

1H 2024 INTEGRATED RESULTS

# CONNECT, TO LEAD



1.08.2024



**Massimo Battaini**

Prysmian CEO

1H 2024 INTEGRATED RESULTS

# HIGHLIGHTS & GROUP OVERVIEW

# 1H 2024 KEY HIGHLIGHTS

Solid margin & strong cash generation LTM



Adj. EBITDA



Adj. EBITDA Margin



FCF LTM



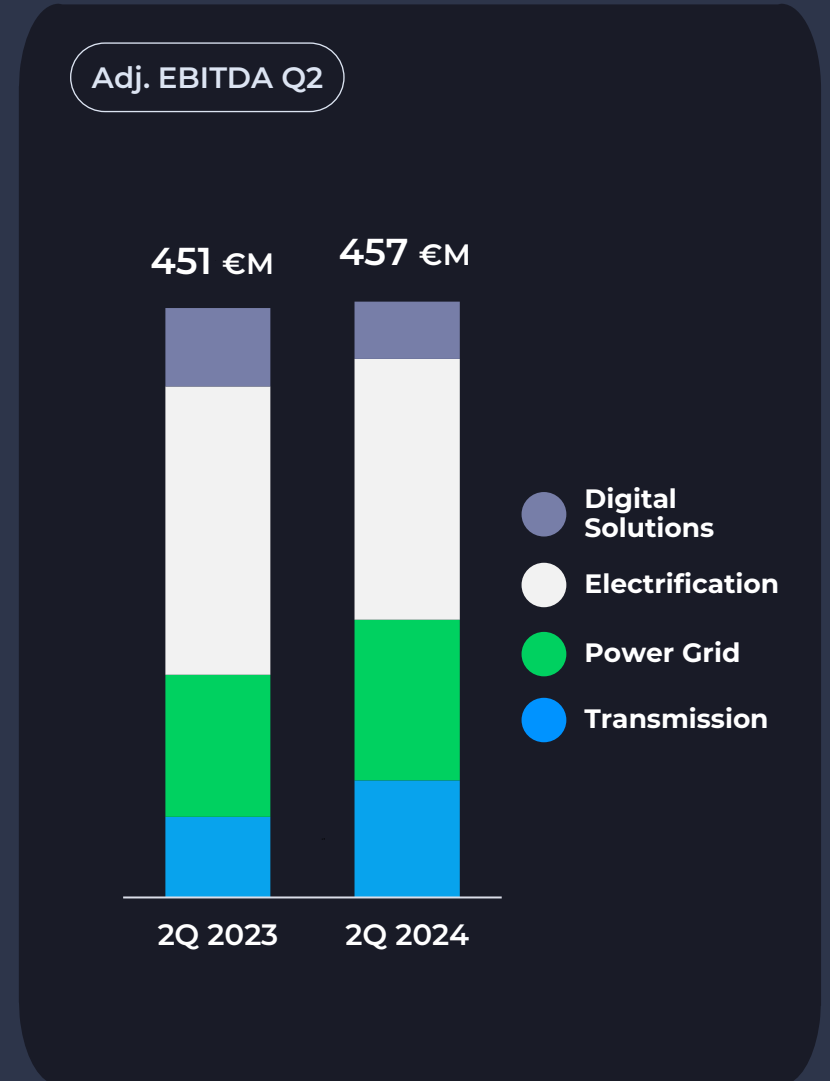
GHG emissions LTM



% of recycled content

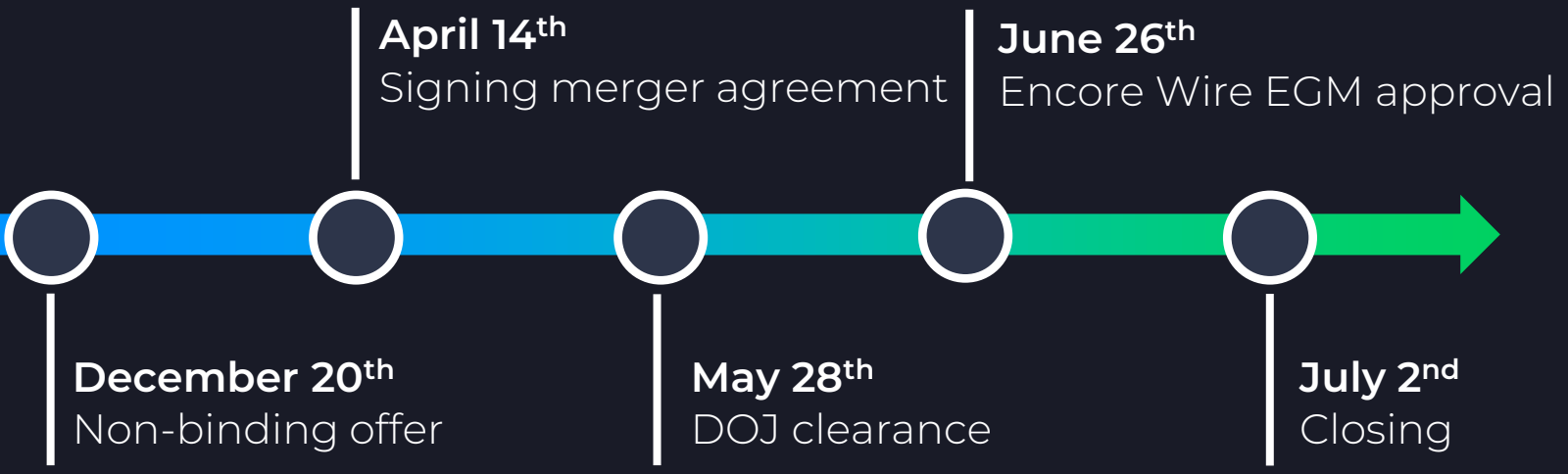


Completed acquisition of Encore Wire



# ENCORE WIRE ACQUISITION COMPLETED

A very fast and successful process



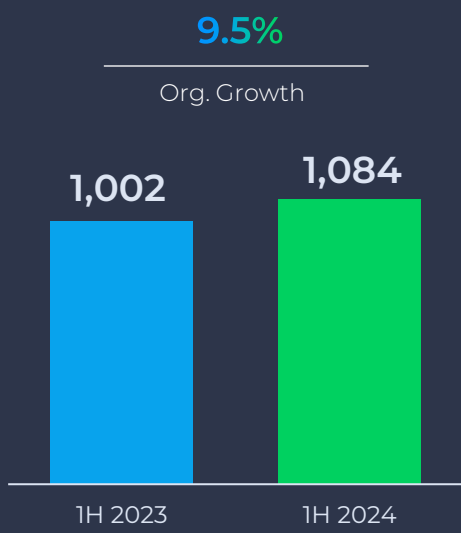
- Best service model in the industry
- Innovative player in the low voltage business in North America
- High exposure to electrification trends
- Vertically integrated and high focus on circular economy

TRANSMISSION

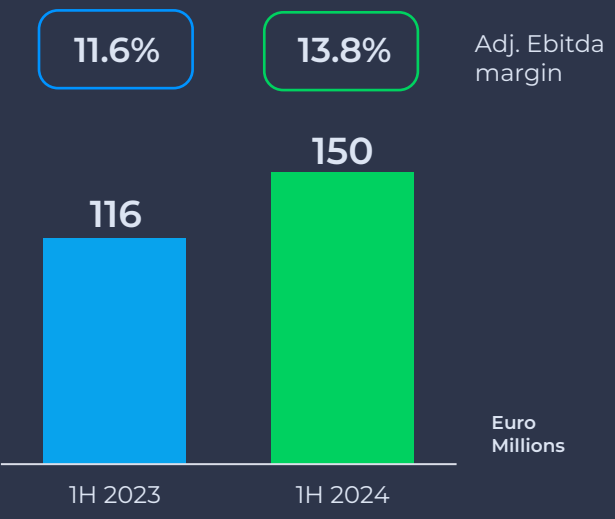


# SOUND MARGIN IMPROVEMENT & LONG VISIBILITY

SALES



ADJUSTED EBITDA



BACKLOG EVOLUTION



Solid execution and projects with better margin

Firm backlog & high visibility

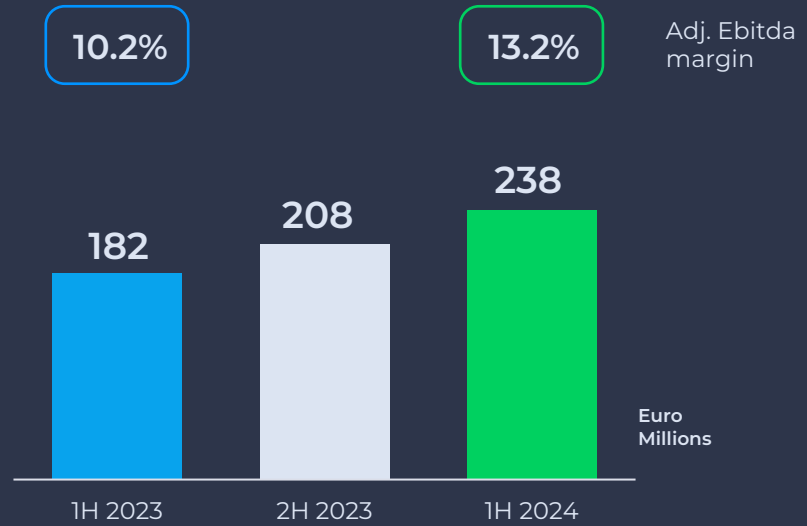


# MARGIN EXPANSION SUSTAINED BY SOLID MARKET TRENDS

SALES



ADJUSTED EBITDA



ADJ. EBITDA QUARTERLY EVOLUTION



SOLID IMPROVEMENT IN NORTH AMERICA & EMEA

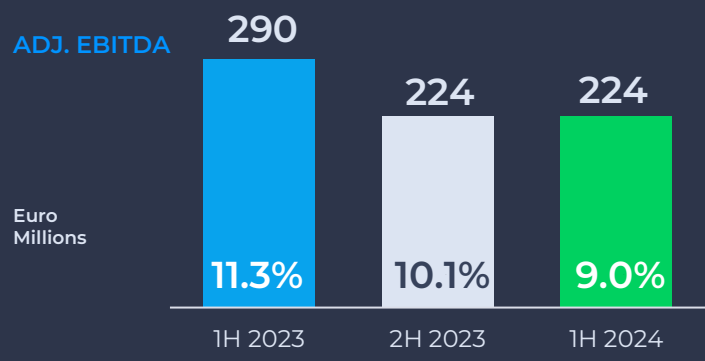
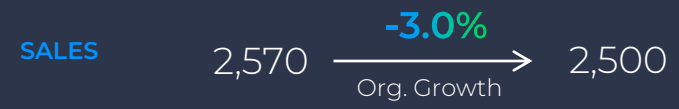
ELECTRIFICATION



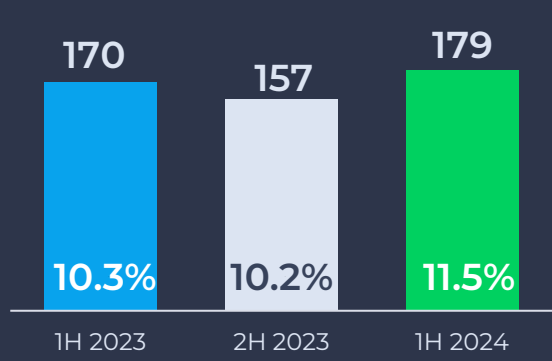
# SOUND PERFORMANCE IN ELECTRIFICATION

Electrification margin at 9.5% (9.4% in 2H 2023)

### INDUSTRIAL & CONSTRUCTION

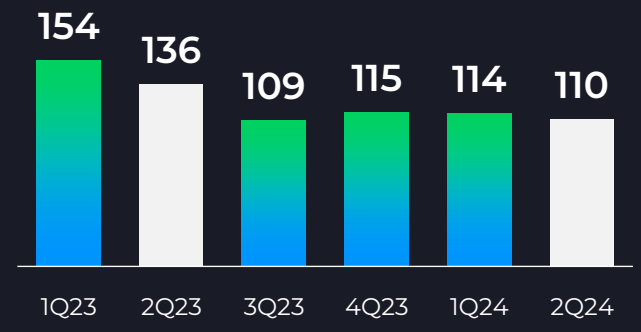


### SPECIALTIES

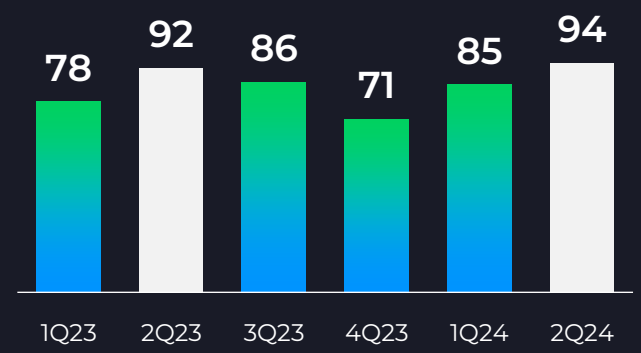


### ADJ. EBITDA QUARTERLY EVOLUTION

#### Industrial & Construction



#### Specialties



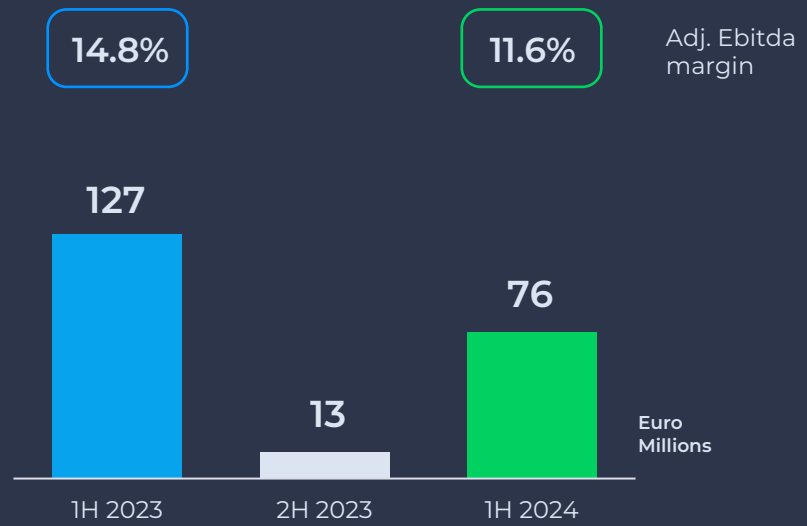


# SEQUENTIAL IMPROVEMENT AS EXPECTED

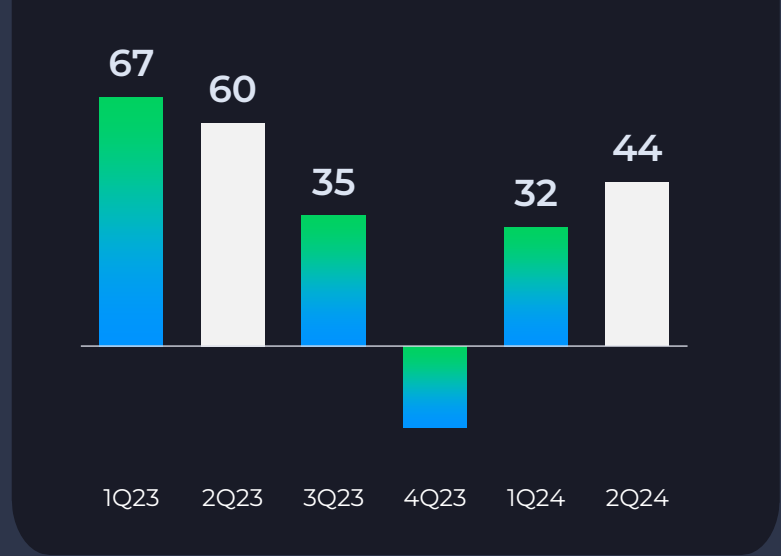
SALES



ADJUSTED EBITDA



ADJ. EBITDA QUARTERLY EVOLUTION

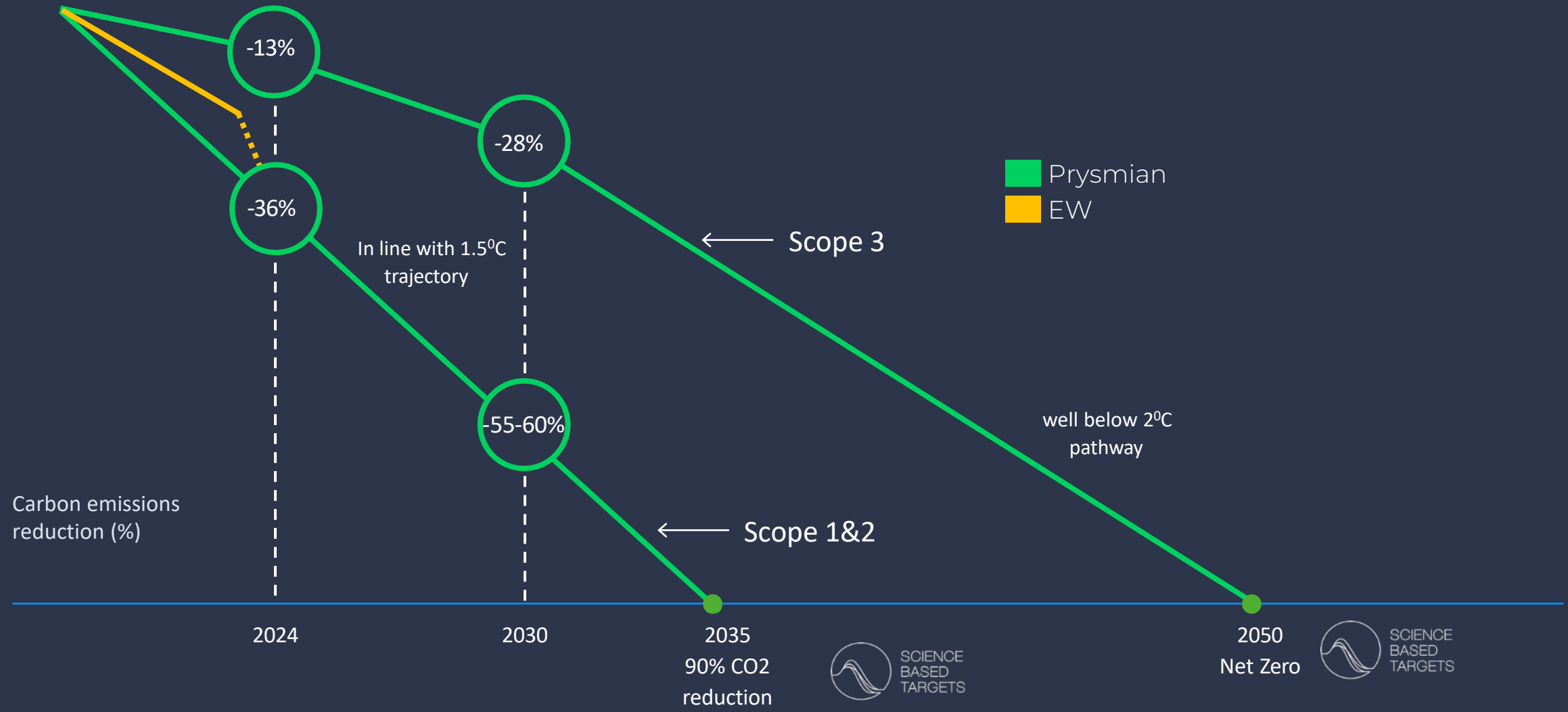


LONG TERM GROWTH SUSTAINED BY SOLID MARKET TRENDS



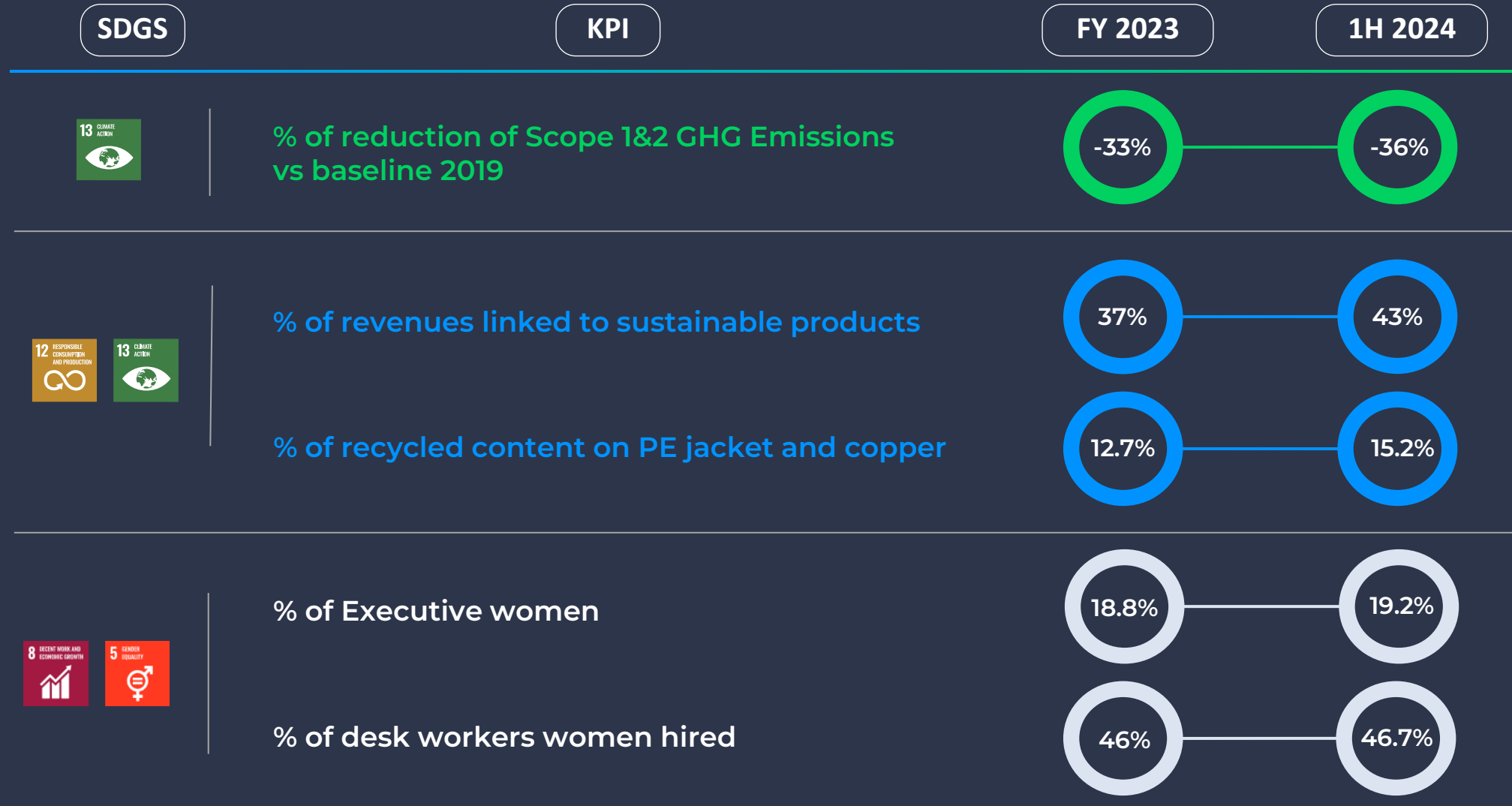
# CLIMATE CHANGE AMBITION WELL ON TRACK

Confirmed commitment to decarbonization path while including Encore Wire in the perimeter



# 1H 2024: ESG HIGHLIGHTS

Committed to deliver





**Pier Francesco Facchini**

Pysmian CFO

1H 2024 INTEGRATED RESULTS

FINANCIAL RESULTS

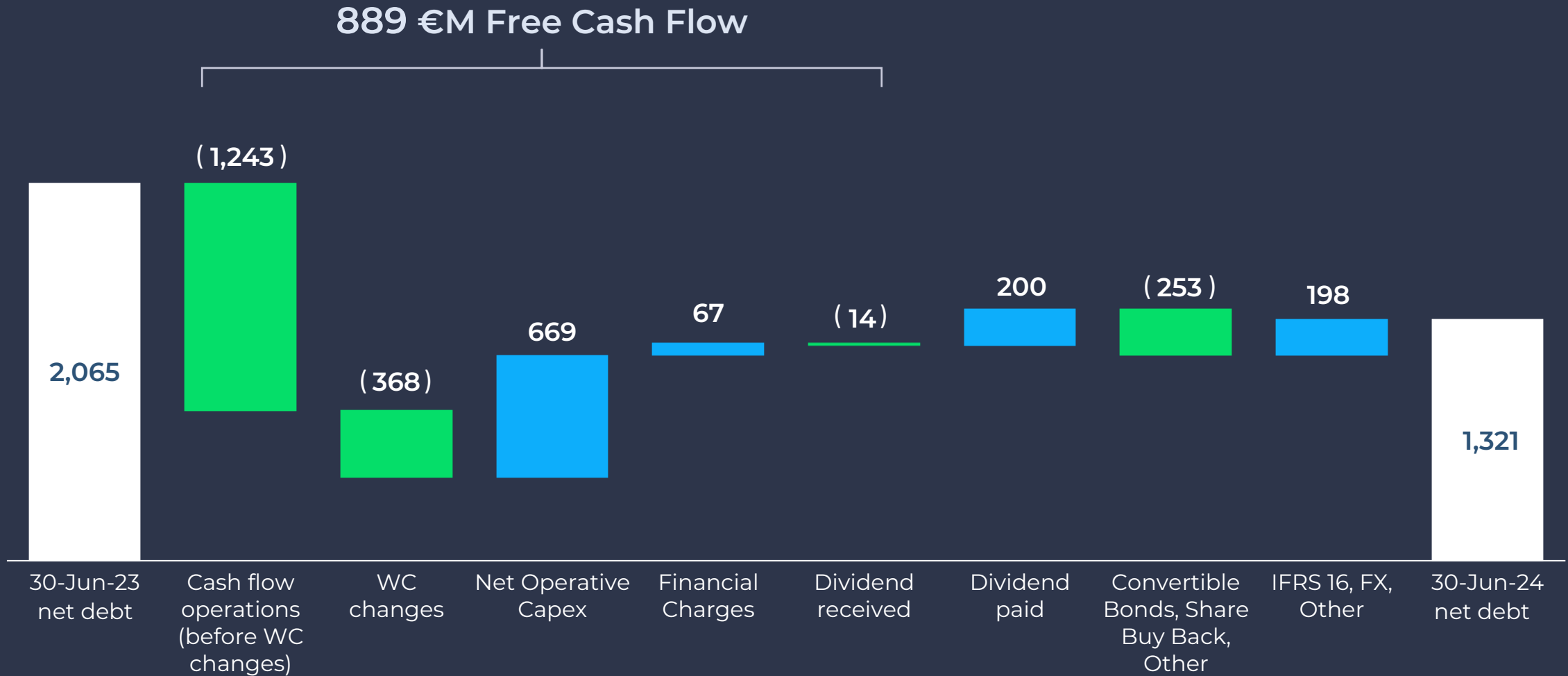
# Profit & loss statement

	1H 2024	1H 2023
<b>SALES</b>	<b>7,819</b>	<b>8,003</b>
<i>YoY organic growth</i>	<i>(3.0%)</i>	
<b>Adj.EBITDA</b>	<b>869</b>	<b>878</b>
<i>% on sales</i>	<i>11.1%</i>	<i>11.0%</i>
<b>Adj.EBIT</b>	<b>676</b>	<b>702</b>
<i>% on sales</i>	<i>8.6%</i>	<i>8.8%</i>
Adjustments	(68)	(50)
Non monetary items	(16)	(16)
<b>EBIT</b>	<b>592</b>	<b>636</b>
<i>% on sales</i>	<i>7.6%</i>	<i>7.9%</i>
Financial charges	(53)	(54)
<b>EBT</b>	<b>539</b>	<b>582</b>
Taxes	(129)	(169)
<i>% on EBT</i>	<i>23.9%</i>	<i>29.0%</i>
<b>NET INCOME</b>	<b>410</b>	<b>413</b>
Minorities	8	8
<b>GROUP NET INCOME</b>	<b>402</b>	<b>405</b>

## ADJ. EBITDA BRIDGE

	Q1	Q2	1H
<b>ADJ. EBITDA 2023</b>	<b>427</b>	<b>451</b>	<b>878</b>
Transmission	8	26	34
Power Grid	42	14	56
Electrification	(30)	(18)	(48)
Digital Solution (ex-share of net income)	(31)	(13)	(44)
share of net income	(4)	(3)	(7)
<b>ADJ. EBITDA 2024</b>	<b>412</b>	<b>457</b>	<b>869</b>
of which Forex effect	(3)	1	(2)

# Strong cash generation LTM





**Massimo Battaini**

Prysmian CEO

1H 2024 INTEGRATED RESULTS

# OUTLOOK & CLOSING REMARKS



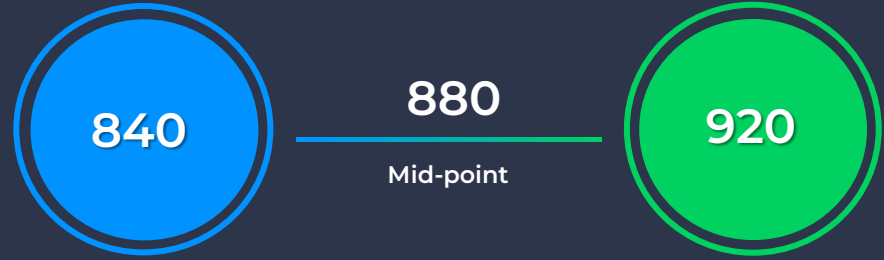
# UPGRADING OUTLOOK 2024

## FY 2024 Prysmian + H2 2024 Encore Wire

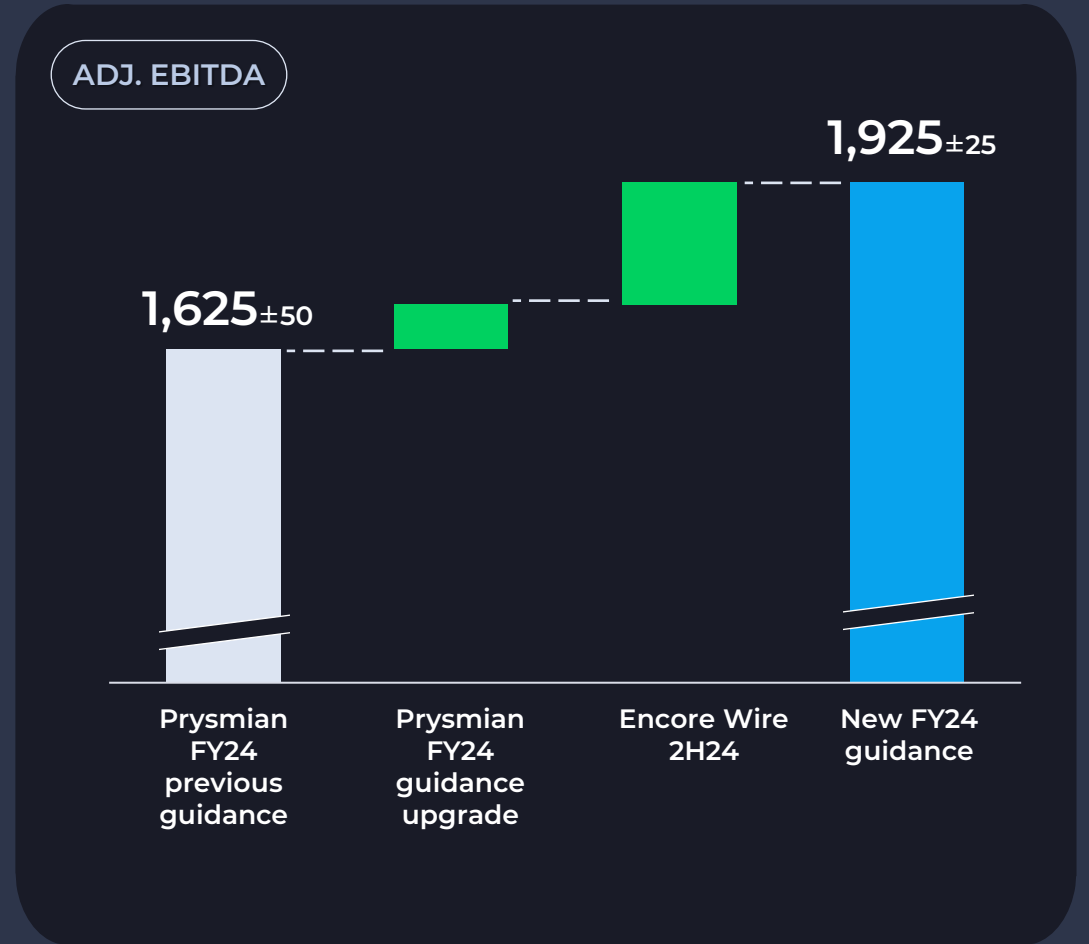
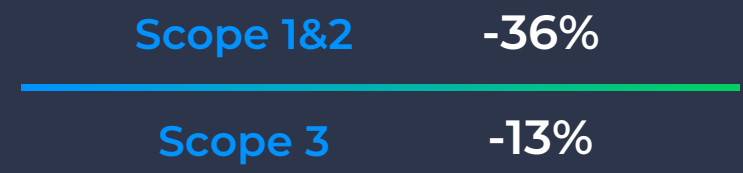
ADJ. EBITDA  
2024 TARGET (€M)



FCF 2024  
TARGET (€M)



GHG EMISSIONS  
2024 vs. 2019





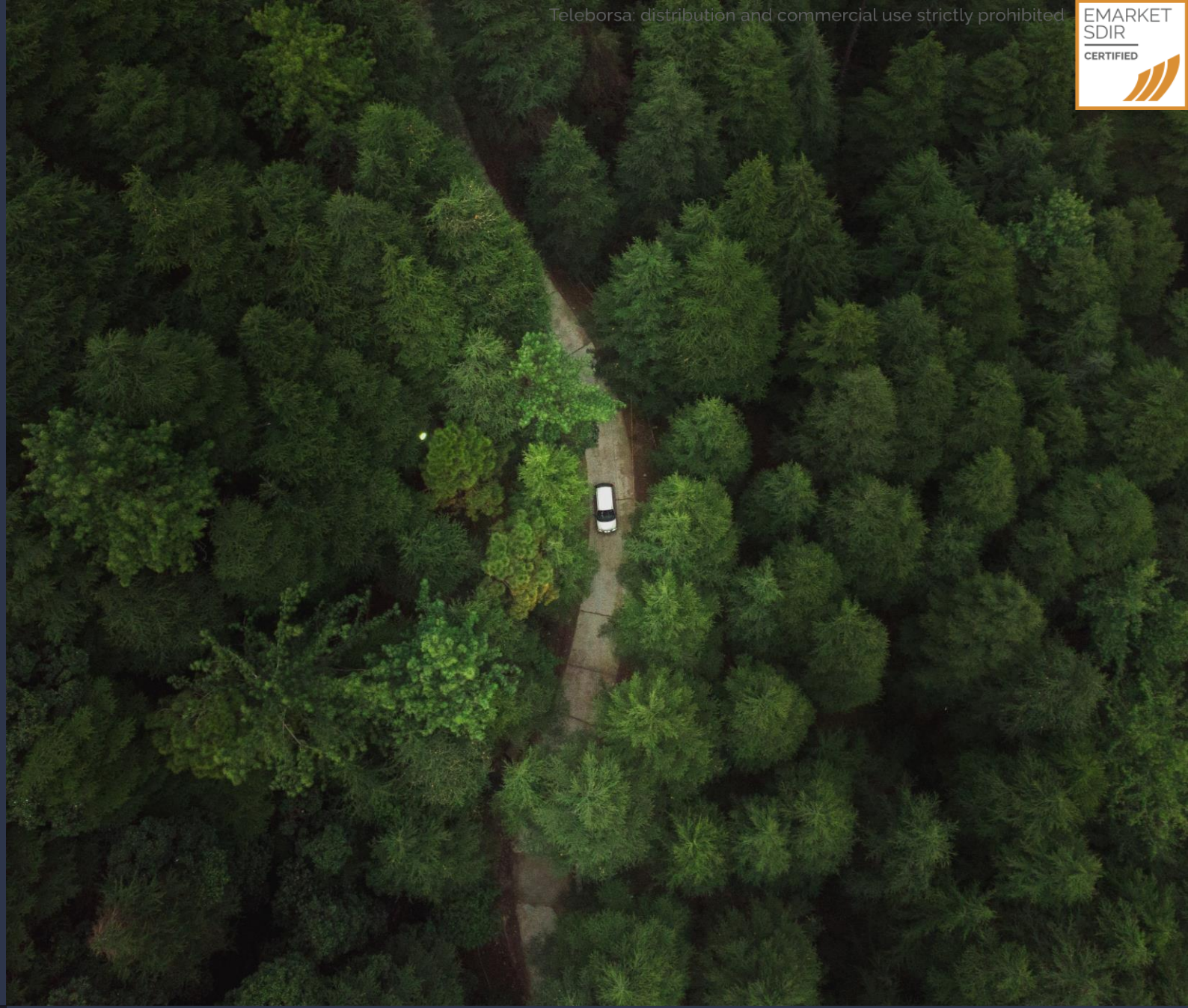
# CLOSING REMARKS

1. Transmission and Power Grid complement an overall **strong set of results**
2. **Encore Wire** acquisition completed faster than expected. Integration process moving ahead quickly
3. Sound cash generation
4. Decarbonization path well on track, including EW's scope





# Appendix



# Financial highlights

	Sales			Adj.EBITDA			
	1H 2024		1H 2023	1H 2024		1H 2023	
	€M	organic growth	€M	€M	Adj.EBITDA Margin	€M	Adj.EBITDA Margin
<b>TRANSMISSION</b>	<b>1,084</b>	9.5%	<b>1,002</b>	<b>150</b>	13.8%	<b>116</b>	11.6%
<b>POWER GRID</b>	<b>1,802</b>	1.7%	<b>1,772</b>	<b>238</b>	13.2%	<b>182</b>	10.2%
INDUSTRIAL & CONSTRUCTION	<b>2,500</b>	-3.0%	<b>2,570</b>	<b>224</b>	9.0%	<b>290</b>	11.3%
SPECIALTIES	<b>1,552</b>	-5.3%	<b>1,642</b>	<b>179</b>	11.5%	<b>170</b>	10.3%
OTHER	<b>225</b>	0.0%	<b>160</b>	<b>2</b>	0.8%	<b>(7)</b>	-4.1%
<b>ELECTRIFICATION</b>	<b>4,277</b>	-3.8%	<b>4,372</b>	<b>405</b>	9.5%	<b>453</b>	10.4%
<b>DIGITAL SOLUTIONS</b>	<b>656</b>	-23.5%	<b>857</b>	<b>76</b>	11.6%	<b>127</b>	14.8%
<b>TOTAL GROUP</b>	<b>7,819</b>	-3.0%	<b>8,003</b>	<b>869</b>	11.1%	<b>878</b>	11.0%

# 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
1H 2024	TRANSMISSION	1,084	150	13.8%	1,069	150	14.0%
	POWER GRID	1,802	238	13.2%	1,614	238	14.8%
	ELECTRIFICATION	4,277	405	9.5%	3,609	405	11.2%
	I&C	2,500	224	9.0%	2,046	224	10.9%
	Specialties	1,552	179	11.5%	1,349	179	13.3%
	DIGITAL SOLUTIONS	656	76	11.6%	628	76	12.1%
	<b>TOTAL GROUP</b>	<b>7,819</b>	<b>869</b>	<b>11.1%</b>	<b>6,920</b>	<b>869</b>	<b>12.6%</b>
1H 2023	TRANSMISSION	1,002	116	11.6%	938	116	12.4%
	POWER GRID	1,772	182	10.2%	1,624	182	11.2%
	ELECTRIFICATION	4,372	453	10.4%	3,749	453	12.1%
	I&C	2,570	290	11.3%	2,152	290	13.5%
	Specialties	1,642	170	10.3%	1,431	170	11.8%
	DIGITAL SOLUTIONS	857	127	14.8%	830	127	15.3%
	<b>TOTAL GROUP</b>	<b>8,003</b>	<b>878</b>	<b>11.0%</b>	<b>7,140</b>	<b>878</b>	<b>12.3%</b>

Standard copper price of €5,500/ton.

Standard aluminum price of €1,500/ton.

Standard lead price of €2,000/ton.

# Profit & loss statement

## Adjustments and non monetary items on EBIT

	1H 2024	1H 2023
<b>SALES</b>	<b>7,819</b>	<b>8,003</b>
YoY total growth	(2.3%)	
YoY organic growth	(3.0%)	
<b>Adj.EBITDA</b>	<b>869</b>	<b>878</b>
% on sales	11.1%	11.0%
of which share of net income	9	15
Adjustments	(68)	(50)
<b>EBITDA</b>	<b>801</b>	<b>828</b>
% on sales	10.2%	10.3%
<b>Adj.EBIT</b>	<b>676</b>	<b>702</b>
% on sales	8.6%	8.8%
Adjustments	(68)	(50)
Non monetary items	(16)	(16)
<b>EBIT</b>	<b>592</b>	<b>636</b>
% on sales	7.6%	7.9%
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Taxes	(129)	(169)
% on EBT	23.9%	29.0%
<b>NET INCOME</b>	<b>410</b>	<b>413</b>
Minorities	8	8
<b>GROUP NET INCOME</b>	<b>402</b>	<b>405</b>
% on sales	5.1%	5.1%

	1H 2024	1H 2023
<b>Non-recurring Items</b>	<b>(6)</b>	<b>(3)</b>
<b>Restructuring</b>	<b>(48)</b>	<b>(9)</b>
<b>Other Non-operating Income / (Expenses)</b>	<b>(14)</b>	<b>(38)</b>
<b>EBITDA adjustments</b>	<b>(68)</b>	<b>(50)</b>
<b>Non monetary items</b>	<b>(16)</b>	<b>(16)</b>
Gain/(loss) on derivatives on commodities	13	3
Assets impairment	-	(2)
Share-based compensation	(29)	(17)
<b>EBIT adjustments</b>	<b>(84)</b>	<b>(66)</b>

## Financial Charges

	1H 2024	1H 2023
<b>Net interest expenses</b>	<b>(26)</b>	<b>(39)</b>
of which non-cash conv.bond interest exp.	(5)	(5)
Financial costs IFRS 16	(7)	(4)
Bank fees amortization	(3)	(4)
Gain/(loss) on exchange rates and derivatives	(19)	(10)
Non recurring and other effects	2	3
<b>Net financial charges</b>	<b>(53)</b>	<b>(54)</b>



# Statement of financial position (balance sheet)

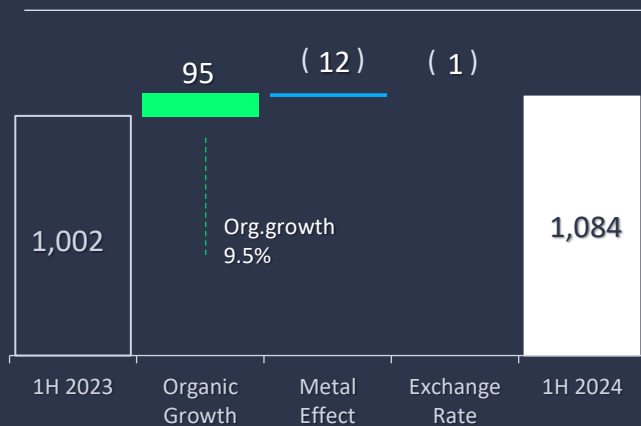
	30 Jun 2024	30 Jun 2023	31 Dec 2023
<b>Net fixed assets</b>	<b>5,823</b>	<b>5,609</b>	<b>5,709</b>
of which: goodwill	1,691	1,674	1,660
<b>Net working capital</b>	<b>1,290</b>	<b>1,362</b>	<b>518</b>
of which: derivatives assets/(liabilities)	172	(55)	(7)
of which: Operative Net working capital	1,118	1,417	525
<b>Provisions &amp; deferred taxes</b>	<b>(785)</b>	<b>(688)</b>	<b>(734)</b>
<b>Net Capital Employed</b>	<b>6,328</b>	<b>6,283</b>	<b>5,493</b>
<b>Employee provisions</b>	<b>316</b>	<b>321</b>	<b>333</b>
<b>Shareholders' equity</b>	<b>4,691</b>	<b>3,897</b>	<b>3,972</b>
of which: attributable to minority interest	195	181	191
<b>Net financial debt</b>	<b>1,321</b>	<b>2,065</b>	<b>1,188</b>
<b>Total Financing and Equity</b>	<b>6,328</b>	<b>6,283</b>	<b>5,493</b>

# Cash flow statement

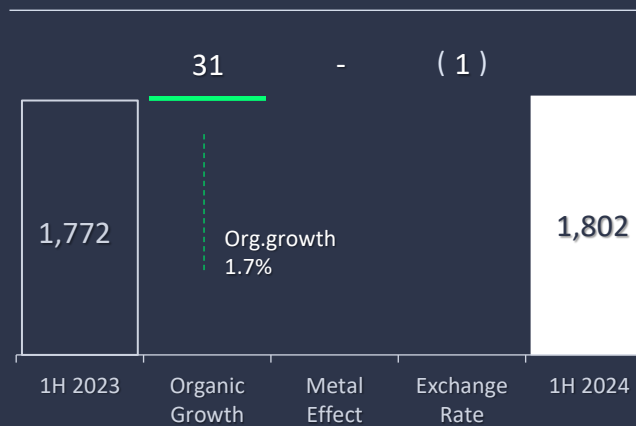
	30 Jun 2024	30 Jun 2023	12 Months (from 1/7/2023 to 30/6/2024)
<b>Adj.EBITDA</b>	<b>869</b>	878	1,619
Adjustments	(68)	(50)	(161)
<b>EBITDA</b>	<b>801</b>	<b>828</b>	<b>1,458</b>
Net Change in provisions & others	11	18	75
Share of income from investments in op.activities	(20)	(15)	(38)
<b>Cash flow from operations (before WC changes)</b>	<b>792</b>	<b>831</b>	<b>1,495</b>
Working Capital changes	(603)	(774)	368
Dividends received	3	2	14
Paid Income Taxes	(123)	(193)	(258)
<b>Cash flow from operations</b>	<b>69</b>	<b>(134)</b>	<b>1,619</b>
Acquisitions/Disposals	-	-	-
Net Operative CAPEX	(209)	(164)	(669)
<b>Free Cash Flow (unlevered)</b>	<b>(140)</b>	<b>(298)</b>	<b>950</b>
Financial charges	(27)	(32)	(67)
<b>Free Cash Flow (levered)</b>	<b>(167)</b>	<b>(330)</b>	<b>883</b>
<b>FCF (levered) excl. Acquisitions &amp; Disposals and antitrust impact</b>	<b>(165)</b>	<b>(329)</b>	<b>889</b>
Dividends	(197)	(162)	(200)
Capital increase, Shares buy-back & other equity	(36)	-	(40)
<b>Net Cash Flow</b>	<b>(400)</b>	<b>(492)</b>	<b>643</b>
<b>Net Financial Debt beginning of the period</b>	<b>(1,188)</b>	<b>(1,417)</b>	<b>(2,065)</b>
Net cash flow	(400)	(492)	643
Equity component of Convertible Bond 2021	293	-	293
NFD increase due to IFRS16	(26)	(95)	(84)
Other variations	-	(61)	(108)
<b>Net Financial Debt end of the period</b>	<b>(1,321)</b>	<b>(2,065)</b>	<b>(1,321)</b>

# Bridge consolidation sales

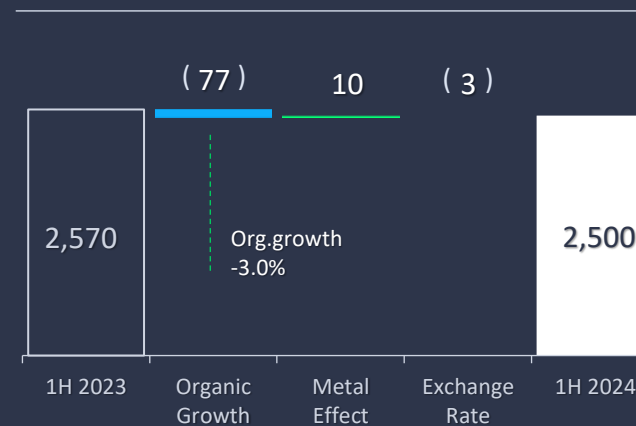
## TRANSMISSION



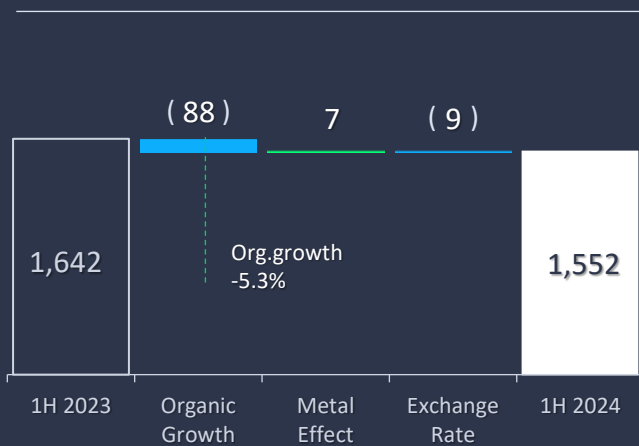
## POWER GRID



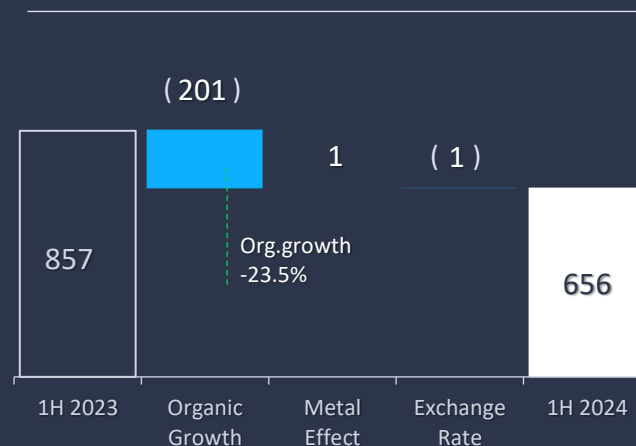
## INDUSTRIAL & CONSTRUCTION



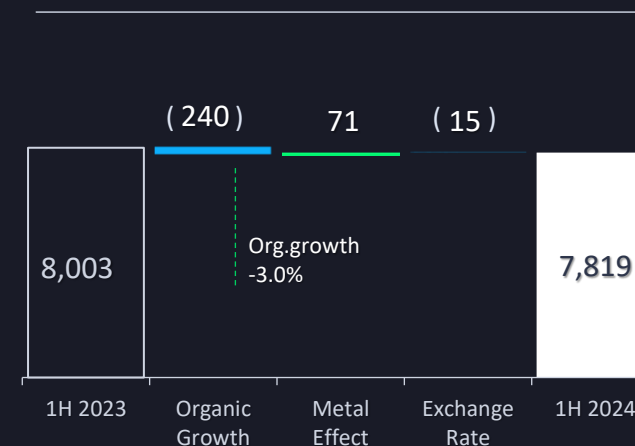
## SPECIALTIES



## DIGITAL SOLUTIONS

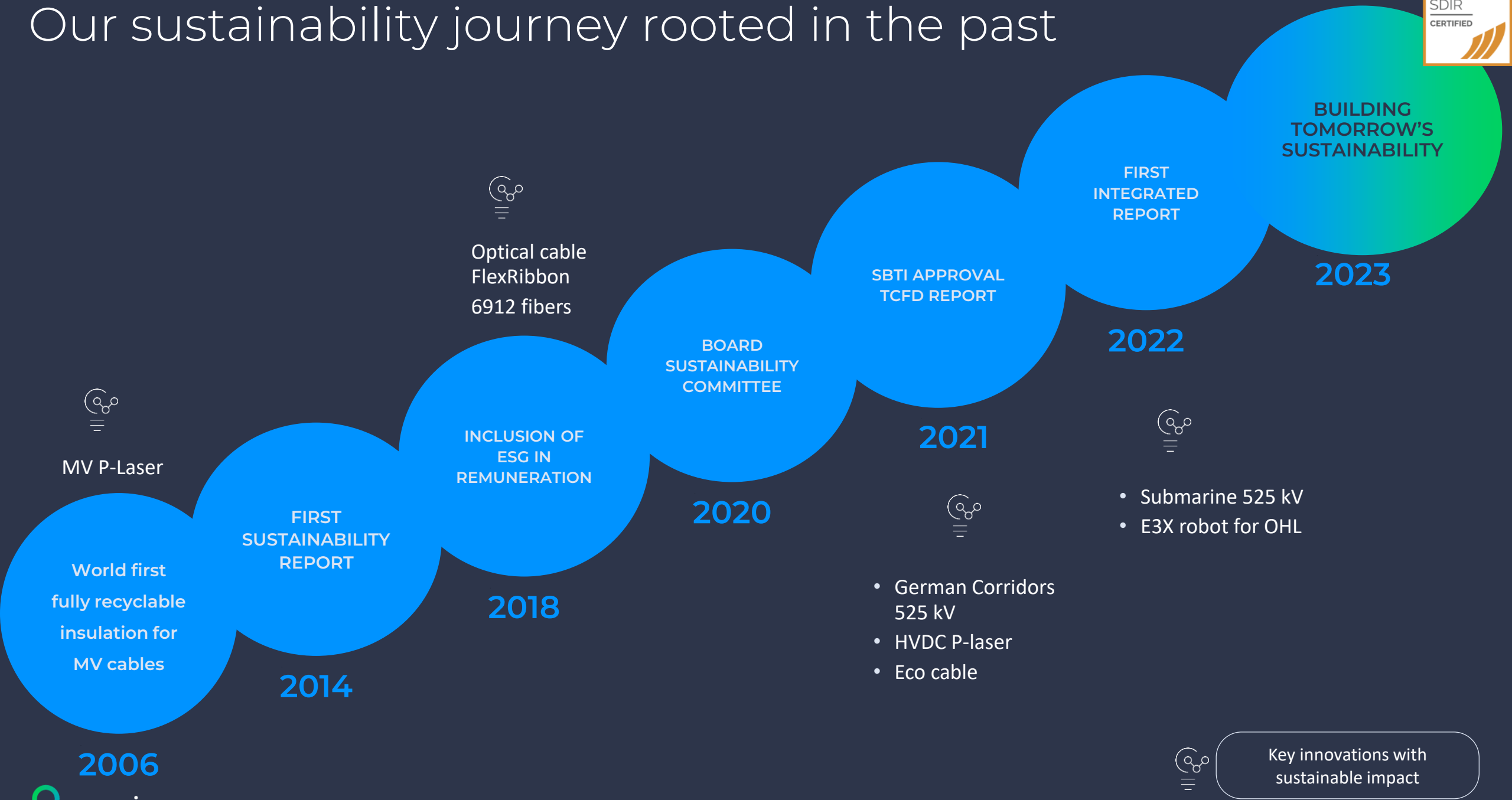


## TOTAL PRYSMIAN





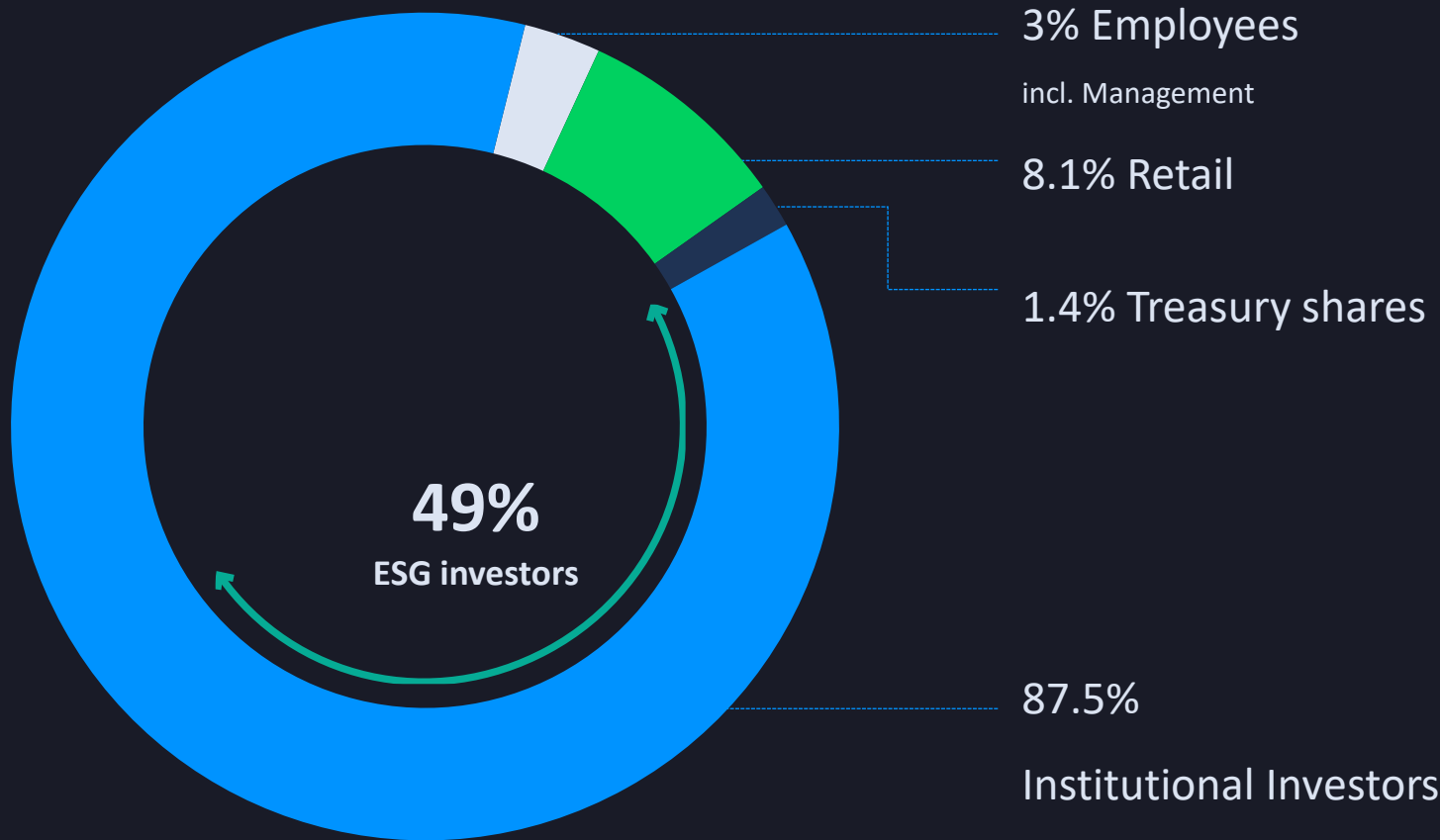
# Our sustainability journey rooted in the past



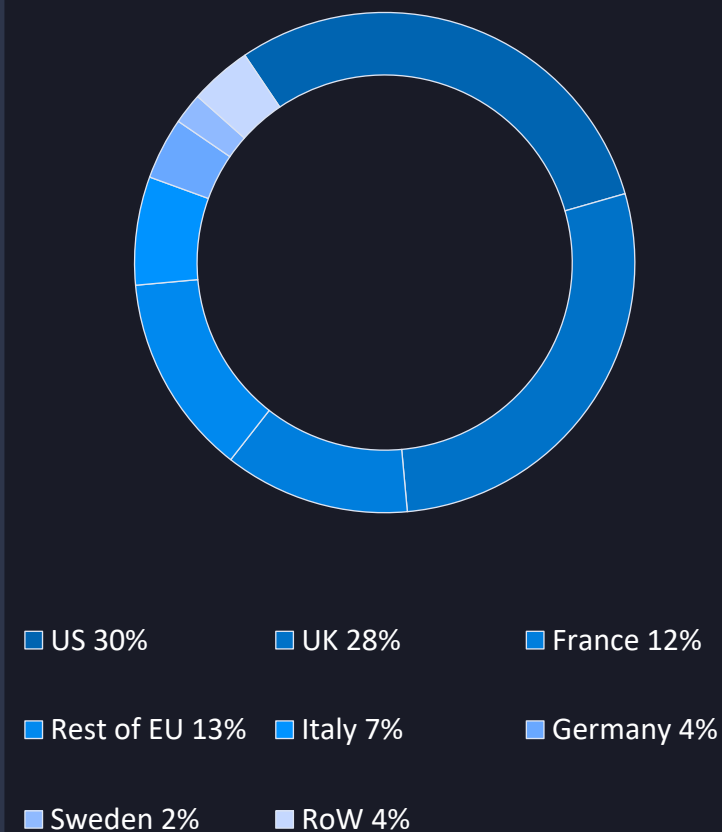


# A truly public company, based on inclusion

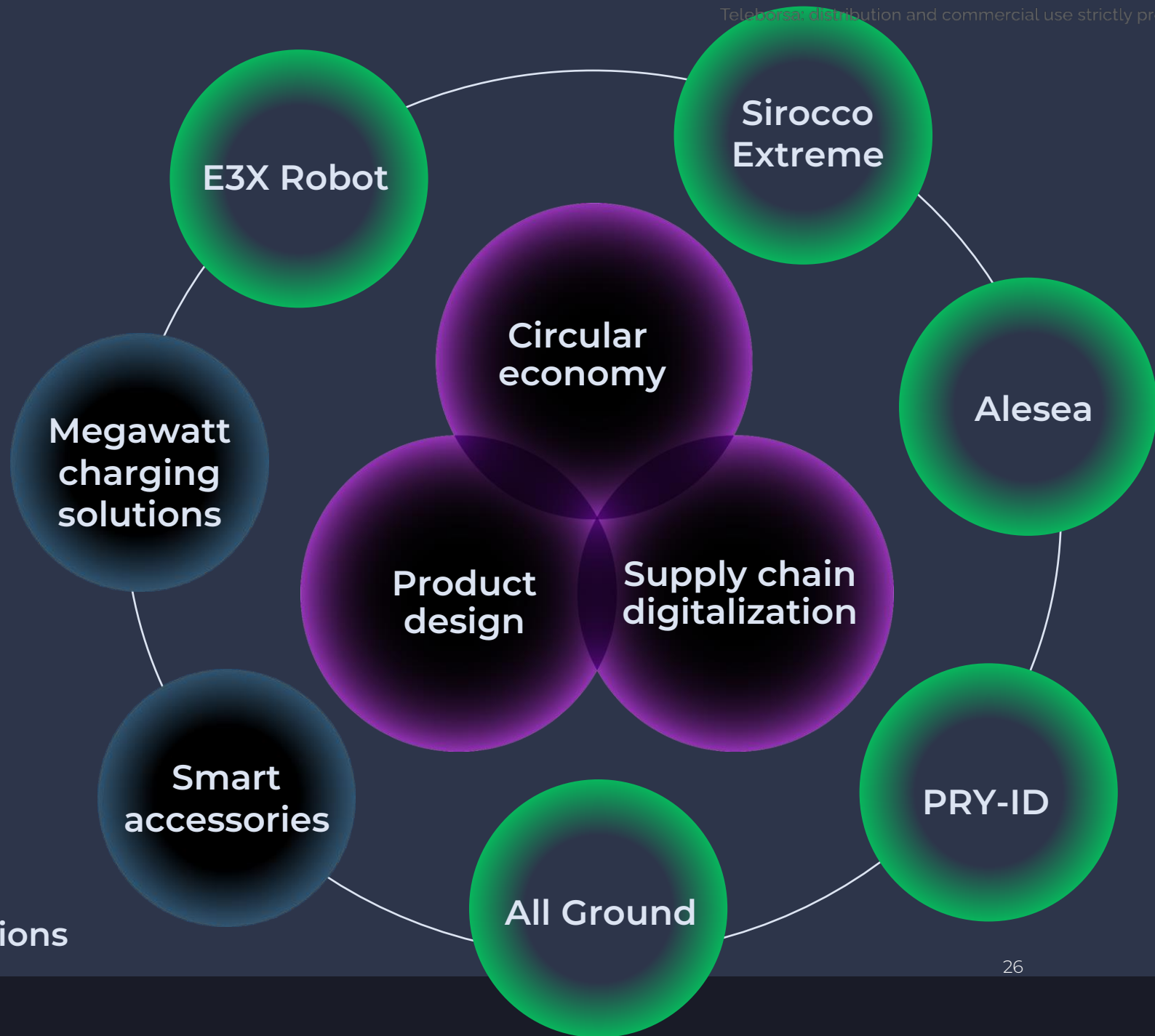
## PRYSMIAN SHAREHOLDING STRUCTURE



## INSTITUTIONAL INVESTORS



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



Selection of innovative solutions

# Sustainability also means equity and inclusion

**45-50%**  
Employees holding shares by 2027

**+500**  
Women in STEM by 2027

**35-37**  
Training hours for employee



# Promoting talent within under-privileged communities

**1,400+**

Children

**400+**

Women and young girls



315 women and young girls in LATAM



625 children in the Netherlands

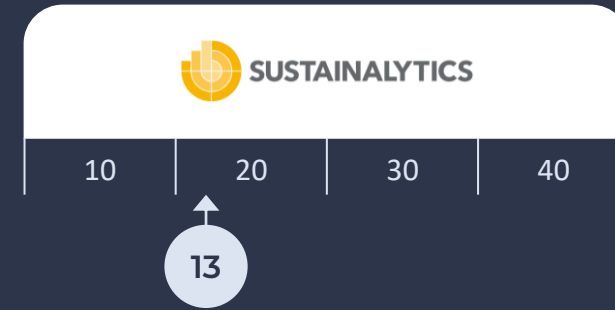
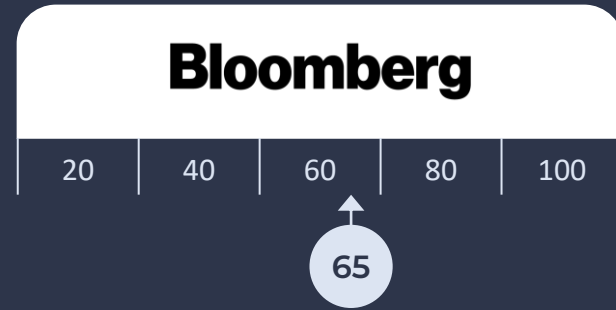
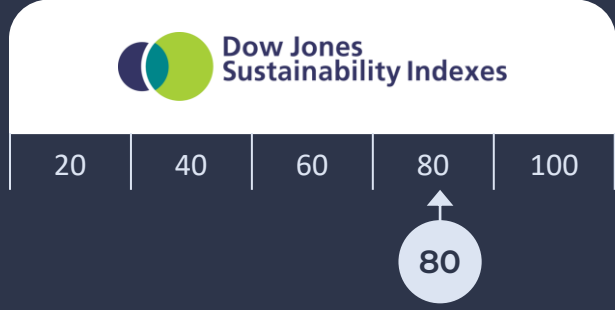


100 women and 800 children in Oman





# Sustainability development goals



We are included in

**MIB ESG**

**STOXX**

# Notes

- 1) FCF excluding Acquisitions & Disposals and Antitrust impact;
- 2) Adjusted EBITDA: EBITDA excluding restructuring, non-operating income/expenses and non-recurring income / expenses
- 3) Slide 5: Total backlog including SURF and Submarine Telecom
- 4) Slide 10: 1H 2024 GHG emission reduction is calculated over the last twelve months (1 July 2023 – 30 June 2024)
- 5) Slide 13: Cash flow operations (before WC changes) of 1,243 €M including tax paid for 258 M€
- 6) Slide 23: The Prysmian Total includes “other Electrification”, which is not shown due to its small sum.

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- 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
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