CDP 2023 (120 €M)

DISCLAIMER

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- 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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