

LINKING THE FUTURE

The worldwide leader in the cable industry

Company Presentation

Prysmian
Group



LINKING THE FUTURE

“We help our customers make tomorrow’s world a better place by providing them with highly innovative solutions that enable them to meet their future challenges.

We create those vital connections that ensure energy and information is carried effectively, efficiently, everywhere.”



Valerio Battista
CEO Prysmian Group





Prysmian Group

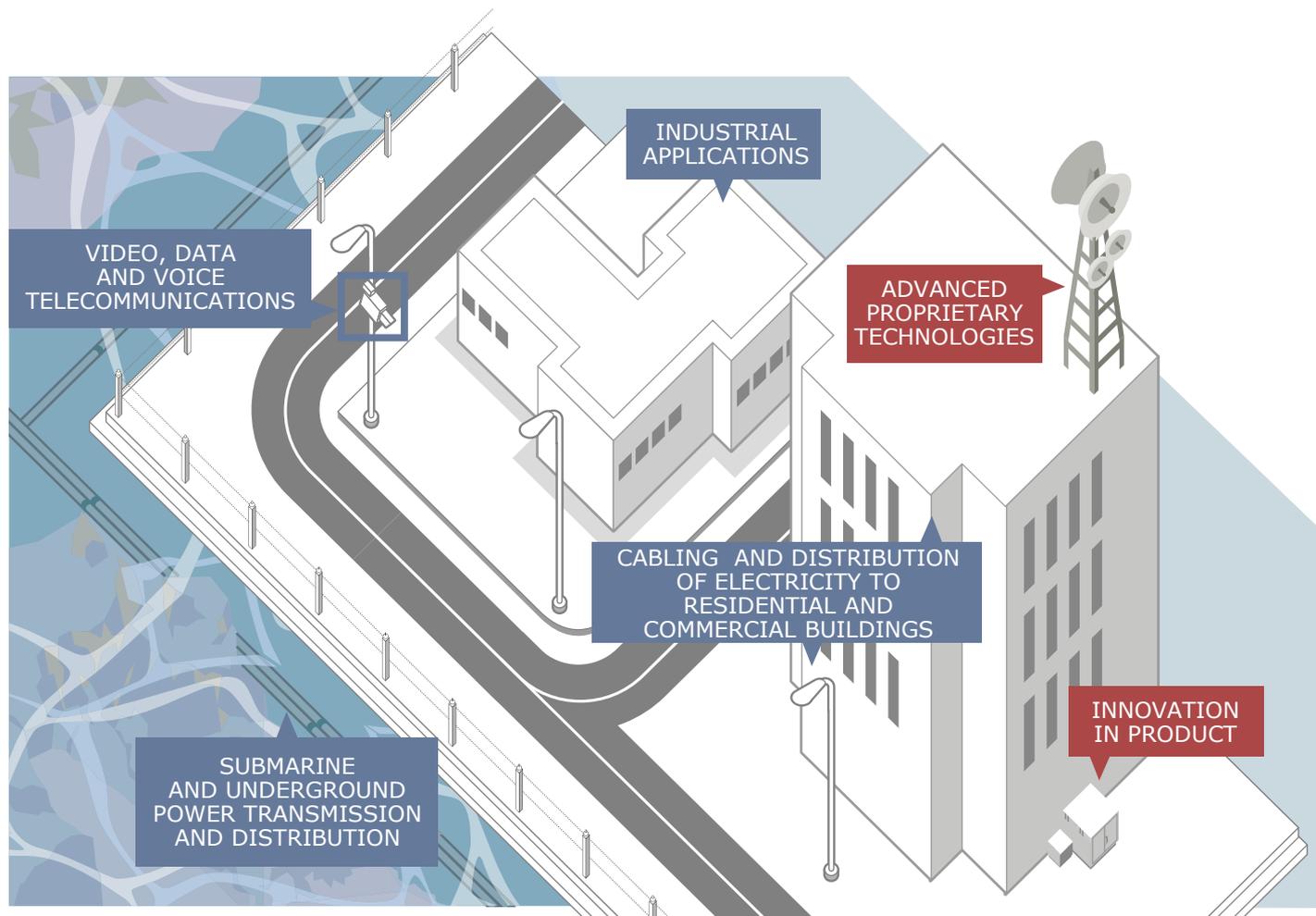
OUR STRENGTHS

World leader in the energy and telecom cables and systems industry, partner of the world's key players

WIDE RANGE OF PRODUCTS, TECHNOLOGIES, SERVICES

STRONG POSITION IN HIGH-TECH SECTORS

A PUBLIC COMPANY, LISTED ON THE MILAN STOCK EXCHANGE



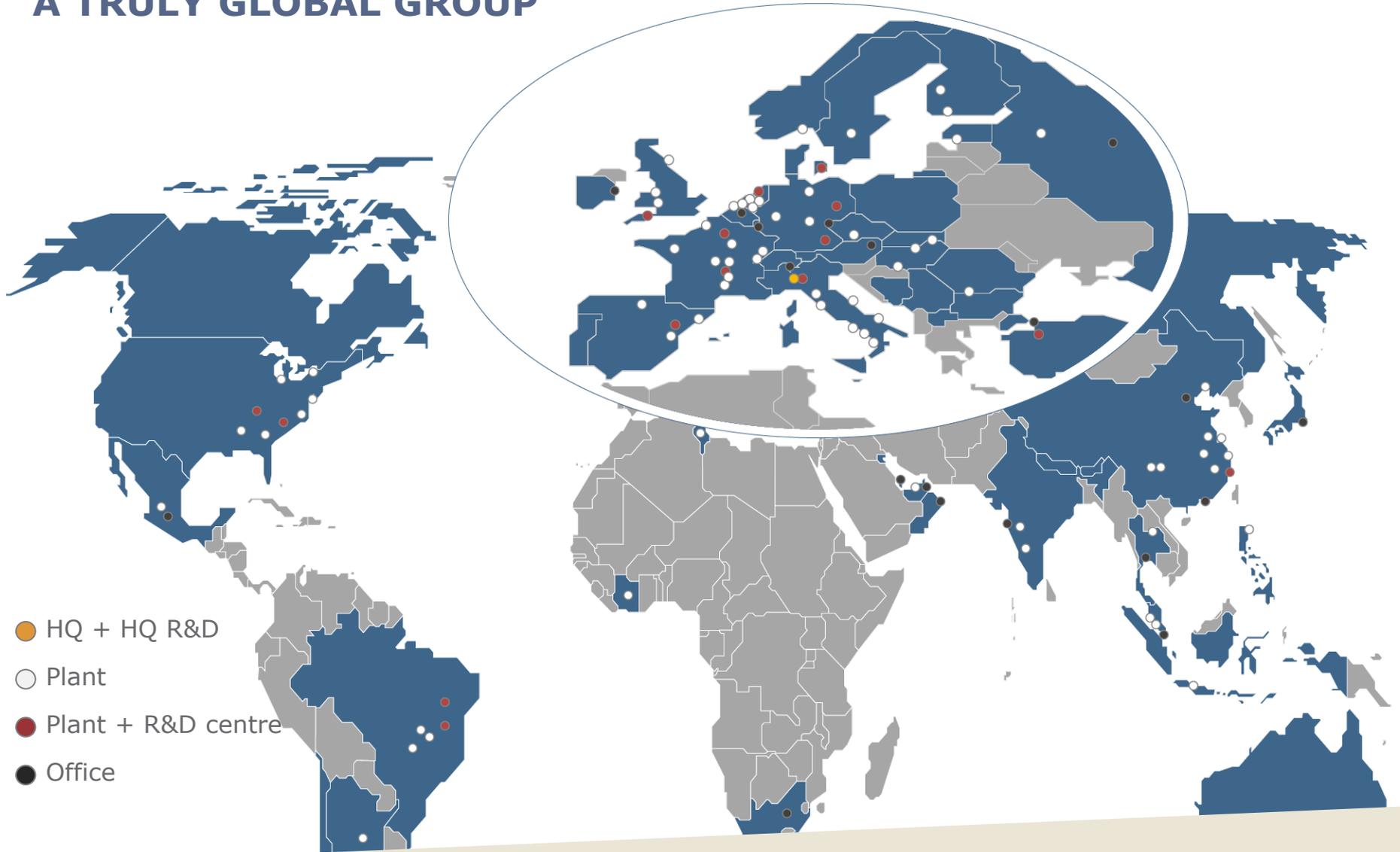
 Deliver value and superior results to all shareholders

 Keep a fair valuation to remain independent and enable growth strategy

 Match corporate governance benchmarks

 Create trust of shareholders

A TRULY GLOBAL GROUP



- HQ + HQ R&D
- Plant
- Plant + R&D centre
- Office

Almost **140** years of history

 **50** countries

 **88** plants

 **17** R&D centres

 Over **19,000** employees

 About **7.5** billion sales in 2015

PARTNER OF THE WORLD'S KEY PLAYERS

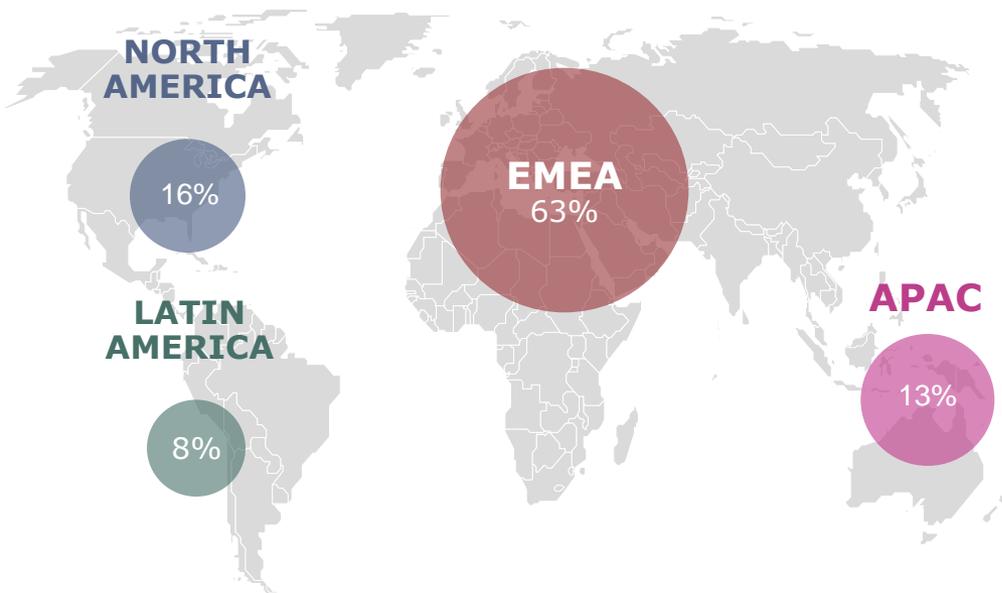


6.1% WORLDWIDE MARKET SHARE
 (Source: CRU, January 2016)

A GLOBAL COMPANY, OPERATING IN ENERGY AND TELECOM

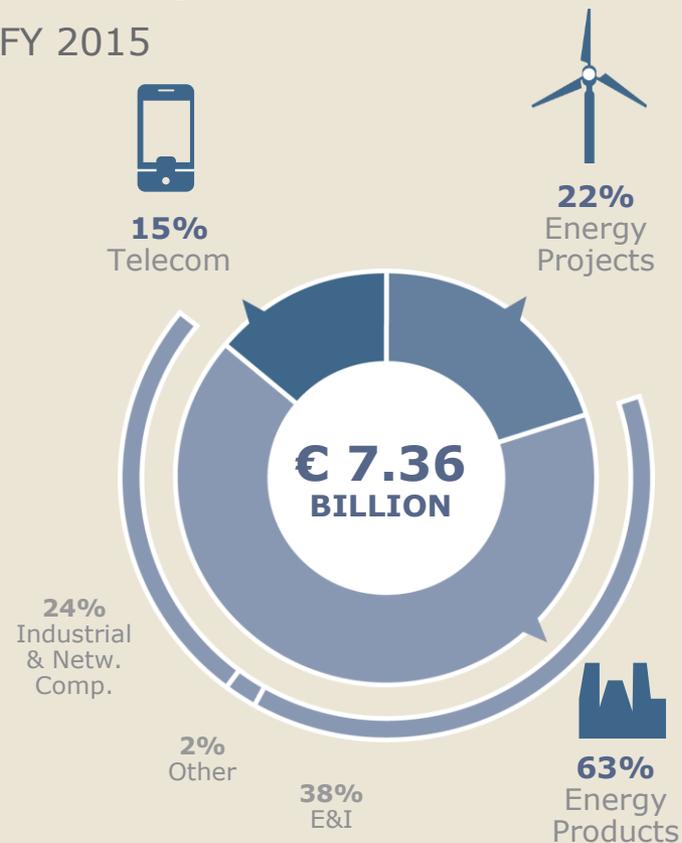
Sales by geography

FY 2015



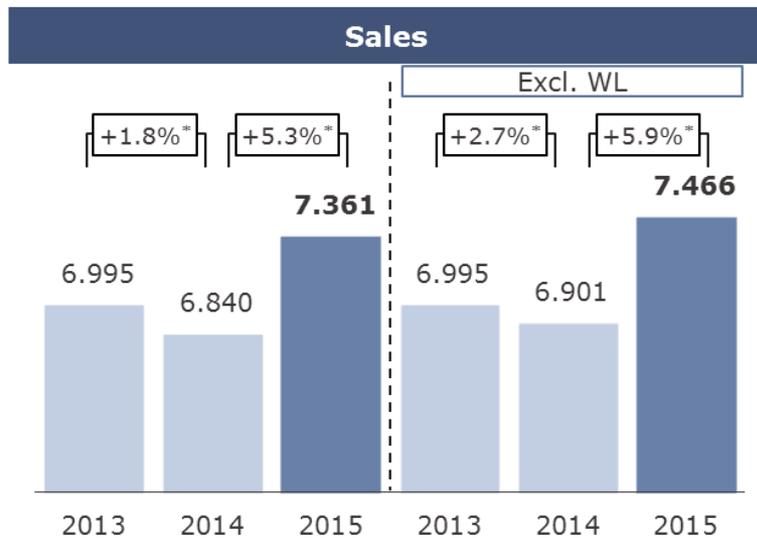
Sales by business

FY 2015

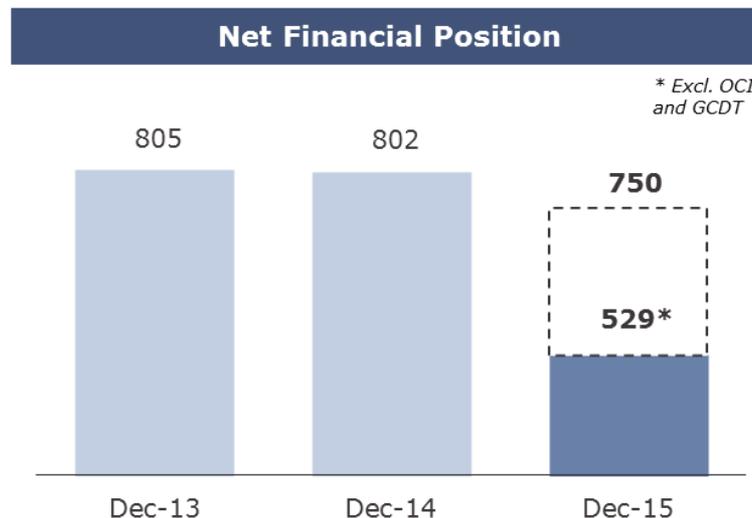
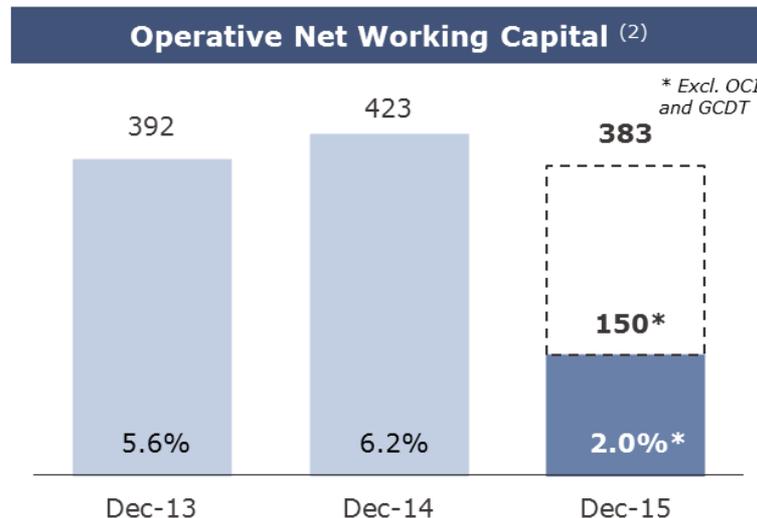
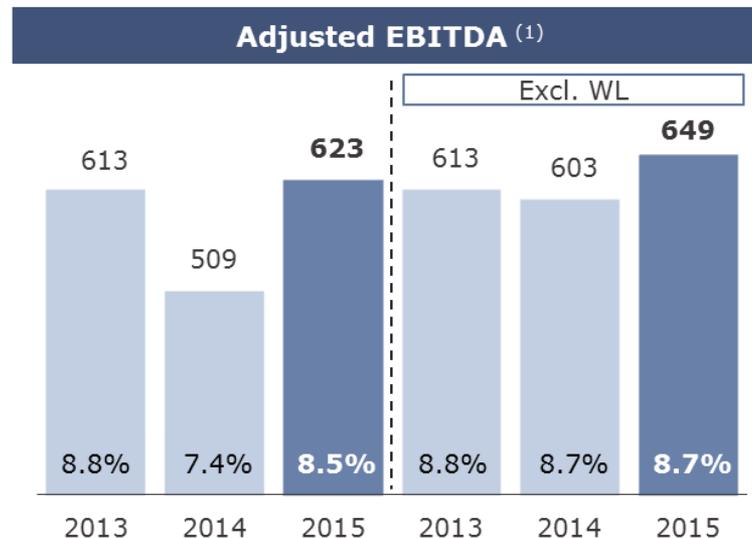


FY 2015 KEY FINANCIALS

Euro Millions, % on Sales



* Org. Growth



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

VISION, MISSION, VALUES



VISION

We believe in the effective, efficient and sustainable supply of energy and information as a primary driver in the development of communities



MISSION

We provide our customers around the world with superior cable solutions based on state-of-the-art technology and consistent excellence in execution, ultimately delivering sustainable growth and profit

VALUES



INTEGRITY

We uphold the highest standards of integrity in our actions



EXCELLENCE

Every day, we relentlessly pursue excellence in all we do



UNDERSTANDING

We listen carefully to our customers to really understand their needs

GROWTH STRATEGY PILLARS

Anticipating customer needs

Prysmian continuously strives to improve its competence in research, innovation, customer centricity, employees development and environmental sustainability.

Balanced growth

Prysmian balances short and long-term objectives, and seeks healthy value creation through a governance and a business model that allow results to be sustained in the long run.

Financial discipline

Great attention is paid to operating margin and cash generation, with a particular focus on working capital management, the reduction of fixed costs and employed capital.

Market confidence

As a public company, Prysmian is keen on ensuring strict maintenance of commitments and delivery of on-target results. We use international best practices to promote transparency and credibility of decisions.

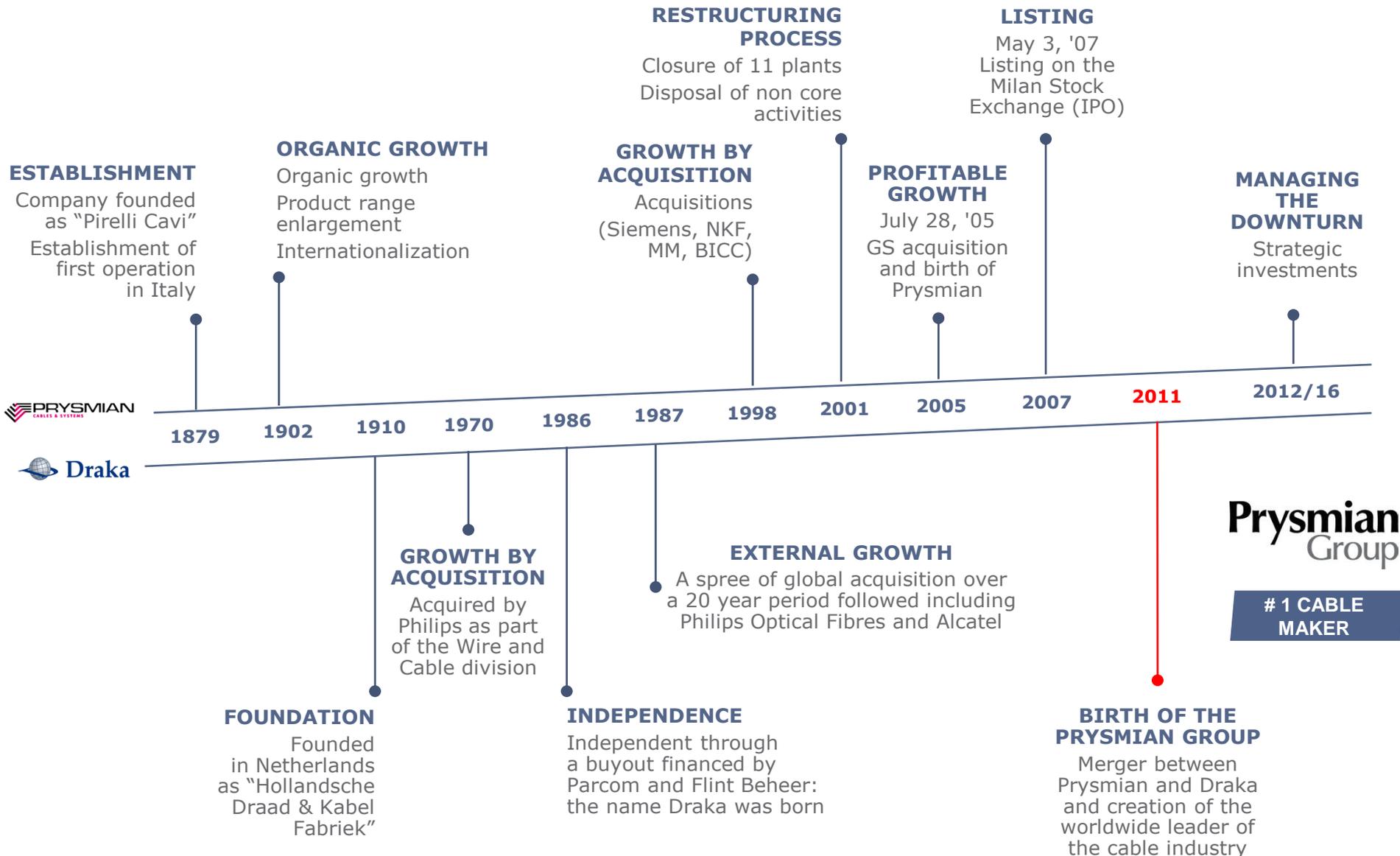
Sustainable expansion

When deciding where to expand, the Group gives priority to preserving adequate profitability, even at the expense of an increase in market share. The pursuit of growth, both organic and via acquisitions, is opportunity-driven.

Aggregator and leader

Prysmian is recognized for its ability to optimize industrial processes, including well-executed integration with acquired companies, as shown by the successful integration with Draka.

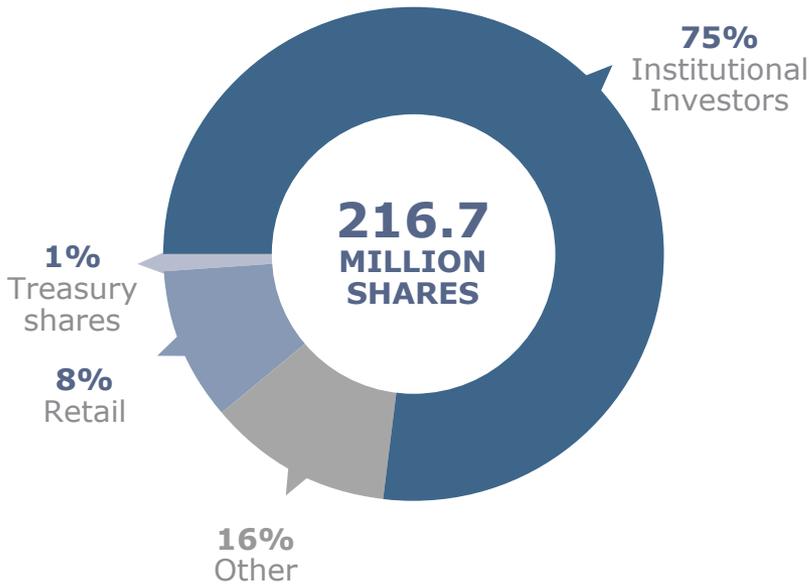
A JOURNEY THAT BEGAN TWO CENTURIES AGO



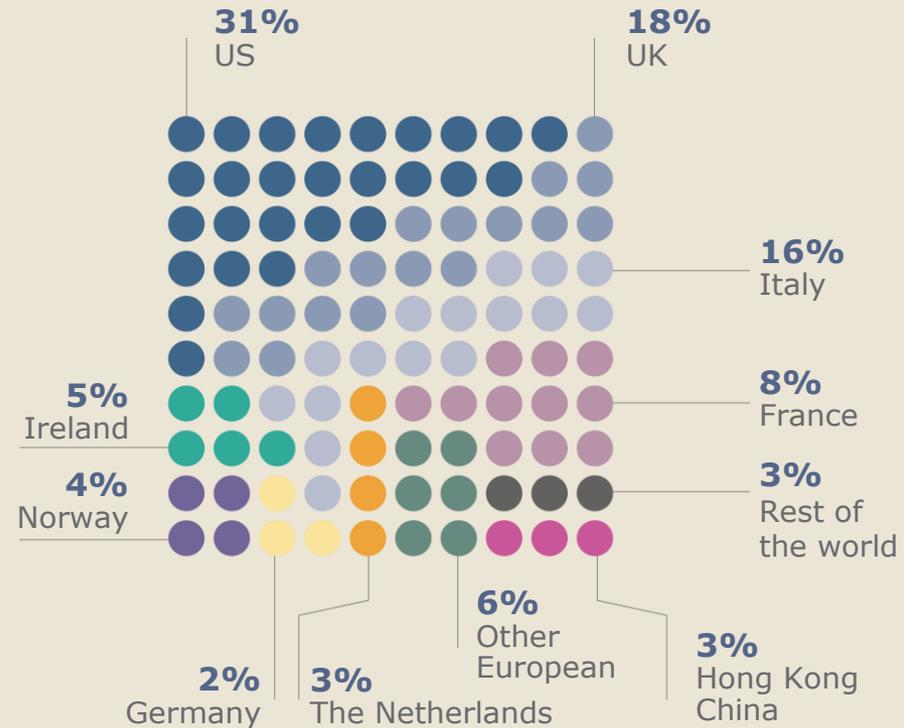
PRYSMIAN GROUP IS A PUBLIC COMPANY

A listed company without a controlling shareholder, managed on a transparent basis and leveraging its ability to gain and maintain the continued confidence of its investors

OWNERSHIP STRUCTURE BY MAIN INVESTORS



INSTITUTIONAL INVESTORS BY GEOGRAPHY



OUR MANAGEMENT



OUR PEOPLE



HR policies and processes to **continuously improve HR** search, selection and development



Initiatives to empower leadership and knowledge program: Graduate Program and Prysmian Group Academy



People Quality Process



Social and Internal Relations



Leadership Alignment



Organizational Efficiency



> 19,000 people:
our most valuable asset

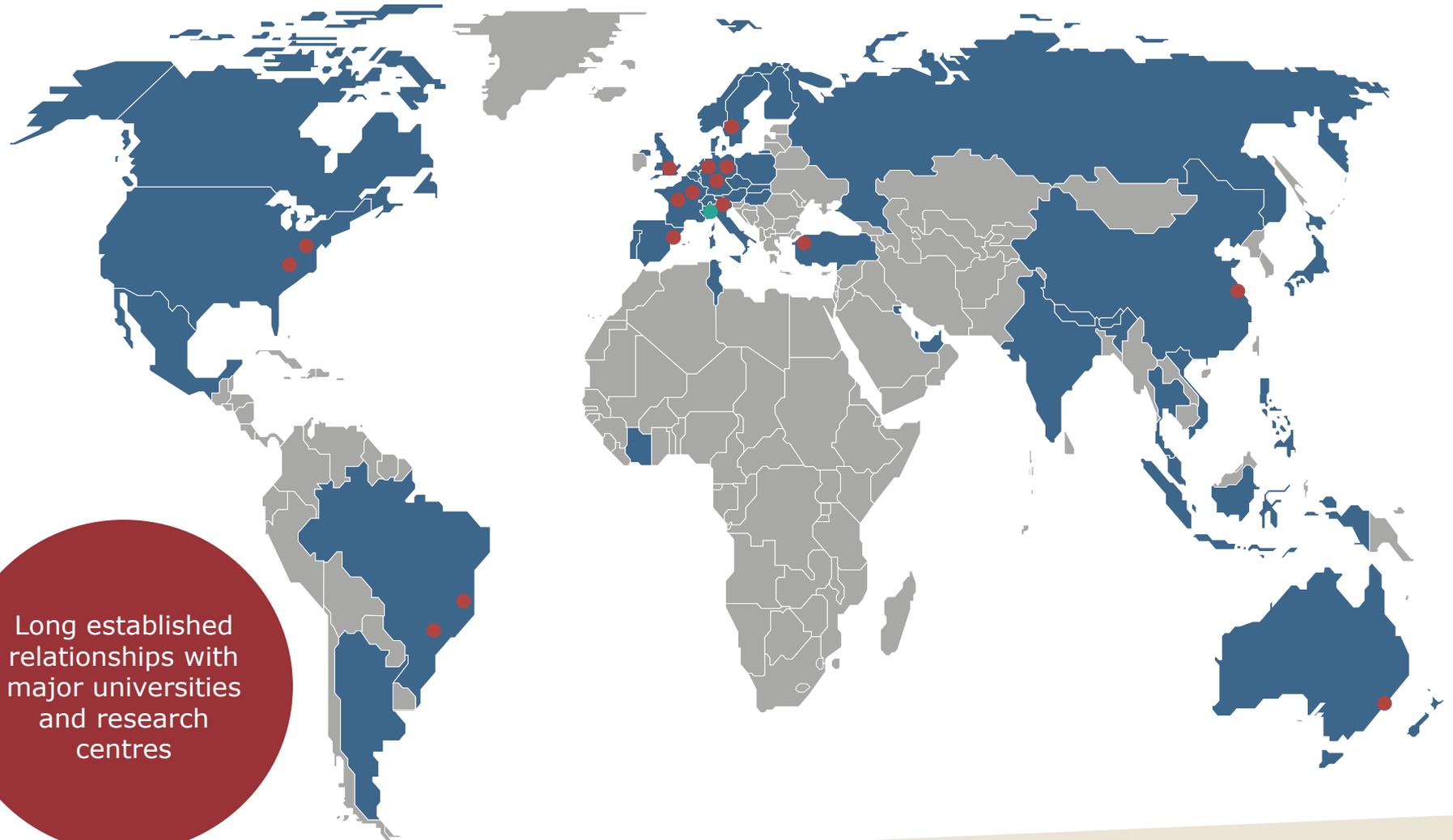


> 600 people
yearly trained
at the Prysmian Academy



24,000 hours
of training delivered
In 2014

RESEARCH & DEVELOPMENT DRIVES OUR BUSINESS



Long established relationships with major universities and research centres

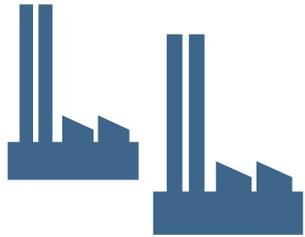
€ **73** million invested in R&D (2015)

 **17** R&D centres

 More than **500** professional

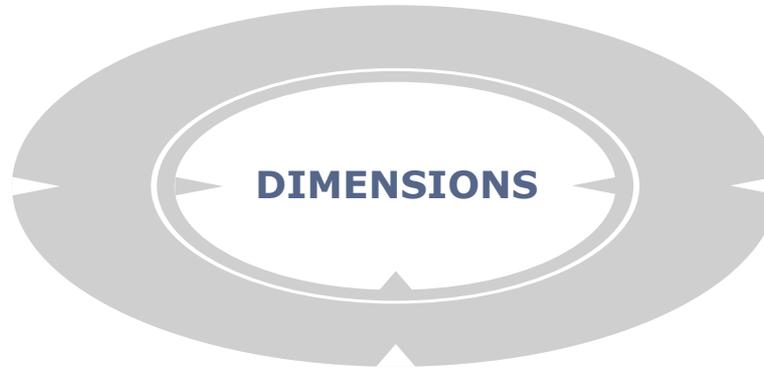
 About **5,000** patents

SUSTAINABLE APPROACH TO THE BUSINESS



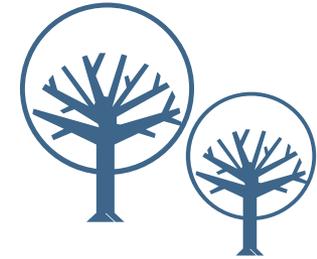
ECONOMIC

- Reliability, accuracy and **transparency of information**
- **Compliance** with corporate governance best practices
- Great attention to **risk management**, innovation and customer satisfaction



SOCIAL

- The **human capital strategy** as the basis of our competitive edge
- Investing in human resources is to **develop innovative ideas**, products and services
- At the same time, **attention to the local communities**



ENVIRONMENTAL

- Commitment to **environmental stewardship** and to the conservation of natural resources
- Production systems focused on **prevention of environmental impact** through efficient use of resources, optimisation of logistics and responsible waste management



91%
Plant certified
ISO 14001



63%
Plant certified
OHSAS 18001



Strong Research
On sustainable
Products



70%
Local purchases of
services

HOW WE WORK

A MULTIBRAND COMPANY WITH A MATRIX MODEL

ONE COMPANY, TWO COMMERCIAL BRANDS

Prysmian Group is the organisational, financial and industrial platform that allows the two commercial brands – Prysmian and Draka - to operate



THE MATRIX ORGANIZATIONAL MODEL PER BUSINESS UNITS

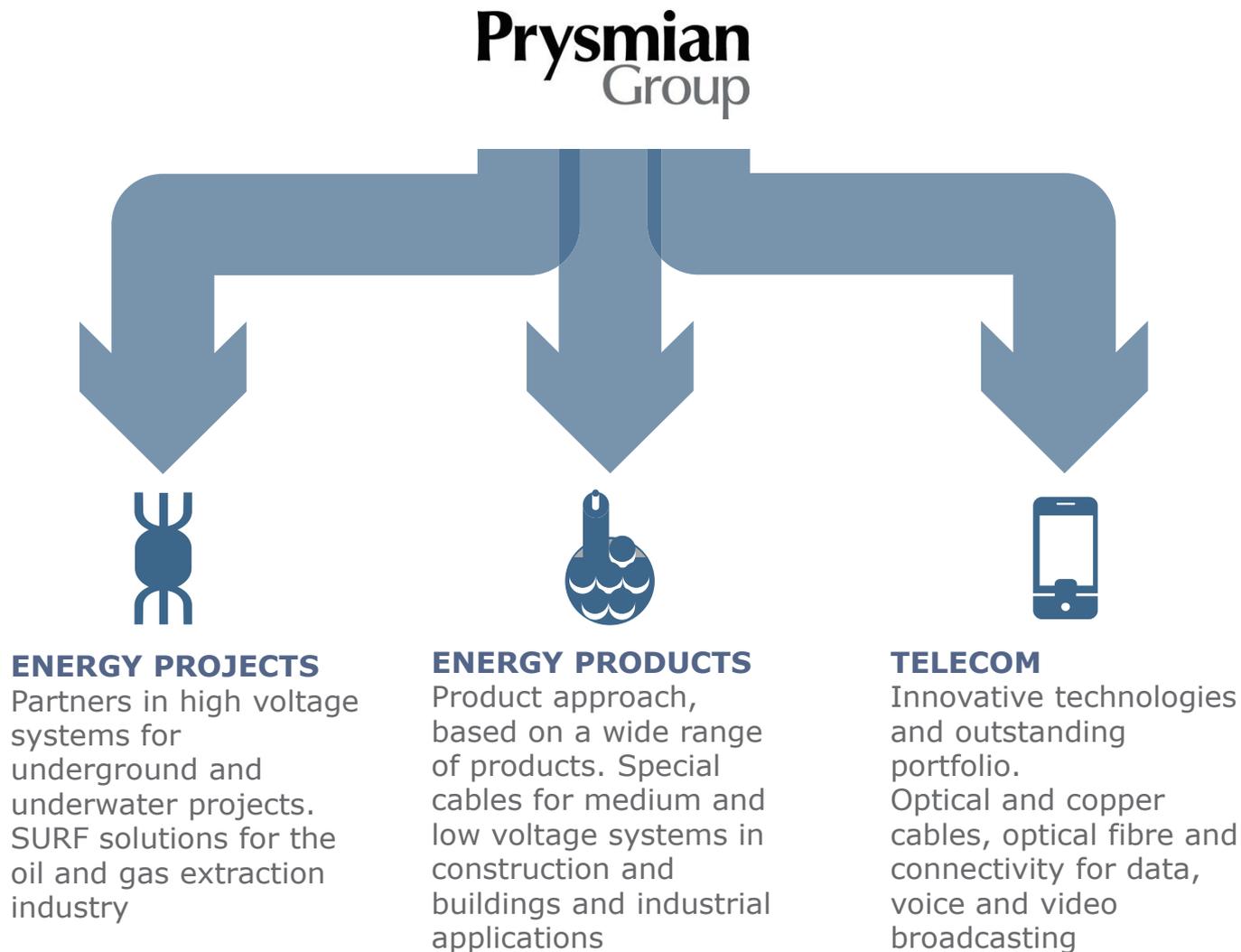
The Prysmian Group matrix organizational model ensures proximity to local businesses through country organizations, and presence in global markets through Business Units

Country organization	EG&I	Submarine	Specialties	Oil&Gas	Automotive	Elevators	SURF	Network Components	HV	Telecom Solutions	MMS	Fibre
COUNTRY 1	●	●	●	●	●	●	●	●	●	●	●	●
COUNTRY 2	●	●	●	●	●	●	●	●	●	●	●	●
COUNTRY 3	●	●	●	●	●	●	●	●	●	●	●	●
COUNTRY 4	●	●	●	●	●	●	●	●	●	●	●	●

MARKET APPROACH

Our Business is organised into Energy and Telecom

The Energy sector has a dual market approach



ENERGY PROJECTS



The Energy Projects Operating Segment covers high-tech and high value-added businesses whose focus is on projects and their execution, as well as on product customisation.

- **High and Extra High Voltage cables for underground and submarine power transmission** directly from power stations to the primary distribution networks. Advanced services for the construction of submarine power lines for offshore wind farms, ranging from project management to cable installation.
- The Group also offers a full range of **SURF** (Subsea Umbilical, Riser and Flowline) products and services for offshore exploration activities by the oil industry.

ENERGY PRODUCTS

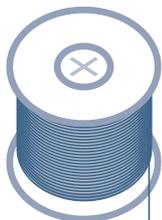


The Energy Products Operating Segment covers the businesses offering a complete and innovative product portfolio designed to meet the various and many demands of the market:

Energy & Infrastructure, (including Power Distribution and Trade & Installers) and **Industrial & network Components** (comprising Specialties & OEM, Oil & Gas, Elevators, Automotive and Network Components).

- Medium Voltage cables and systems to connect industrial and residential buildings to primary distribution grids; and low voltage ones for power distribution and the wiring of buildings.
- Integrated cabling solutions for the Industrial market (trains, aircraft, ships, port systems, cranes, mines, nuclear, defence, electro-medical, and renewables, petrochemicals, elevators, automotive).

FIBRE



A wide range of **optical fibres** designed and made to cater to the broadest possible spectrum of customer applications, including single-mode, multimode and specialty fibres.

The Group also has at its disposal every currently available **technology** for the manufacture of optical fibre, allowing it to achieve optimal solutions for different applications.

TELECOM SOLUTIONS



Solutions and connectivity products used for telecommunication networks.

Wide range of STANDARD **optical cables (from 1 to 1,700 fibres)** or designed for challenging environments. Passive **connectivity** solutions to ensure efficient management of optical fibre within networks. **Copper cables** for underground and overhead cabling solutions.

MULTIMEDIA SOLUTIONS



Cable solutions serving communication needs in **infrastructure, industry and transport**, for a diverse range of applications: cables for television and film studios, cables for rail networks, light-signalling cables and cables for track switching devices, as well as cables for mobile telecommunications antennae and for communication networks.

MAJOR PROJECTS

STATE-OF-THE-ART SUBMARINE POWER LINKS

LEADER IN OFFSHORE WIND FARMS

UNDERGROUND CABLES

CABLES FOR ARCHITECTURAL LANDMARKS



Submarine power links for utilities and grids, such as the **Western HVDC Link** from Scotland to England, which will operate at the record voltage level of 600 kV

World leader in offshore wind farm connections, including the landmark Germany's **DolWin3** project in the North Sea, with a record power rating of 900 MW

HVDC underground cable systems leadership.
Also, successfully tested and installed P-Laser cable, the first-ever **eco-sustainable High Voltage cable** for electrical grids

Group's fire-resistant cables lie at the core of spectacular constructions like the **Burj Khalifa** in Dubai, the world's tallest building

MAJOR PROJECTS

TACKLING THE HARSH ENVIRONMENTS

POWERING ELEVATORS

TRAINS, SHIPS, SUBWAYS AND PLANES

CONNECTING CONTINENTS



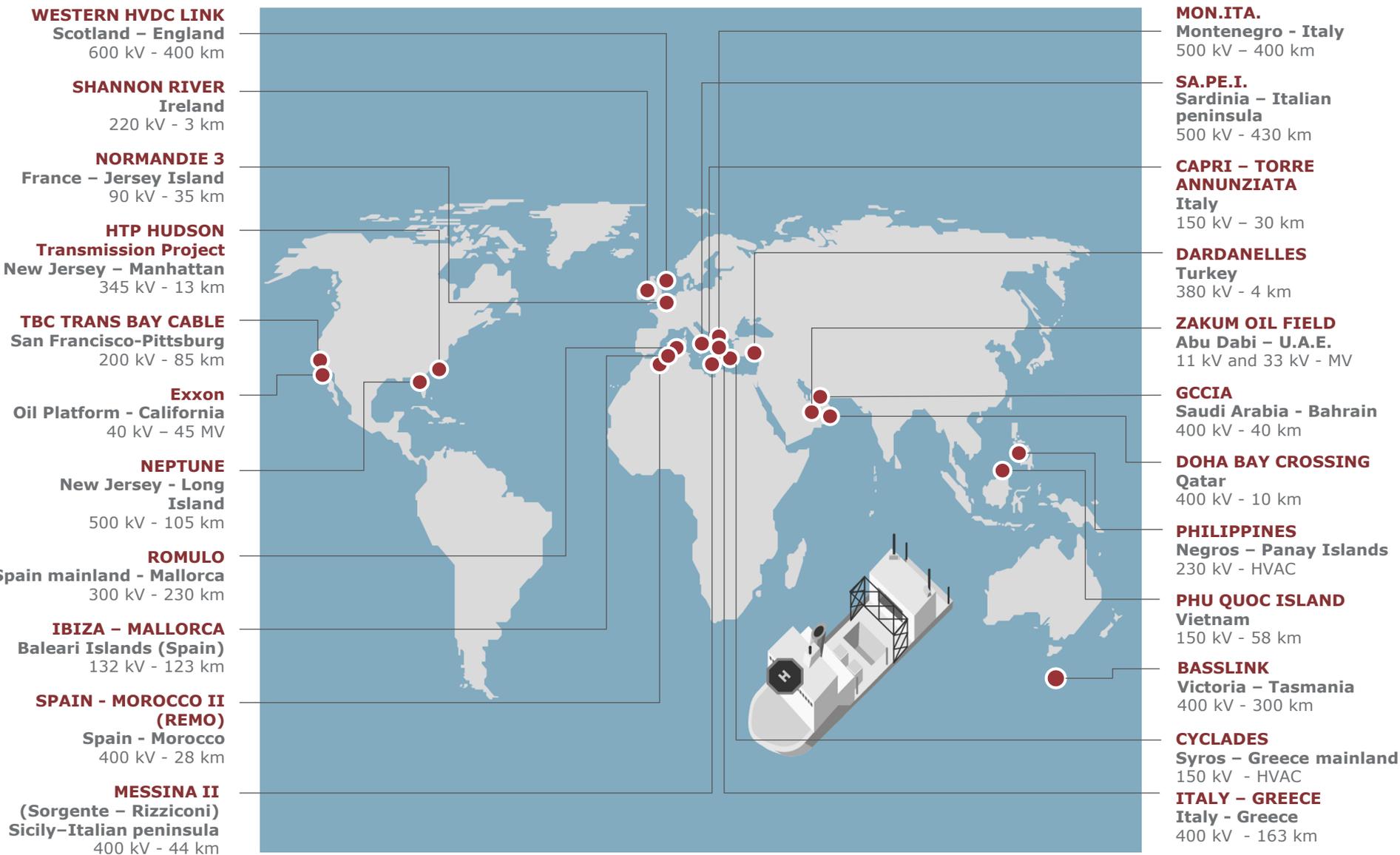
The Group has taken part in **several O&G projects** designing and supplying high-tech umbilical products and flexible pipes for offshore oil extraction, reaching 2,000 m below the sea

Our cables power elevators in some of the world's tallest and most prestigious buildings, such as the **World Trade Centre** currently being completed in New York City

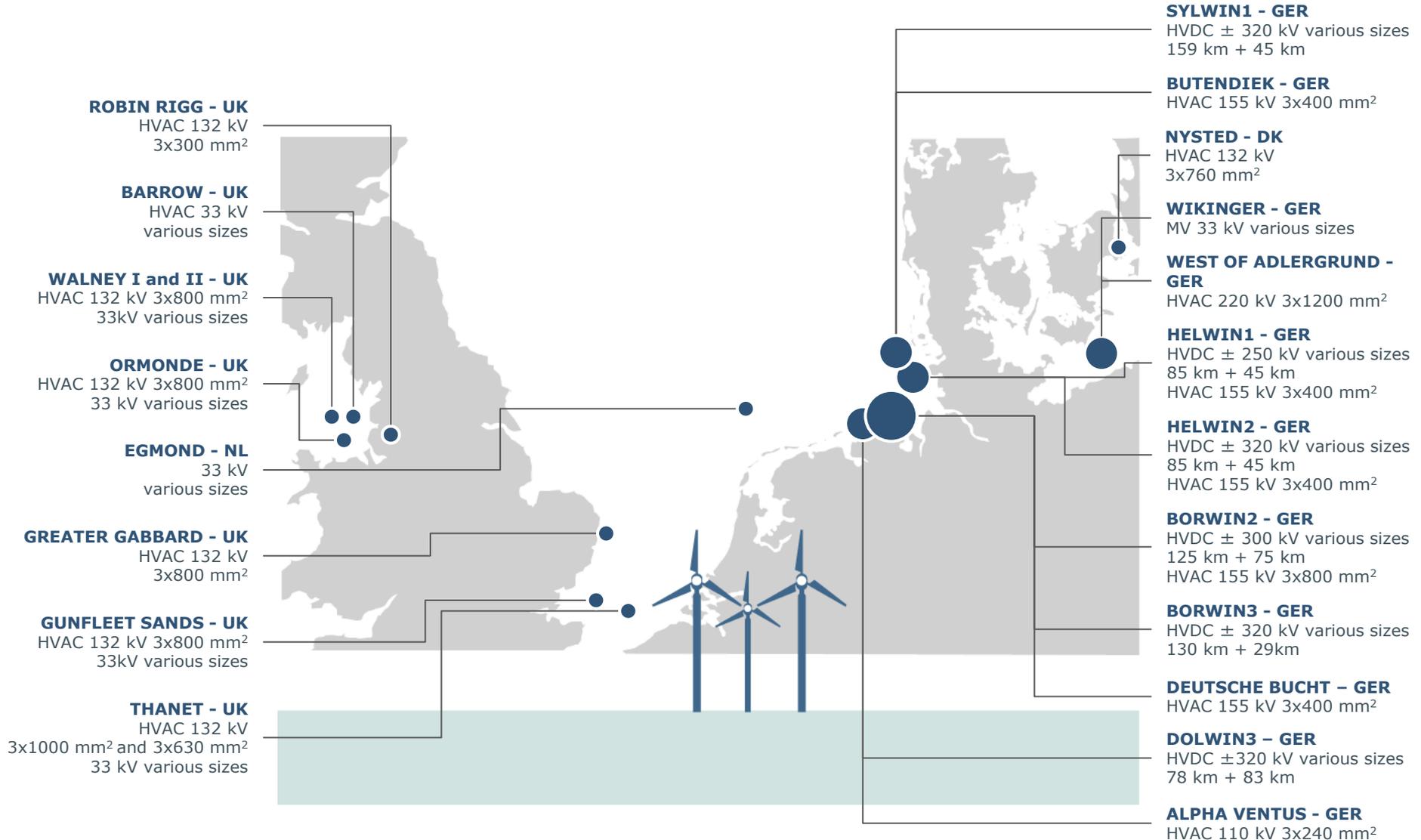
Prysmian has cabled some of the world's largest aircraft and ships, such as the **Airbus 380** and Royal Caribbean's **GENESIS fleet**, as well as the **fastest trains** and most innovative subways

Prysmian Group is working with the Australian government to create a Fibre-to-the-Premises network, **bringing broadband to 93% of Australia**

SETTING INDUSTRY STANDARDS IN SUBMARINE CABLES



IMPRESSIVE TRACK RECORD IN OFFSHORE WIND FARMS





System Design

Large conductor cross sections for higher current and higher power capacity

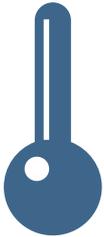
Process/Material Technologies

P-Laser and PPL for DC application in high-end voltage classes.

Services

Pry-Cam range of products for advanced monitor and diagnostic services.

INDUSTRIAL MILESTONES



1,200° C

the most heat-resistant cable.
Jet Fire cable



600 kV, 2,200 MW

The highest voltage and the
highest power rating ever. Western
Link project



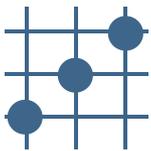
35 million km

Fibre optical cables produced
per year by Prysmian Group



900 MW

Highest rating ever for a
single submarine cable.
DoWin3 project



4.8 fibre/mm²

nano Flextube[®] cable: a world
record for fibre density



-60° C

the most cold-resistant cable.
Rolling Stock cable



1,650 metres

deepest underwater cable installation
at SA.PE.I. HVDC link



230 km

the longest power cable in one single
continuous length. Romulo project

Cable solutions to support the development of the world's energy infrastructure

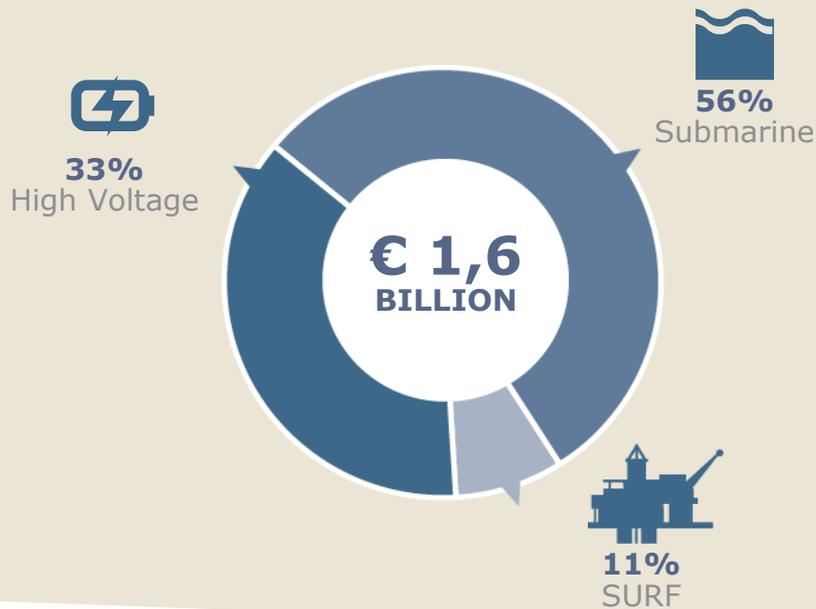
Prysmian
Group

**ENERGY
PROJECTS**



INTRODUCTION TO THE BUSINESS

SALES BREAKDOWN 2015



OUR STRENGTHS



Worldwide leader in **High Voltage & Submarine**



Consolidated relationship with **major international TSO (Transmission System Operator)**



Partner in the most prestigious offshore projects



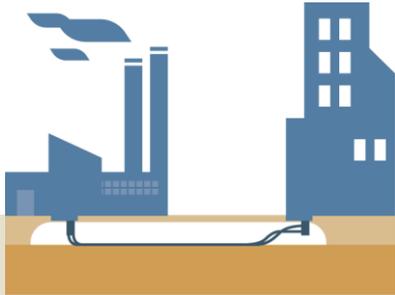
Leading position in **underground High Voltage and Extra High Voltage in Europe, North America and Latin America**

KEY CUSTOMERS

Customer base drawn from all major national distribution networks

OUR OFFER

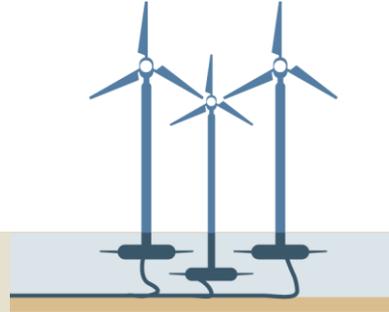
HIGH VOLTAGE UNDERGROUND



The widest range of **High and Extra High Voltage AC & DC underground cable systems** for power transmission both from power plants and within transmission and primary distribution grids.

- Voltage level up to **600 kV** with experimental applications up to **up to 1000 kV**
- **Extruded polymer and Paper insulation** technologies including P-Laser and PPL
- Large conductor cross-sections up to **3500 mm²** for higher current and higher transmission capacity
- Dedicated line for longer production lengths to achieve optimised total cost of ownership on long HVDC routes

SUBMARINE



Realisation of "turnkey" **submarine MV, HVAC and HVDC cable systems for power transmission and distribution.**

- Voltage level up to **600 kV**
- **Extruded and Paper insulation technologies**, including **PPL**
- Single core and 3-core AC designs
- 3 manufacturing units (Arco Felice, IT – Pikkala, FI – Drammen, NO)
- 2 laying vessels (Giulio Verne, Cable Enterprise)
- Marine installation extended capabilities

SURF

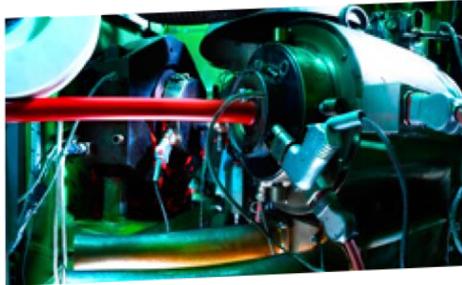


Solutions for use in the extraction and storage of hydrocarbons O&G industry segment. The portfolio includes **SURF (Subsea Umbilical, Riser and Flowline)** products and services:

- **Multifunction umbilicals** for transfer of energy and telecom services and for hydraulic powering of wellheads by offshore platforms and/or by FPSOs vessels
- High-tech **flexible pipes** for oil extraction up to 6" diameter
- Special DHT (**Downhole Technology**) solutions

MAJOR PROJECTS

UNDERGROUND CABLES



P-Laser cable, the first-ever **eco-sustainable Medium Voltage cable** for electrical grids, successfully tested and marketed

STATE-OF-THE-ART SUBMARINE POWER LINKS



Submarine power links for TSOs and utilities, such as the **Western HVDC Link** from Scotland to England, which will operate at the record voltage level of 600 kV

LINKING THE O&G INDUSTRY FROM TOP TO BOTTOM



The Group has taken part in **several SURF projects** designing and supplying high-tech flexible tubes and pipes for offshore oil extraction, reaching great depths below the sea

**Supporting the
development
of the world's utility grids**

**HIGH VOLTAGE
UNDERGROUND**

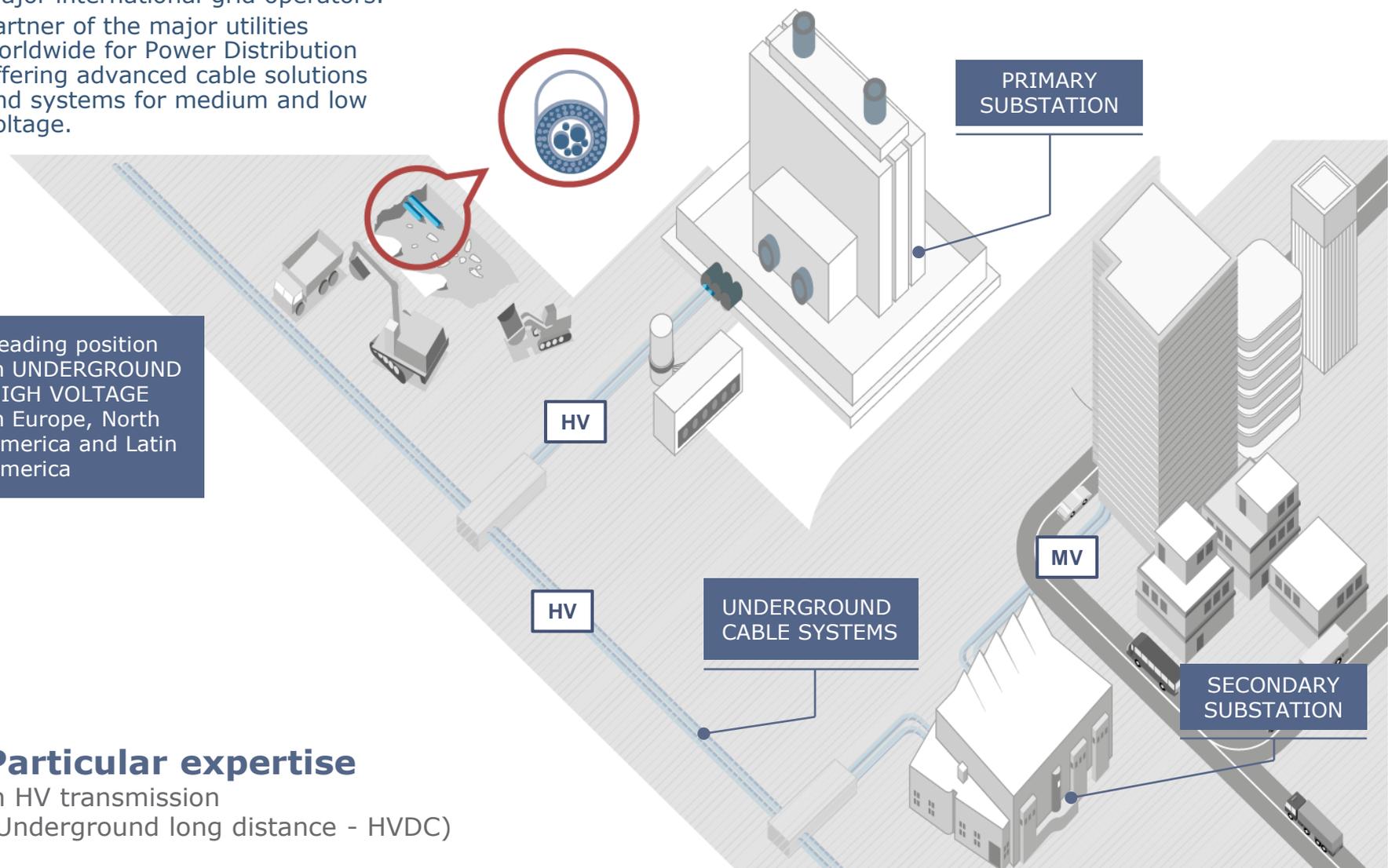


OUR STRENGTHS

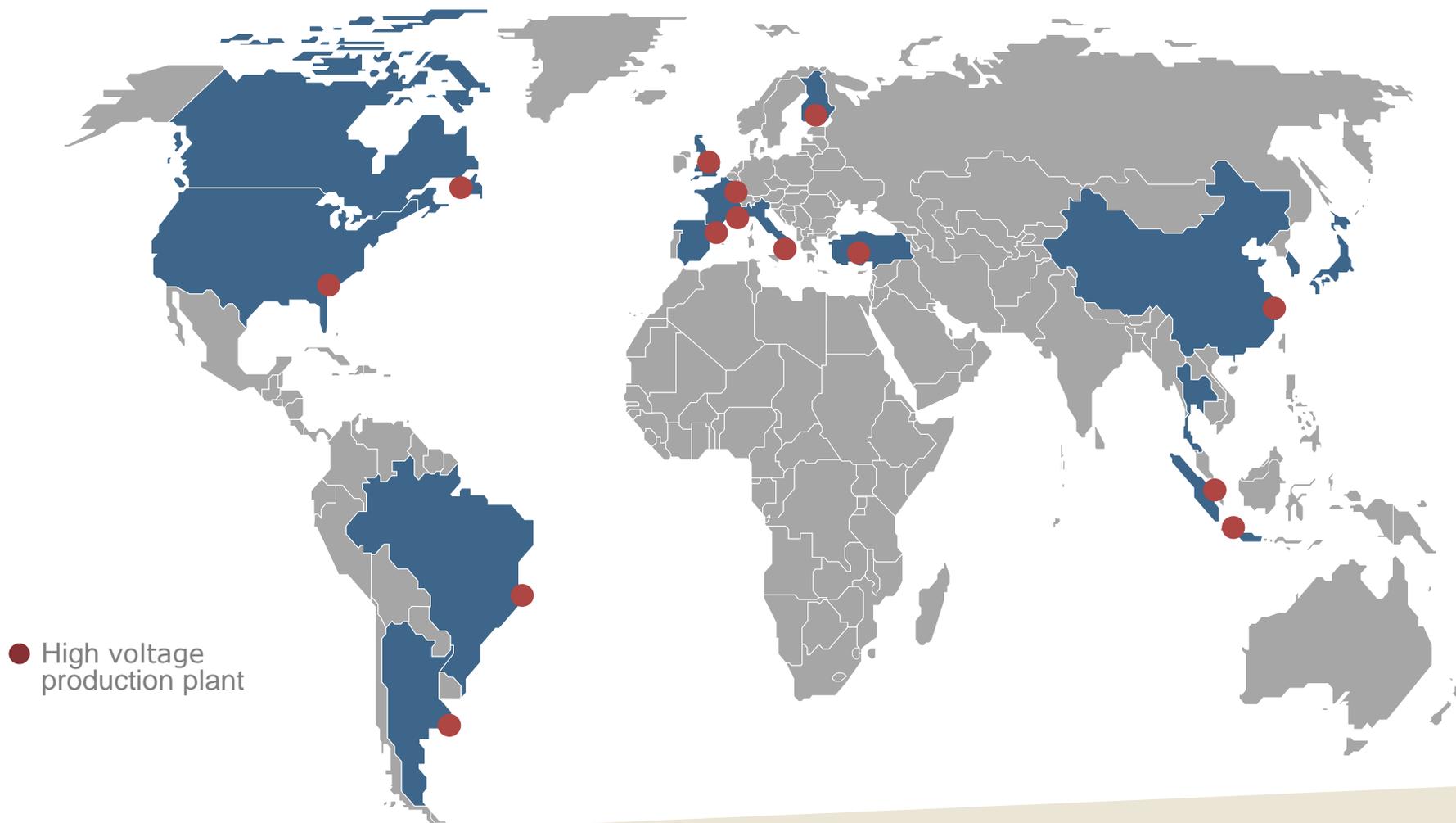
Consolidated relationship with major international grid operators.
Partner of the major utilities worldwide for Power Distribution offering advanced cable solutions and systems for medium and low voltage.

Leading position in UNDERGROUND HIGH VOLTAGE in Europe, North America and Latin America

Particular expertise
in HV transmission
(Underground long distance - HVDC)



LEADING POSITION IN UNDERGROUND HV



US AND SOUTH AMERICA

- Market leader
- First HV plant in US

EUROPE

- Market leader
- Capacity increase in Russia

CHINA & MIDDLE EAST

- Market co-leader
- Doubling capacity in Baoying

MAJOR UNDERGROUND CABLE PROJECTS

INELFE POWER INTERCONNECTION BETWEEN FRANCE AND SPAIN



A world record for underground interconnection transmission capacity, with **the highest direct-current voltage level** ever achieved with cables using extruded technology.

TRANSCO POWER TRANSMISSION TURNKEY PROJECT IN ABU DHABI



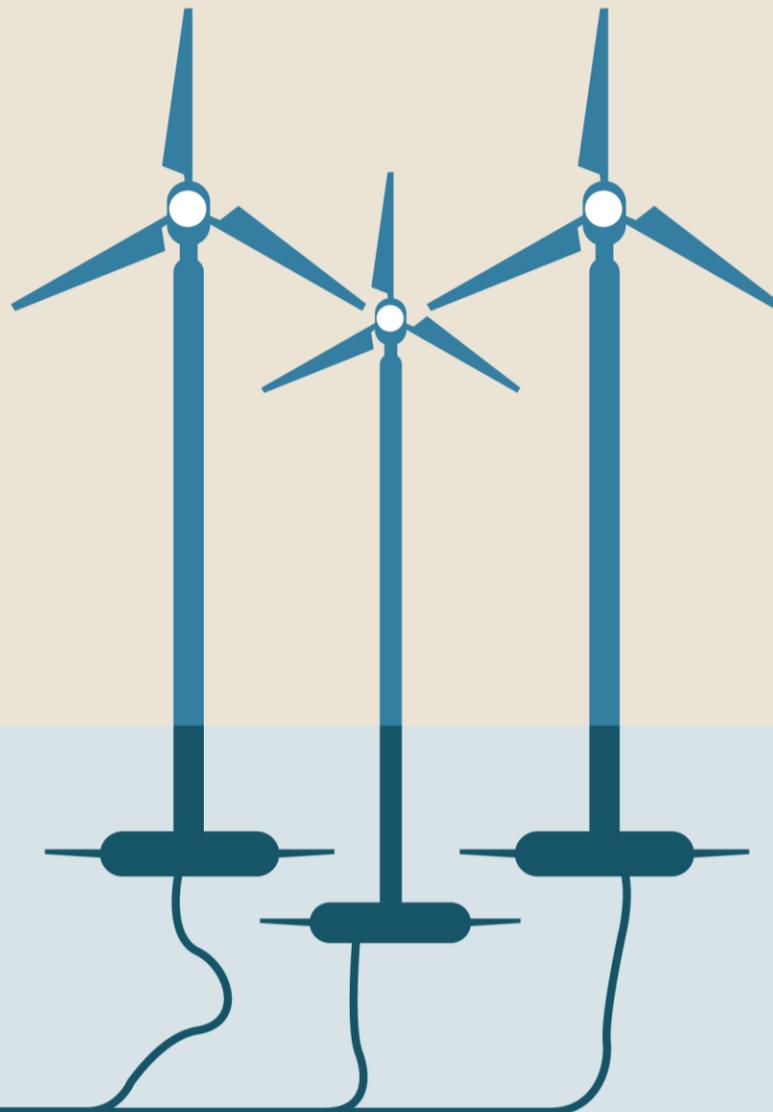
The largest 400kV underground cable system in the region and **the largest EHV XLPE cable system in the world** ever awarded to a single supplier.

POWER TRANSMISSION LINK BETWEEN ITALY AND FRANCE



With a route of approximately 190 km through the Alps, it is **the longest HVDC link ever realised** and will enable increasing transmission capacity between the two countries up to 1200 MW.

SUBMARINE



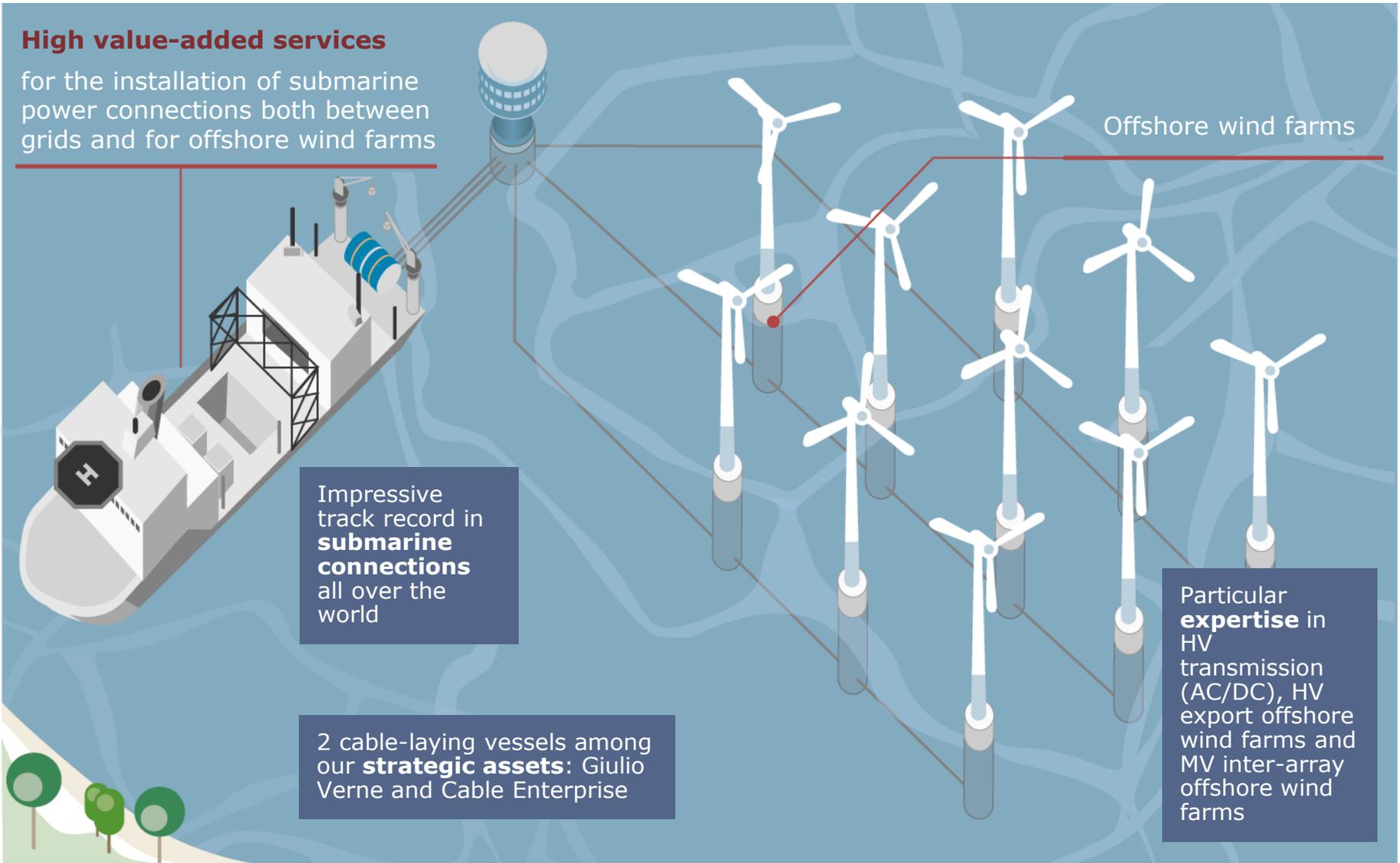
**Linking power
grids to
sustainability**

INTEGRATED SOLUTIONS FOR SUBMARINE PROJECTS

Complete control over the entire **supply chain** from project management to cable laying, jointing and protection

High value-added services

for the installation of submarine power connections both between grids and for offshore wind farms

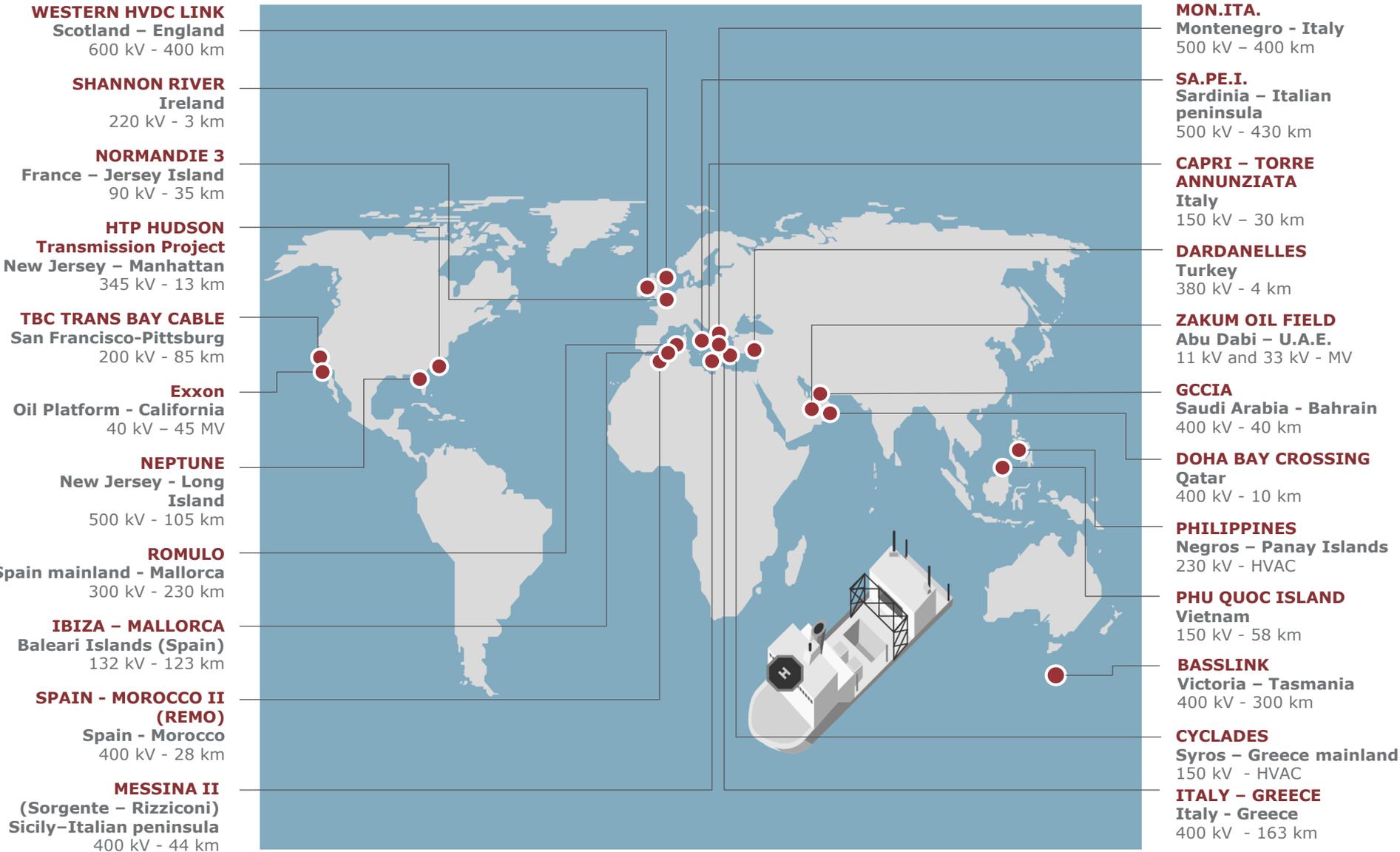


Impressive track record in **submarine connections** all over the world

2 cable-laying vessels among our **strategic assets**: Giulio Verne and Cable Enterprise

Particular **expertise** in HV transmission (AC/DC), HV export offshore wind farms and MV inter-array offshore wind farms

SETTING INDUSTRY STANDARDS IN SUBMARINE CABLES



MAJOR SUBMARINE CABLE PROJECTS

HUDSON PROJECT

(New Jersey-NY)

WESTERN HVDC LINK

(Scotland-England)

MON.ITA.

(Montenegro-Italy)

WEST OF ADLERGRUND OWF CLUSTER

(Germany)

DARDANELLES STRAIT

(Europe-Asia)

NSN LINK

(Norway-UK)



Taking power for 660 MW **from New Jersey to the heart of Manhattan**, the Hudson Project provides New York City customers access to more diverse sources of power, including renewable sources and natural gas.

With a route length in excess of 400 km, the Western HVDC Link, **connecting the Scottish and the English power grids**, sets a record in terms of Voltage (600 kv) and has a currently unmatched transmission capacity for long-haul systems of 2200 MW.

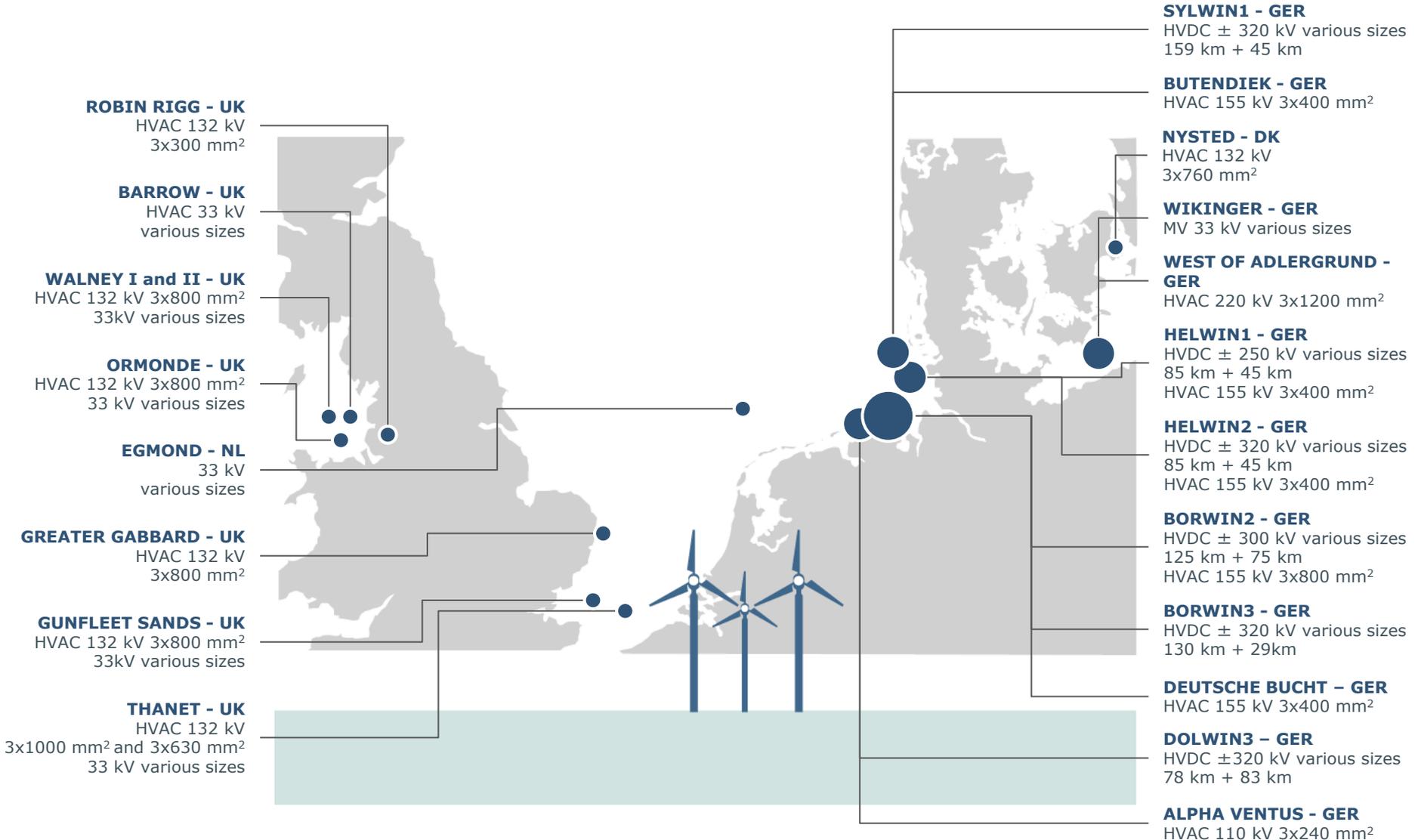
This extra high voltage submarine cable system (500 kv DC) **will connect the Balkans to Italy across the Adriatic**, being an infrastructure of strategic importance by contributing to increase the integration with the other European countries.

The West of Adlergrund connection projects will involve the design, supply and installation of multiple HV submarine cable systems between planned **Offshore Wind Parks in North East Germany**, along a route of approx. 90 km.

Two high-voltage submarine power links across the Dardanelles strait in Turkey are **connecting Asia and Europe**, ensuring reliable and cost-effective power flow from the Asian generation sites to the country's European main consumption centres.

With a total route length of about 740 km, the NSN link will be the longest HVDC subsea cable interconnection ever installed. It will be **the first power cable system to connect Norway and the UK**, increasing the security of electricity supply.

IMPRESSIVE TRACK RECORD IN OFFSHORE WIND FARMS



OUR CABLESHIPS, A UNIQUE ASSET

TURNKEY PRODUCTS AND SERVICES

(including design, manufacture and installation to the offshore wind farms growing market)

GIULIO VERNE

>10,000
kilometres
of cable laid
around the
world

CABLE ENTERPRISE



Advanced technological features capable of installing cable systems also in adverse sea and weather conditions

More comprehensive control over the supply chain coming from the insourcing of the installation work and the extension of our installation range to the medium voltage sector

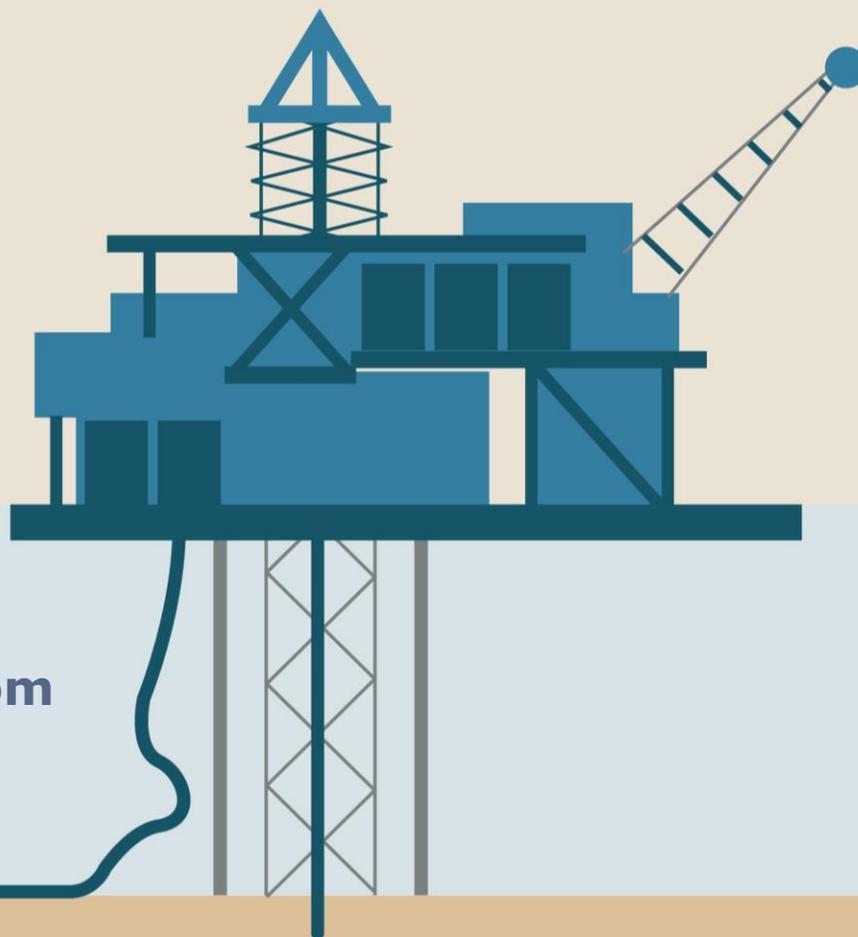
DP2 cable laying barge fully able to ground out and operate in shallow waters

2014 upgrade:

- No tugs needed during cable laying
- total of 9.2 MW of power supplying 6 thrusters
- new decks for accommodation and operation areas purposes
- new cable tank for HVDC projects

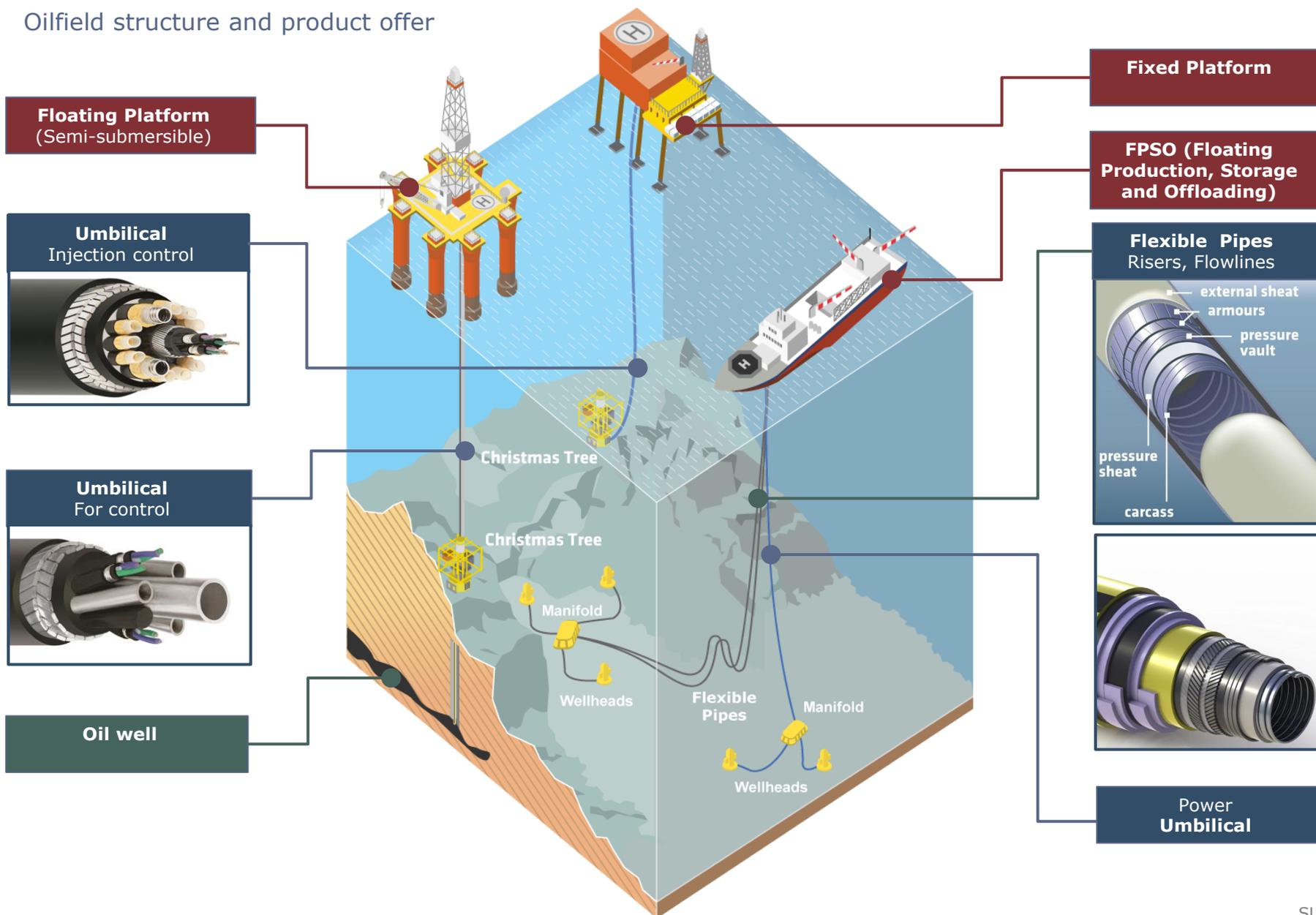
SURF

**Linking the
O&G industry
from top to bottom**



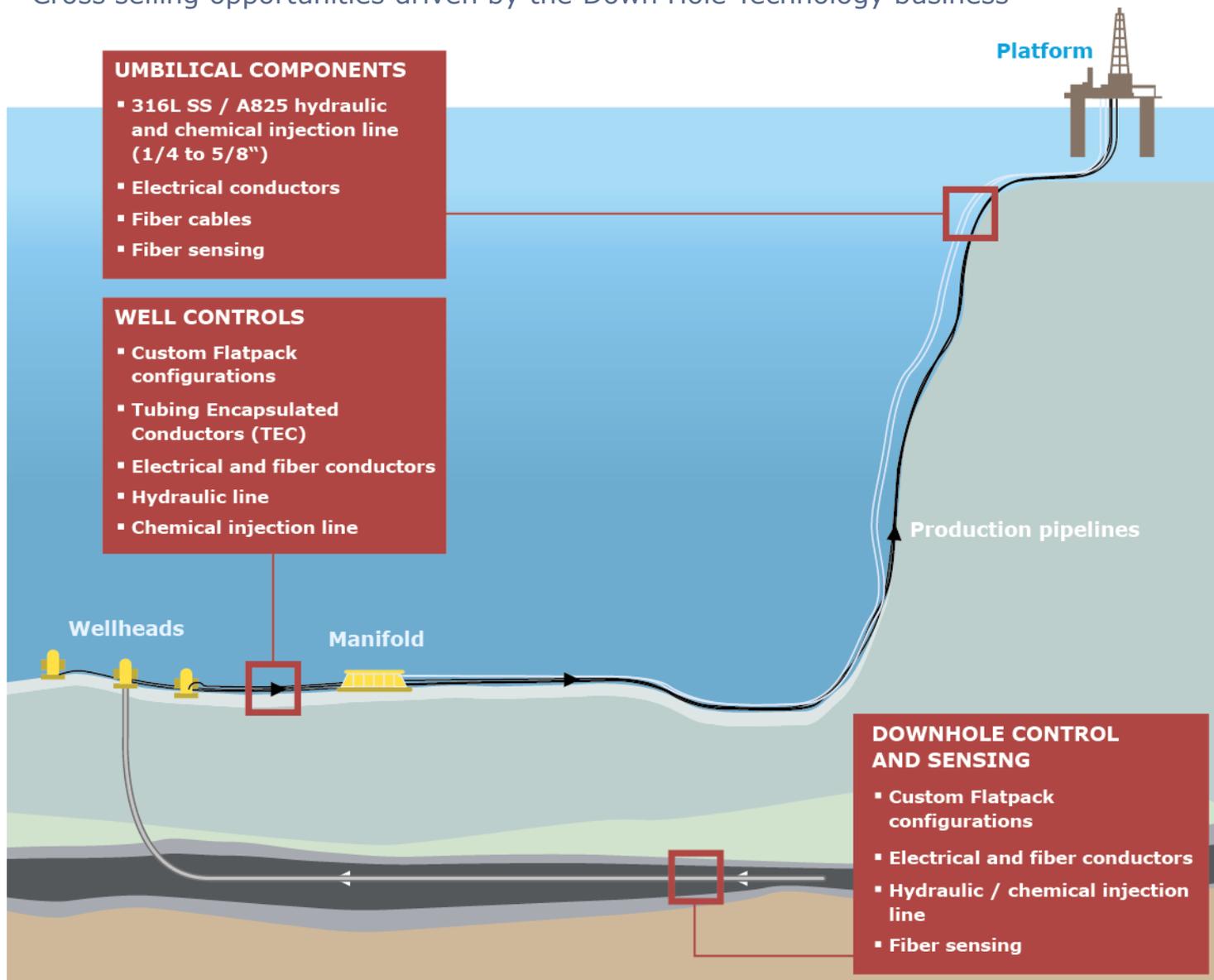
SURF – Subsea Umbilicals, Risers and Flowlines

Oilfield structure and product offer

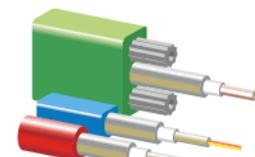


SURF – Down Hole Technology

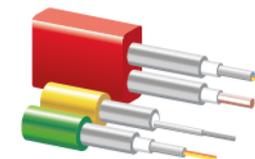
Cross selling opportunities driven by the Down Hole Technology business



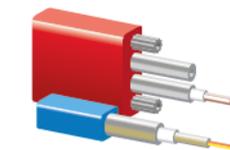
DOWNHOLE TECHNOLOGY (DHT)



HYBRID ELECTRO-OPTIC



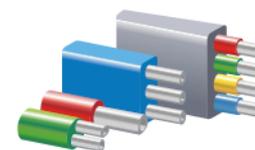
FIBRE OPTIC



ELECTRICAL



GAS & FLUID TUBING



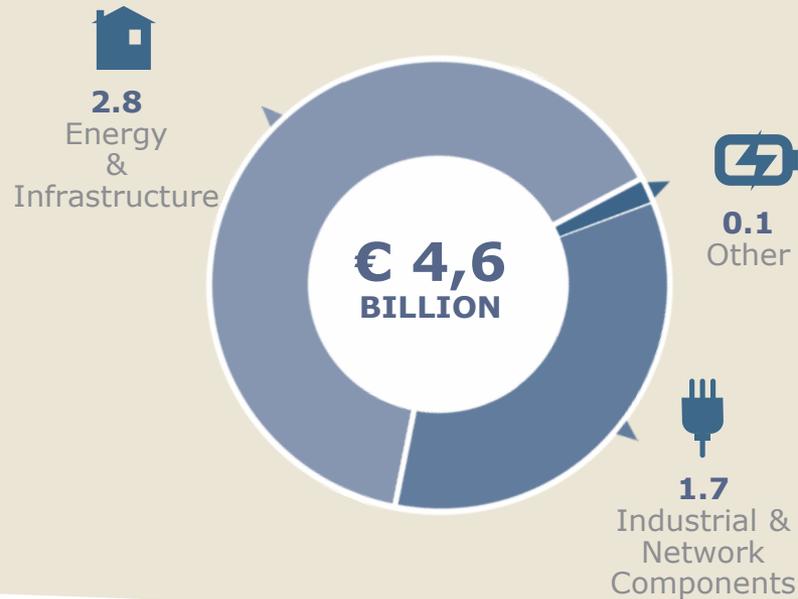
PACKAGED GAS & FLUID TUBING

Cable solutions for applications in many different industrial sectors and for the construction and infrastructure industries



INTRODUCTION TO THE BUSINESS

SALES BREAKDOWN 2015



OUR STRENGTHS



The widest range of products covering the most diverse applications from the Oil&Gas industry to transportation industry segments like railways, rolling stock, automotive and aerospace, to heavy industries like mining and port cranes.



Consolidated relationship with **major international operators.**

KEY CUSTOMERS

Customer base drawn from all major national distribution networks

ENERGY & INFRASTRUCTURE



POWER DISTRIBUTION

High and medium voltage cable systems to connect industrial and/or civilian buildings to primary distribution grids and low voltage cables and systems for power distribution and the wiring of buildings.

TRADE & INSTALLERS

The **low voltage** product portfolio includes rigid and flexible cables for distributing power to and within residential and commercial structures.

High performance **fire-resistant** and low smoke halogen-free cables complete one of the widest and most comprehensive product ranges in the world.

Also cabling solutions for **infrastructures** such as airports, ports and railway stations.

INDUSTRIAL & NETWORK COMPONENTS



INDUSTRIAL

Power (Medium and Low Voltage) and instrumentation /control cables for **industrial sectors**.

Specialties and OEM - Trains, Railway infrastructures, aircrafts, ships, port systems, cranes, mining, nuclear industry, defence and the electro-medical sector, wind and solar energy.

Oil&Gas - Power, control and instrumentation cable systems for offshore and onshore exploration and hydrocarbon refining and chemical processing plants.

Elevators - Elevators market.

Automotive - Cars and trucks.

Aerospace - Aerospace market.

NETWORK COMPONENTS such as joints and terminations for LV → EHV cable systems.

Asset Management (Monitoring and Diagnostics) services (Pry-Cam).

MAJOR PROJECTS

LEADER IN THE RENEWABLES MARKET



Prysmian technologies support the development of some of the most important **solar and wind farms** in the world, such as the Ohotnikovo photovoltaic plant in Ukraine and the top wind farms in Southern Italy.

UNDERGROUND CABLES



P-Laser cable, the first-ever **eco-sustainable Medium Voltage cable** for electrical grids, successfully tested and marketed

CABLES FOR ARCHITECTURAL LANDMARKS



Group's fire-resistant cables lie at the core of spectacular constructions like the **Burj Khalifa** in Dubai, the world's tallest building

MAJOR PROJECTS

TACKLING THE HARSH ENVIRONMENTS



The Group has taken part in **several O&G projects** supplying power cables for onshore and offshore oil extraction

POWERING ELEVATORS



Our cables power elevators in some of the world's tallest and most prestigious buildings, such as the **World Trade Centre** currently being completed in New York City

TRAINS, SHIPS, SUBWAYS AND PLANES



Prysmian has cabled some of the world's largest aircraft and ships, such as the **Airbus 380** and Royal Caribbean's **GENESIS fleet**, as well as the **fastest trains** and most innovative subways

**Helping deliver
energy throughout
industrial and
residential
developments**



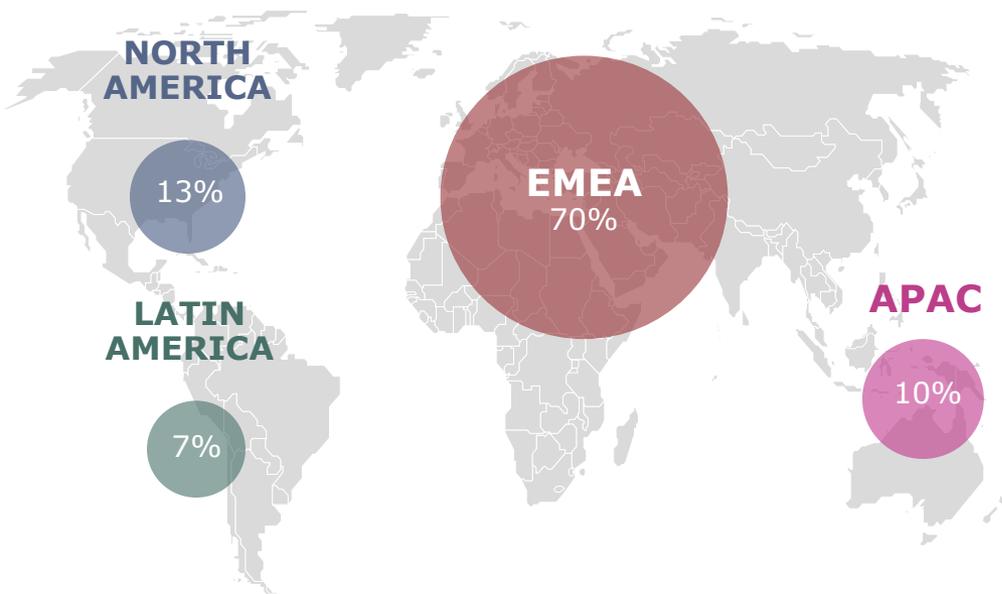
**ENERGY &
INFRASTRUCTURE**

ENERGY & INFRASTRUCTURE

Sales breakdown

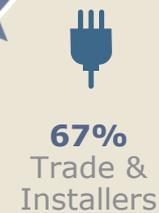
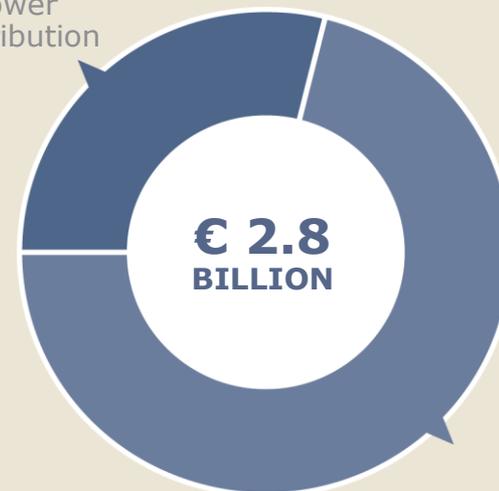
By geography

FY 2015



By business

FY 2015



COMMITMENT TO SAFETY



The new Construction Products Regulation for a safer Europe

SAFETY IS A MUST. LEADERS KNOW



PEOPLE FOLLOW THEIR PASSION.
QUALITY CABLES PROTECT THEM

NEW OBLIGATIONS

- CPR **introduces obligatory Declaration of Performance and CE marking of cables**
- Setting safety levels remains a national responsibility: **different adoption of EU classes at national level will determine what class of performance is applicable for a given application**

EXPECTED BENEFITS

- Reliable information on construction products in relation to their performances, providing a shared technical language
- More clarity will lead to less counterfeit and out of standard products. Less unfair competition.
- More quality, less risks, less fires, less deaths

Leveraging on our strong brands to differentiate ensuring quality

- The best solution to guarantee continuity of emergency circuits
- Restrict the propagation of fire and the heat release
- Reduce smoke production and harmful emissions

FIRE RESISTANT



LSOH AFUMEX



COMMITMENT TO ENVIRONMENT

Reducing the impact for our customers



91% and **59%** of sites certified at year end in accordance with, respectively, the ISO 14001 and OHSAS 18001 standards.



€ 7.3 million in HSE investment, mostly at the FOS "tri-generation" plant (Battipaglia factory).



More than **8,500 TOE*** expected to be saved in 2015-16 at the FOS plant in Battipaglia, due to installation of the "tri-generation" plant.

*TOE: tonnes of oil equivalent

First utility in the world to cut by 40% the carbon footprint associated with the supply of medium-voltage cables



Thanks to P-Laser, Enel and Prysmian have contributed to growing together a small forest

- The annual benefit for the environment obtained thanks to P-Laser was similar to the effect of 188,000 adult trees, had they been planted in 2009.
- The total savings achieved from 2009 to 2014 was equal to the annual benefit yielded by nearly 1,300,000 trees.

LINKING THE WORLD
TO SUSTAINABILITY



The World's first
green BW cable



The World's first eco-
sustainable MV cable

COMMITMENT TO QUALITY

Continuous improvement

Customer satisfaction surveys



900 T&I customers involved in **15** countries around the world.



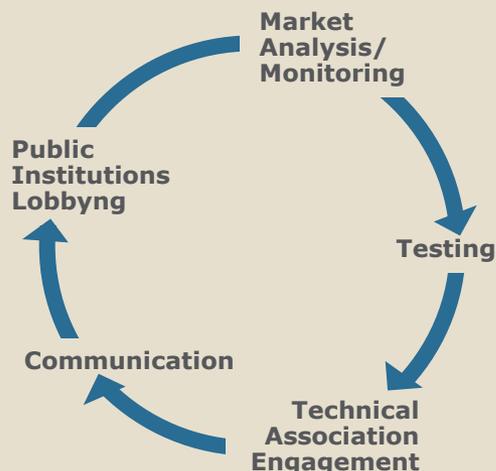
2014 results

+ 2% increased in the reliability of deliveries compared with last year

10 factories benefited from specific improvement programmes with

+ 13% increase in reliability over the prior year.

Elevation and protection of quality and standards



Risk associated with Substandard cables

System failures

- Defects
- Livelihood risk for contractors installing unsafe, non-approved cables

Source of fire

Lack of fire performance

- No alarm sound
- No sprinklers activation
- No emergency lighting
- Increase of smoke and emissions

The World's first green BW cable

The history of our business charts the history of cable industry, itself marked by many major milestone along the way which cement our reputation as an early adopter and industry pioneer



Prysmian Group strongly support, lead and leverage on all the main Industry associations in order to preserve the quality on the market and to preserve people's safety



COMMITMENT TO MARKETING AND INNOVATION

Finding new ways to fight commoditization

NEW TOOLS



Cable apps and product demo equip.

5,836 patents granted to the Prysmian Group and pending as of 31 December 2014, in relation to 932 inventions (including 278 in the Energy Projects and Energy Products segments and 654 in the Telecom segment).

NEW CONCEPTS



Energy efficiency and smart homes

NEW SOLUTIONS



Less installation time, less TCO.

605 trademarks owned by the Group as of 31 December 2014, with 2,920 registration in the various countries in which Prysmian operates, covering the names and logos of our companies, activities, products a product lines.

Solutions & innovation to anticipate the energy transformation

Smart packaging | Easy cable identification | Easy to strip | Extra flexibility | Extra slipperiness | Easy uncoiling | Easy to fix

Smart grids | Smart homes | Asset management | Energy efficiency

New tools | New apps

Afumex easy

Easy to Strip: **Easy to Flex:**



COMMITMENT TO GROWTH

Boosting expansion beyond the boundaries

New markets

With the aim of developing our presence in emerging economies through a more consistent approach to market development and the identification of a better supply chain to serve these markets, the new business area will directly manage the following markets:



Middle East

Including: Saudi Arabia, Pakistan, Iraq, Iran, Kuwait, Qatar, Bahrain, Jordan, Lebanon, Afghanistan, UAE.



Sub Saharan Africa

Including: South Africa, Nigeria, Ethiopia, Angola, Sudan, Cameroon, Botswana, Senegal, Benin, Congo.



Central America

Including: Mexico, Caribbean, Haiti, Cuba, C.Rica, Rep. Dominicana., Guatemala, Panama, Honduras, El Salvador, Jamaica, Nicaragua, Belize.

Expansion & growth to face the long race



Regional approach — In order to increase competitiveness and efficiency to better serve the local markets, three regions have been created in Europe: South Europe, North Europe, and CEE Europe. Italy, UK and Turkey remain instead organised as autonomus countries.



Optimised footprint — Regional scope and scale effectiveness; Specialized competence centers; Network streamlining and lean structures; Service performance and flexibility vs. market dynamics.

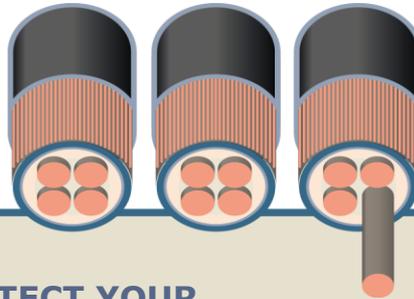
BEST IN CLASS FIRE RESISTANT AND LOW FIRE-HAZARD CABLES

Leveraging on the world's most recognized and prestigious brands

Afumex 3rd Generation

Materials **compliant with** the safety requirements of the **new CPR**

- Restrict propagation of fire and heat release
- Reduction of smoke production and harmful emissions



SAFEST FIRE CABLES TO PROTECT YOUR GREATEST VALUES

- The best solution to guarantee continuity of emergency circuits
- Restrict the propagation of fire and the heat release
- Reduce smoke production and harmful emissions.

BENEFITS IN CASE OF FIRE

- Life protection
- More time to escape
- Less hazardous environment for rescue teams
- Buildings protection

IN GENERAL

Safety increases the value of buildings and can reduce insurance costs



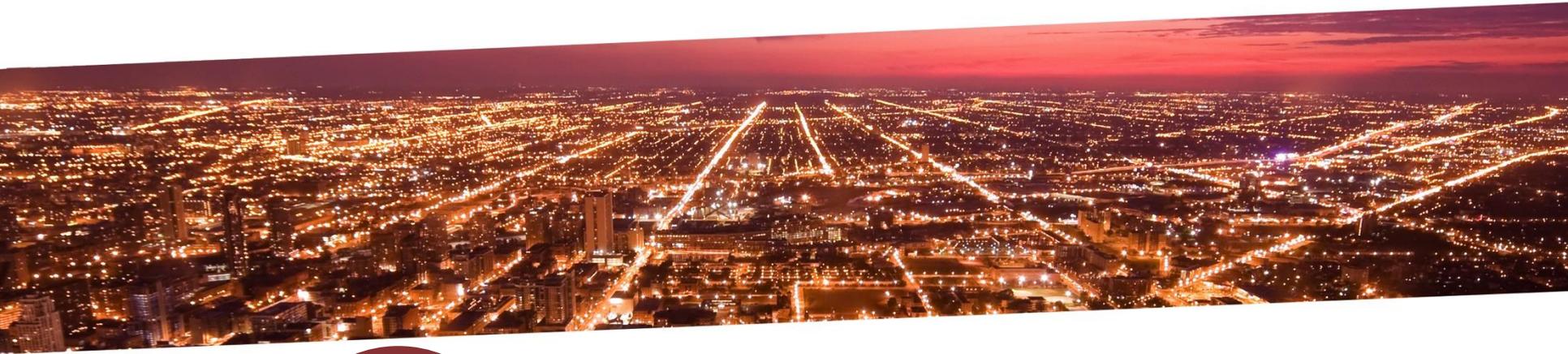
The **Fire Protection** Cable Range includes armoured power **cable solutions for life safety and fire fighting systems** which either meet or exceed the 'standard' and 'enhanced' requirements

Afumex[®]

The **LSOH Afumex** family of cables couples **low flame spread** and heat release with very **low emission of smoke and dangerous gases**, and helps to provide more time to escape and a less hazardous environment for rescue teams

DRIVING INNOVATION IN POWER DISTRIBUTION

Bring your network a smart step ahead



P-Laser

The **150 kV class** passed its qualification test

Always aware of the need to minimize our impact on the planet, we're constantly driving innovation in our industry, aiming to optimize supply chain processes, reduce total cost of ownership for our customers and focusing **on high value-added solutions & services for MV and LV grids**

- **P-Laser is the first eco-sustainable cable for electrical grids.** It gives you the ideal solution with which to deliver enhanced network reliability, whilst enjoying operational and environmental benefits
- **Intelligent systems to monitor** a grid's capability to perform its core function, and the condition and reliability of grid components **for an optimized Asset Management strategy**
- **Impressive track record** including major **Utilities from all over the world**

CABLING SOLUTIONS FOR THE CONSTRUCTION WORLD

Not all cables are the same

BUSINESS DESCRIPTION

- Building wires, Low and Medium voltage cables for residential, commercial, industrial and infrastructure constructions
- Partner of the World best Wholesalers, Installers, Contractors & Specialized Distributors; with a clear focus on their needs following a Customer Centricity approach
- Complete product range of solutions for the construction world, including residential, commercial, industrial and infrastructure with focus on high performance products: best in class Fire Resistant cables, LS0H, Green cables, Easy to Install and Total Cost of Ownership reduction solutions

KEY SUCCESS FACTORS

-  Global partner with strong local presence
-  Full Product range
-  Technological leadership and product excellence
-  Customer centric approach
-  Capillary logistical distribution network and service
-  Technical support
-  Extra services
-  Unique industry expertise

KEY CUSTOMERS

Contractors & Installers



Wholesalers



Specialized distributors



FOCUS ON HIGH-END PRODUCTS & SOLUTIONS

Your world-leading partner for long-lasting success

Offer overview

Residential - Commercial - Industrial - Infrastructure

- Power supply
- Emergency circuits
- Connections
- Machinery (mobile or not)
- Switchboard
- Lighting (interior/exterior)
- Branches
- Control/data
- Electrical appliances

Best in class fire resistant and LSOH cables

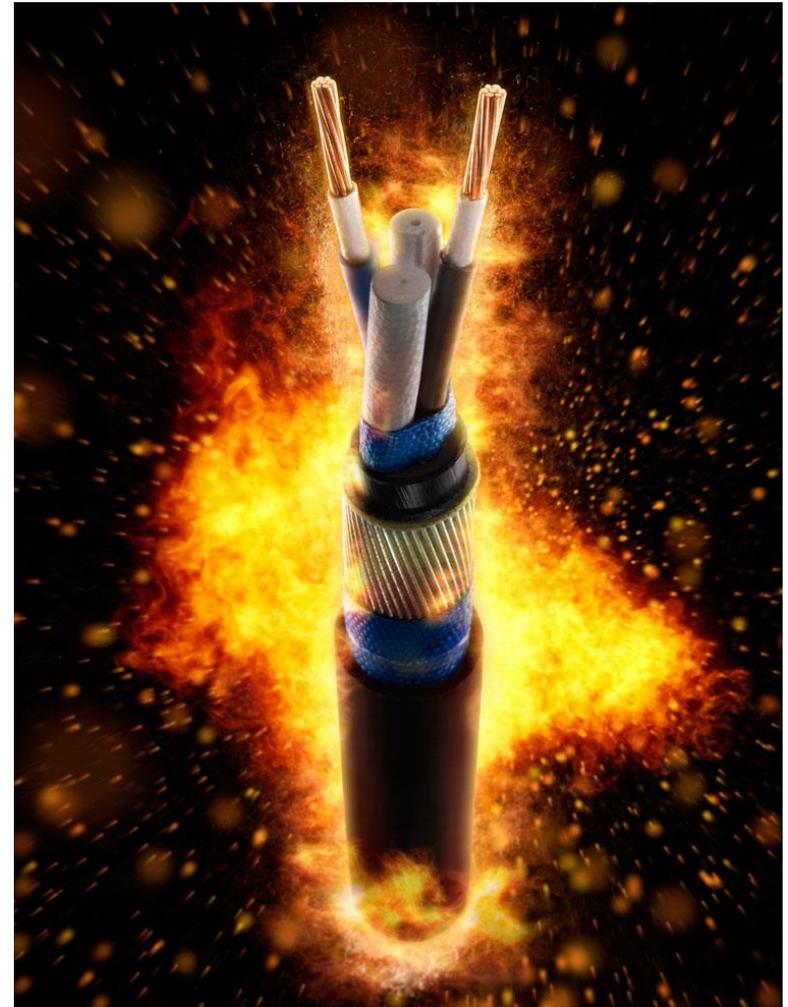
Fire fighting systems



Full range quality
Building Wires
Low voltage
Medium voltage
Instrumentation & control

Green products
Recycled packaging
Full life cycle assessment approach

Easy to install solutions
Smart Packaging
Hybrid cables
Energy + data



PRYSMIAN GROUP COMMITMENT TO CREATE VALUE IN WHOLESALERS AND DISTRIBUTION

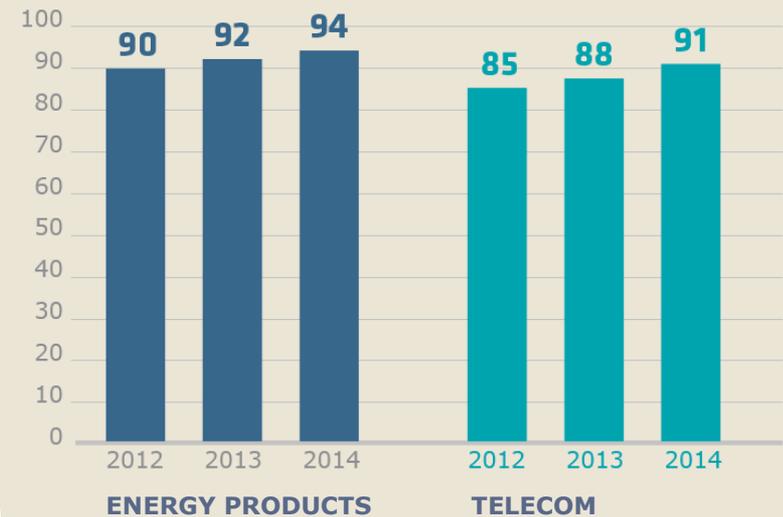
Focusing on value-added in specialties and standard product

- Branding and co-marketing
- Influencing end-users
- Leading innovation and quality
- Fighting sub-standard



Customer care and relentlessly improving service

ON-TIME DELIVERY



RECENT PROJECTS

A MAJOR ROLE IN MILAN 2015 EXPO



Special fire safety and eco-friendly cables for the site hosting the **Milan Universal Exposition** of 2015: 50 km of medium voltage P-Laser cables and 300 km of low voltage Afumex cables

TAKING SAFETY TO NEW HEIGHTS



Approximately 350 km of high-tech fire-resistant cables for power distribution supplied within the **Shard skyscraper**, the tallest building in London and Western Europe. Prysmian chosen as global supplier of BASEC and LPCB certified cables and components, and of support and advice to the construction company on the best installation methods to use

THE LIVES OF THESE PEOPLE DO NOT HANG BY A THREAD



Around 500 km of cables for **Tele2 Arena**, a new, ultra-modern multi-purpose stadium in Stockholm. Prysmian Group has supplied halogen-free cables for the stadium's power, telecommunication and lighting systems, selected by the customer as the latest technology to guarantee safety

**Keeping the wheels
of industry turning**

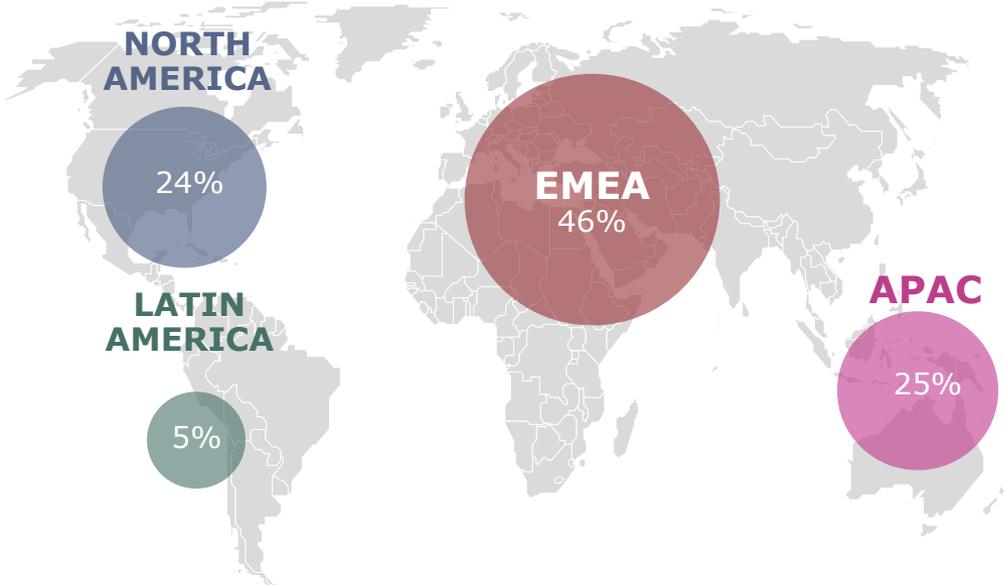


Industrial & Network Components

Sales breakdown

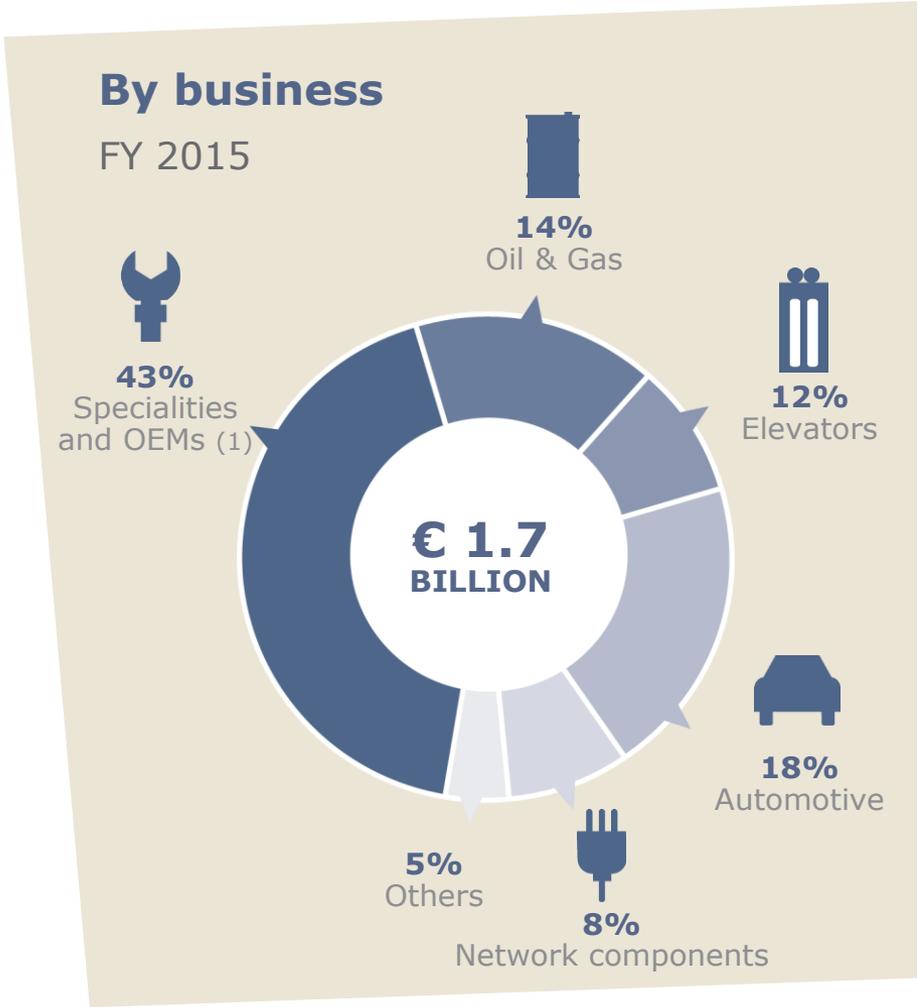
By geography

FY 2015



By business

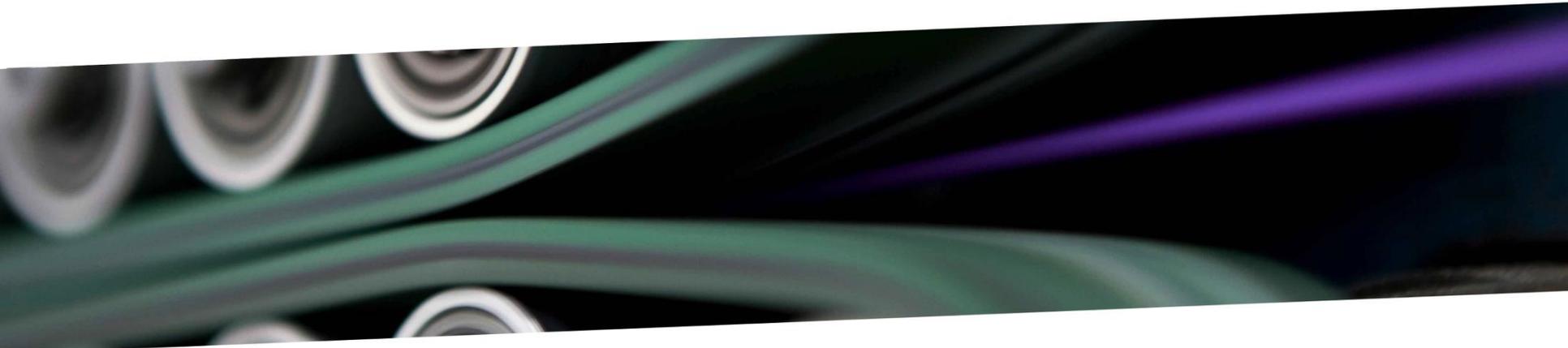
FY 2015



1) Includes Renewables business

SPECIALTIES & OEM

LINKING GLOBAL EXPERTISE TO THE WHEELS OF INDUSTRY



- **RANGE OF PRODUCTS**

From heavy-duty industries such as mining, tunnel drilling, cranes, nuclear power and defense, to trains, railway infrastructures, ships, renewable energy...

- **GLOBAL EXPERTISE AND LOCAL PRESENCE**

We work in close proximity with our customers, delivering products and service platforms, built on easy contact, customized solutions and effective supply chains

- **MOST DEMANDING OEMs APPLICATIONS**

Extreme temperature, extreme miniaturization, water and gas tight, and many others are common requests for industries such as floor heating, steel bath monitoring, lighting, bridge crossing, high load brake equipment, satellite control, flexibility and resistance to abrasion.

SPECIALTIES & OEM | PRODUCTS

HEAVY INDUSTRY

Power and control cables from seaport cranes to mines

MILITARY
Power, control, instrumentation & communication that meet the strictest of military standards

HARNESSING SYSTEMS

Components reliable (we measure our Cpk), multinorm, approved from wide number of bodies and available JIT

TRANSPORTATION
cables for:
Shipboard;
Railway &
Underground;
Rolling Stock;
Aerospace

SPECIALTY CABLES

Whether it's the number of cores, size, materials, or all these elements together, our experience can help you define the characteristic of the product required

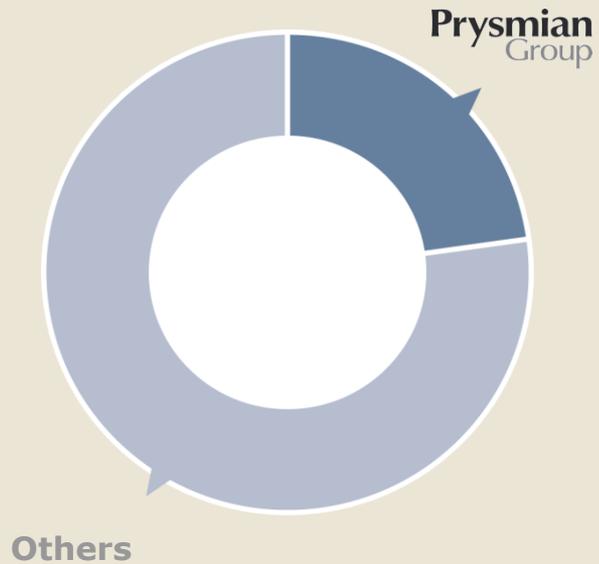
LIGHTING CABLES
Wire and cabling to the lighting industry, including domestic lighting and streets lighting towers

WATER CABLES
Ensuring continuous operation of electrical pumps

AUTOMATION & DRIVE CABLES
MV and LV power cables with EMC protection

New Leader in Renewables...

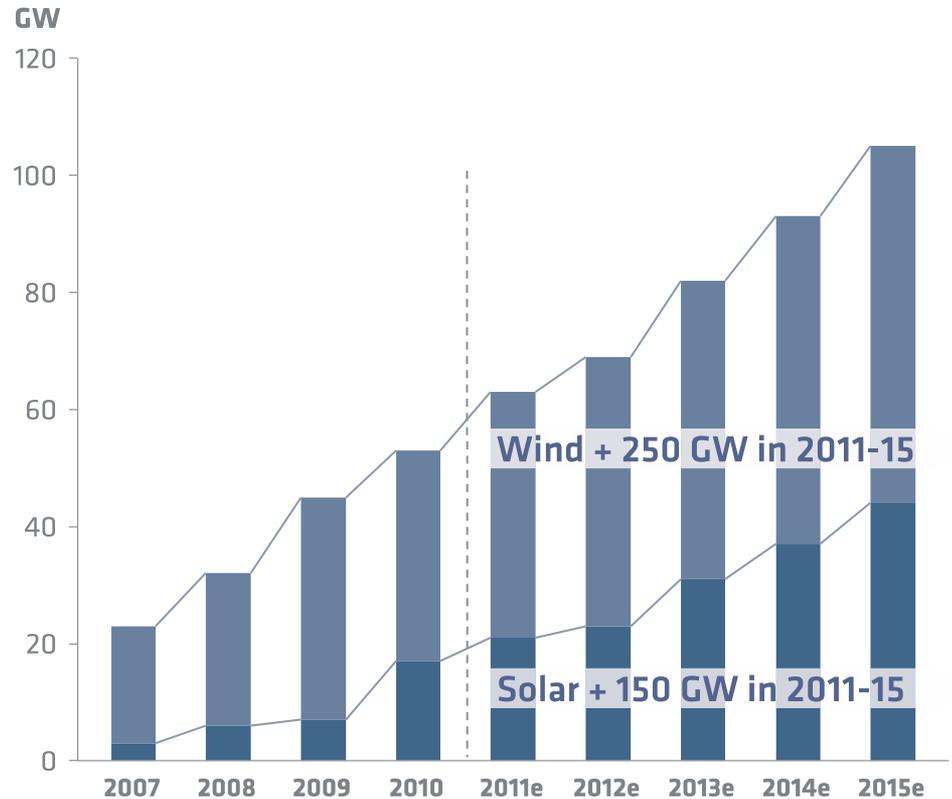
Prysmian Group market share*



* Company estimates based on GWEC and EPIA. Market share related to combined Solar and Wind on-shore segments

...leveraging global exposure to high growth trend

Worldwide annual capacity increase



SPECIALTIES & OEM | RENEWABLES

LINKING SUSTAINABLE IDEAS TO REAL-WORLD RESULTS



CONVERTING NEW OPPORTUNITIES INTO REALITY

Our cables help businesses in the renewable industry around the globe

- **MORE PRODUCTS AND SOLUTIONS** Our technologies cover cables used in wind turbine and tower operations
- **OUR TRACK RECORD** includes projects working alongside some of the best-known names in the sector, including many ground-breaking industry milestones

PRODUCT OFFER

DRAKA TOWERFLEX™



Comprehensive LV cabling solutions with excellent handling and bending properties for fixed installation in wind turbines

DRAKA WINDFLEX™



Full range of MV and LV cable, with high resistance to torsion, oil, ozone and flame, for flexible installation in wind turbines

DRAKA CABLE SETS™



Wide range of MV and LV pre-assembled and customized cable sets, for wind turbine and nacelle

DRAKA FIBERCONNECT™



Comprehensive and integrated fibre optical cabling solution for industrial ethernet application in wind turbine towers

FULL RANGE OF MV AND LV



Cabling solutions with advanced properties for fixed and flexible installation in wind turbines

WIND

POWER DISTRIBUTION CABLE SYSTEMS



INTER-ARRAY AND PLATFORM



Connection cables

HVAC and HVDC Export Cables



Land and Submarine

PRE-ASSEMBLED



Cable sets, Network Components and Systems Solutions

CABLE SOLUTIONS TO SUPPORT THE OGP INDUSTRY AROUND THE WORLD



- **STATE-OF-THE-ART SOLUTIONS:** from drilling, extraction and storage equipment to platform and processing facilities operation, in harsh offshore and onshore environments
- **WORLDWIDE PRESENCE:** Brazil, Gulf of Mexico, North Sea, South-East Asia...
- **STRONG COMMITMENT:** we help customers minimize environmental impact and achieve sustainable, profitable growth

PRODUCT OFFER

OIL & GAS

**POWER,
INSTRUMENTATION
& CONTROL CABLES
FOR OFFSHORE
VESSELS AND
PLATFORMS**



IEC, NEK,
BS, IEEE –
Type P
Bostrig™

**POWER,
INSTRUMENTATION
& CONTROL CABLES
FOR ONSHORE
DOWNSTREAM
APPLICATIONS**



IEC, EN, BS,
TEC, Drylam™,
Airbag™ and
Airguard™
Cable System

**POWER,
INSTRUMENTATION
& CONTROL CABLES
FOR ONSHORE
DRILLING**



IEEE – Type P
Bostrig™

**DATA AND BUS
CABLES FOR
UPSTREAM,
MIDSTREAM &
DOWNSTREAM**



Including
Category
Cables – Cat 5,
6, 7 -, Coaxial
Cables,
Profi bus
Cables, Fibre,
Marine Fibre,
Portable Cords

SPECIALTIES



Including Teck,
Coal Bed
Methane
Cables,
ESP Cables –
DWP, Specialty
Cables

ASSEMBLIES



Including Top
Drive Service
Loops, Fibre
Assemblies,
Copper
Assemblies

ACCESSORIES



Including
Glands,
Connectors,
Adapters, Lugs,
Terminal Tubes,
Cable Cleats

ELEVATORS

CABLE SYSTEMS TO ENHANCE ELEVATORS PERFORMANCE IN THE WORLD'S MOST NOTABLE BUILDINGS

**WORLD TRADE CENTER
IN NEW YORK**

**THE SHARD
IN LONDON**

**BURJ KHALIFA
IN DUBAI**

**MARINA BAY SANDS
IN SINGAPORE**



- Through our **Draka brand**, the Group has been manufacturing elevator cables for over 35 years, and we now have manufacturing, distribution and sales facilities around the world, working 24 hours a day

- This unrivalled experience and worldwide coverage allows us to **deliver superior service**, working in close proximity with our customers to arrive at customized solutions
- **Elevator cable technology** deployed in some of the world's most famous structures

PRODUCT OFFERING

ELEVATORS

CABLE AND ACCESSORIES



Elevator travelling cables with a lifetime warranty

WIREWAY & ELECTRICAL



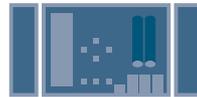
A wide range of wireway and other electrical conveyance. Code-compliant trough EMT, flex, fittings and boxes are available

WIRE ROPE, COMPENSATION CABLE AND ACCESSORIES



A complete complement of wire rope of different types, grades, diameters and loads

COMPONENTS AND SYSTEMS



Technological components used in both the hoistway and the control room

TOOLS AND HARDWARE



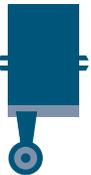
Strippers, peelers, bits, blades, benders, burnishers and much more

MAINTENANCE AND SAFETY



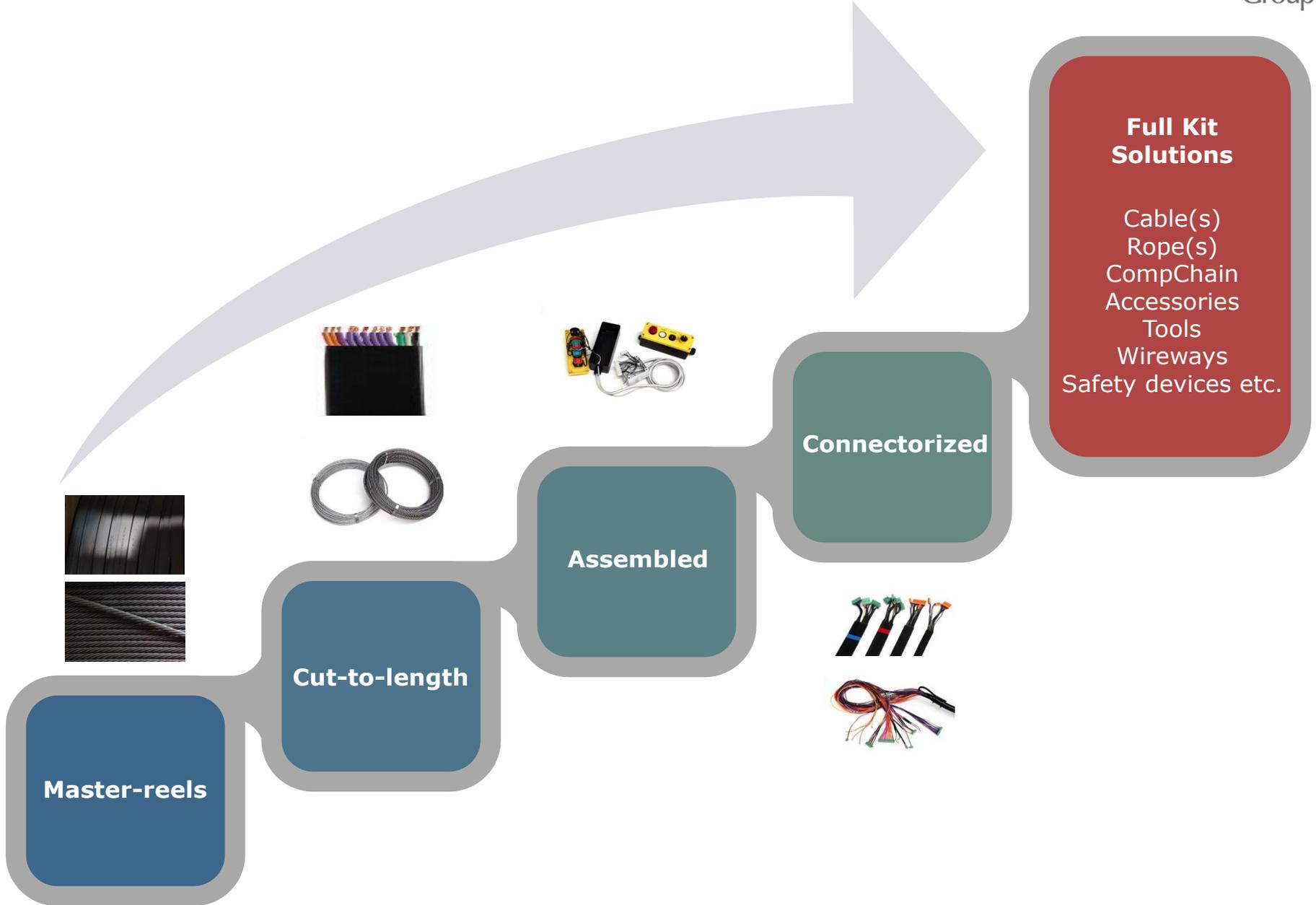
Lights and ladders, fall kits and rope grabs, barricades and oil spill absorber, and safety kits conform all industry standards

ELECTRONICS & MODERNIZATION



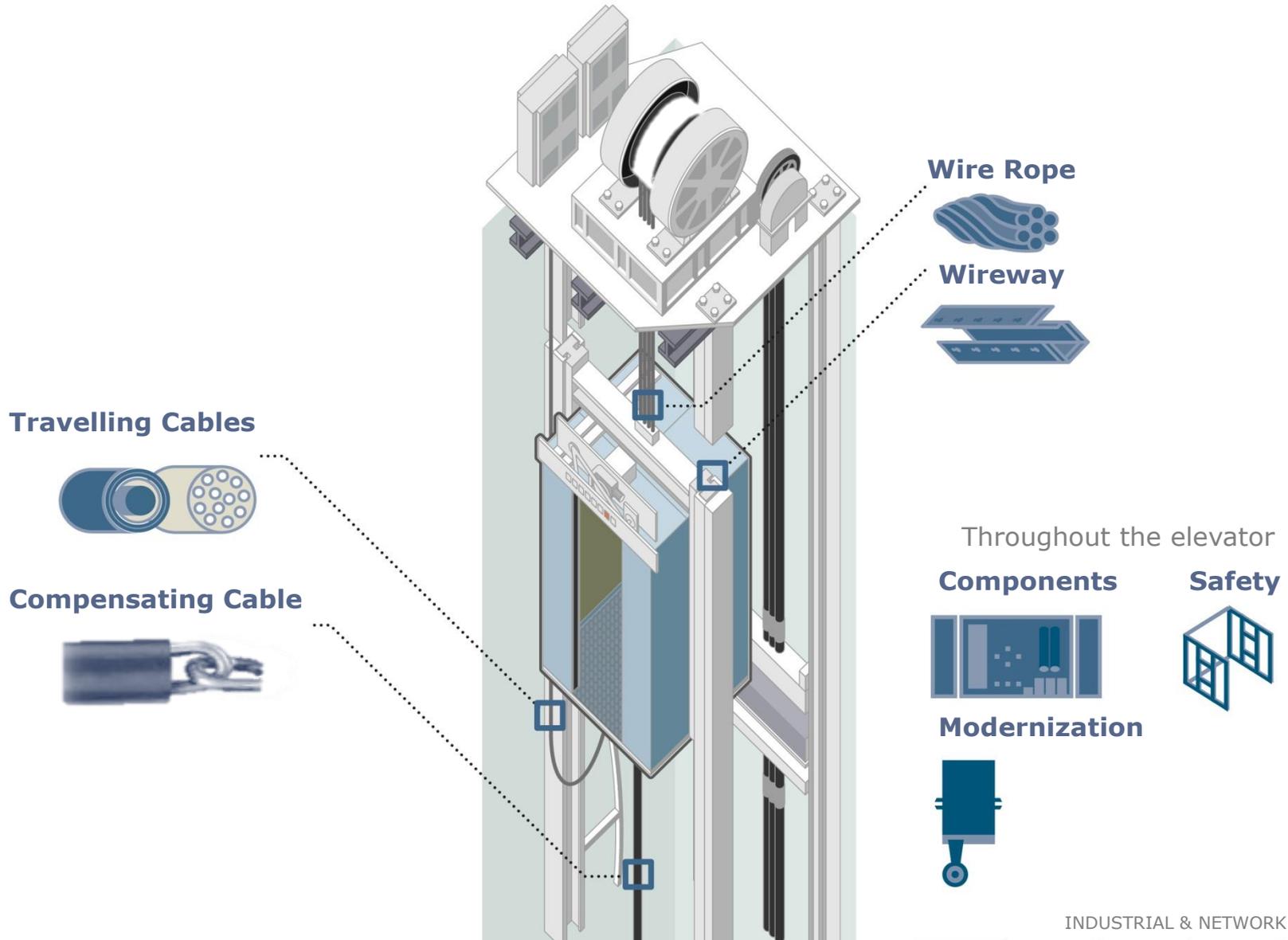
Limit switches, limit switch trees and magnet switches

WE MINIMIZE RISKS AND WE HANDLE COMPLEXITY



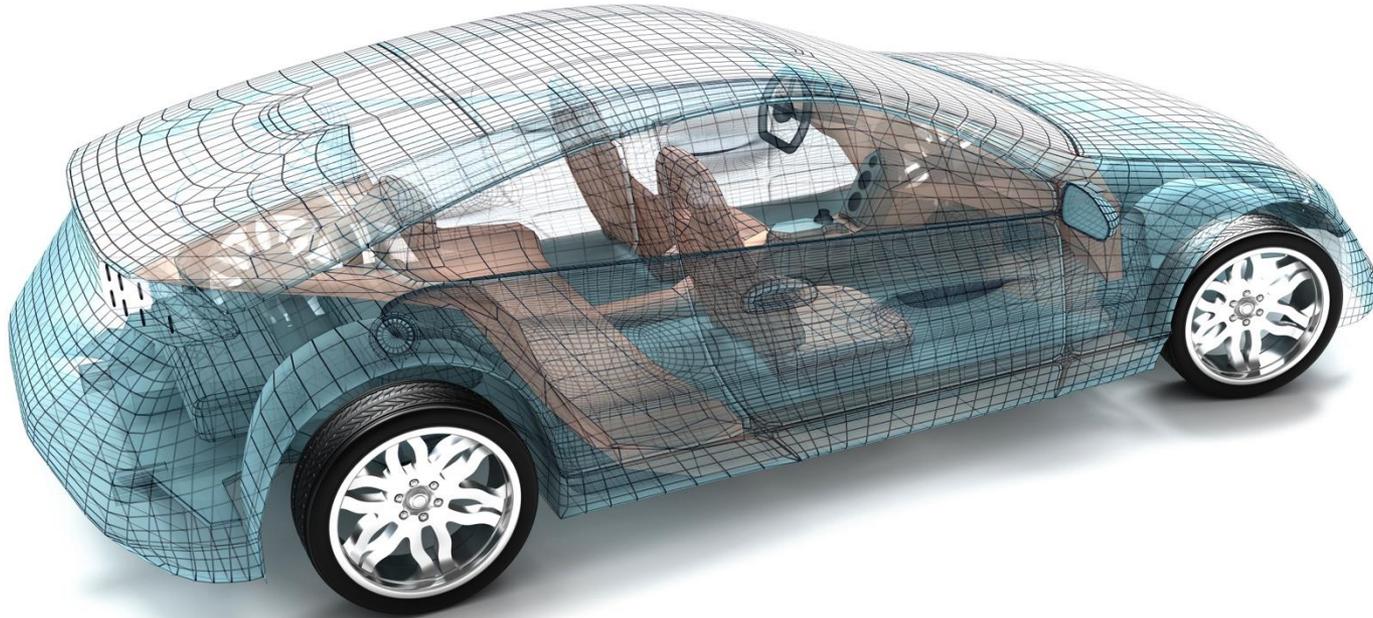
DRAKA ELEVATOR | PRODUCT OFFERING

VALUE INNOVATION FOR YOUR NEXT GEN NETWORK



AUTOMOTIVE

LINKING MECHANICS, ELECTRICS AND MATERIALS TO MOTION



- With approximately 900 employees, the **global structure** of Prysmian Group Automotive - Brazil, China, Czech Republic, France, Germany, India, Mexico, Philippines, Russia, Tunisia and Turkey - fits the worldwide organization of the transport vehicle manufacturing industry perfectly
- **Outstanding product portfolio** covers all mechanical, electrical and chemical requirements in cars, trucks and trains
- Such varied requirements have in turn, led to an outstanding range of **customized products**, and established Draka and Prysmian as specialists for challenging applications

AUTOMOTIVE | PRODUCT OFFERING

Highly integrated cable solutions

SINGLE-CORE CABLES

Temperature class up to 105 C / 3000 h and normally PVC insulated. Available with standard or with reduced wall thickness, with symmetric, asymmetric and fine wire conductor

MULTIMEDIA AND COAXIAL CABLES

Single-wire asymmetric screened cables, for the transport of high-frequency signals

RESISTANCE CABLES

Mostly coated with insulation sheaths of ultra-thin wall thickness and high-temperature resistant materials

CAN BUS CABLES

Known for their flexibility and robustness, for use in industrial machinery and equipment, and harsh environments

MULTI-CORE SCREENED CABLES

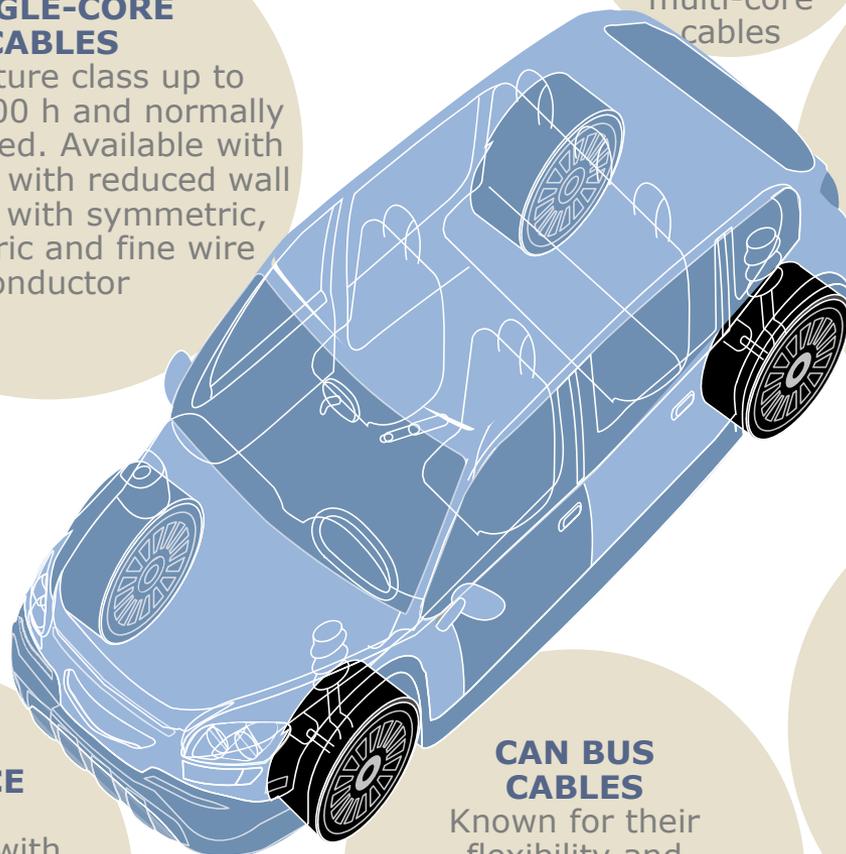
Screened multi-core cables

MULTI-CORE SHEATHED CABLES

Temperature class up to 105 C / 3000 h and normally PVC insulated. Available with standard or with reduced wall thickness, with symmetric, asymmetric and fine wire conductor

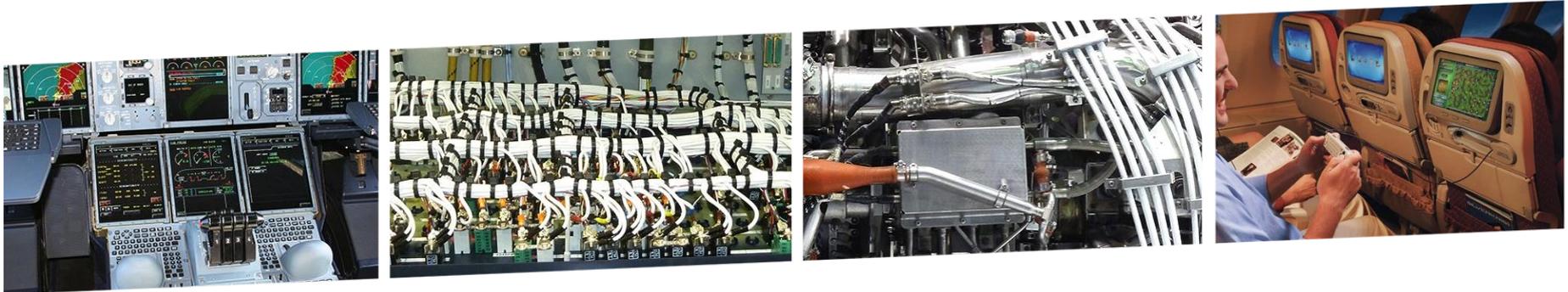
SHEATHED ABS-SENSOR CABLES

Temperature class up to 105 C / 3000 h and normally PVC insulated. Fully compliant EMC requirements also available



AEROSPACE

A PARTNER FOR SAFETY, FUEL EFFICIENCY AND IN FLIGHT ENTERTAINMENT



The highly **specialized** Aerospace Business unit of Prysmian Group offers logistical and technical support to the Aerospace industry worldwide.

The Business unit is organized and sized to offer Reactivity, **Innovation** and the best Quality to our Customers.

Our product range is adapted to the most recent needs for **more electrical aircrafts** offering solutions for both higher electrical power and higher speed for Data transmission.

AEROSPACE | PRODUCT OFFERING

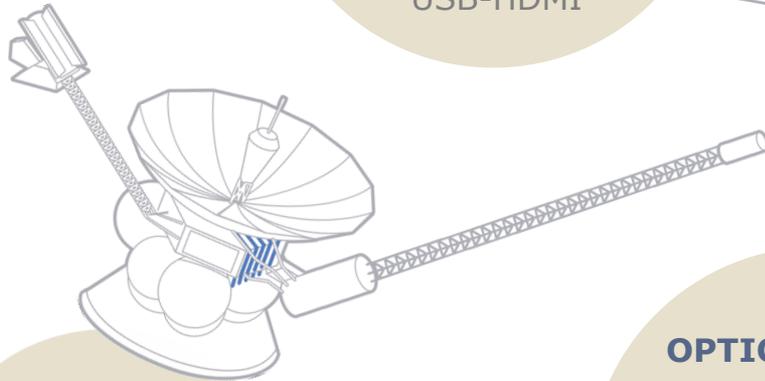
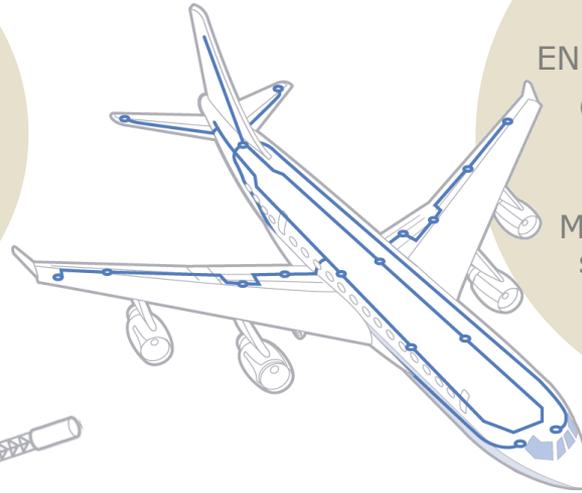
A complete offer

DATA TRANSMISSION

Coaxial cables
Optical cables
Quad Ethernet
Twinax bus cables
USB-HDMI

HOOK-UP WIRES

EN-ASNE 260° C/115 V AC
CCA ultra light weight
180° C/115V
MIL Wires:
M22759 Series including
smooth surface series
M27500 Cables
constructions



SPACE CABLES

ESA
Qualified
Space range
F A3901

OPTICAL CABLES

Known for their
flexibility and
robustness, for use in
industrial machinery
and equipment, and
harsh environments

SPECIAL CABLES

Thermocouples
Hook up wires for
230 V Network

Global #1 telecom cable provider

TELECOM

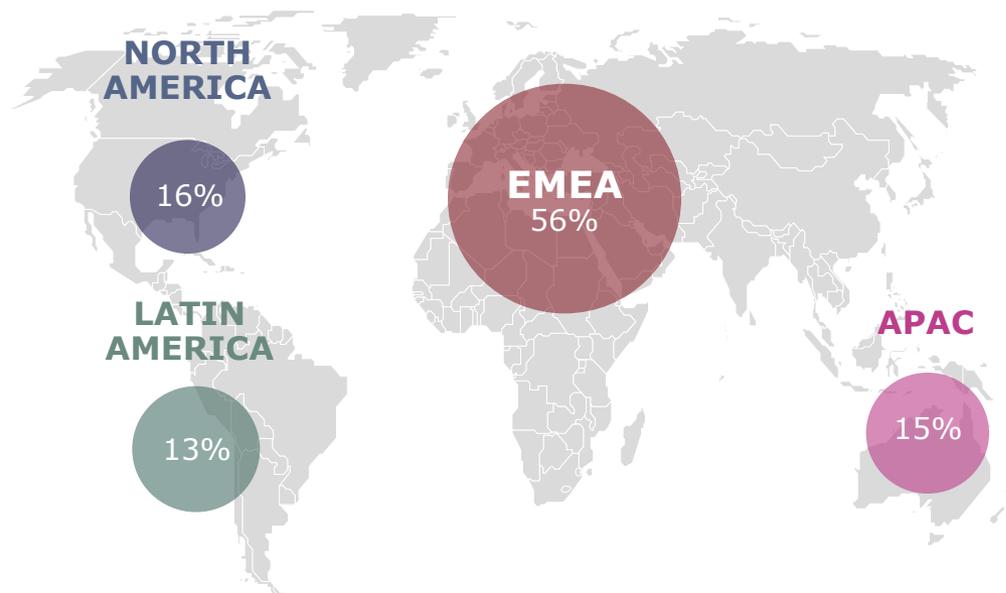
- **Overview**
- Tlc solutions
- Fibre
- Multimedia Solutions



BUSINESS OVERVIEW

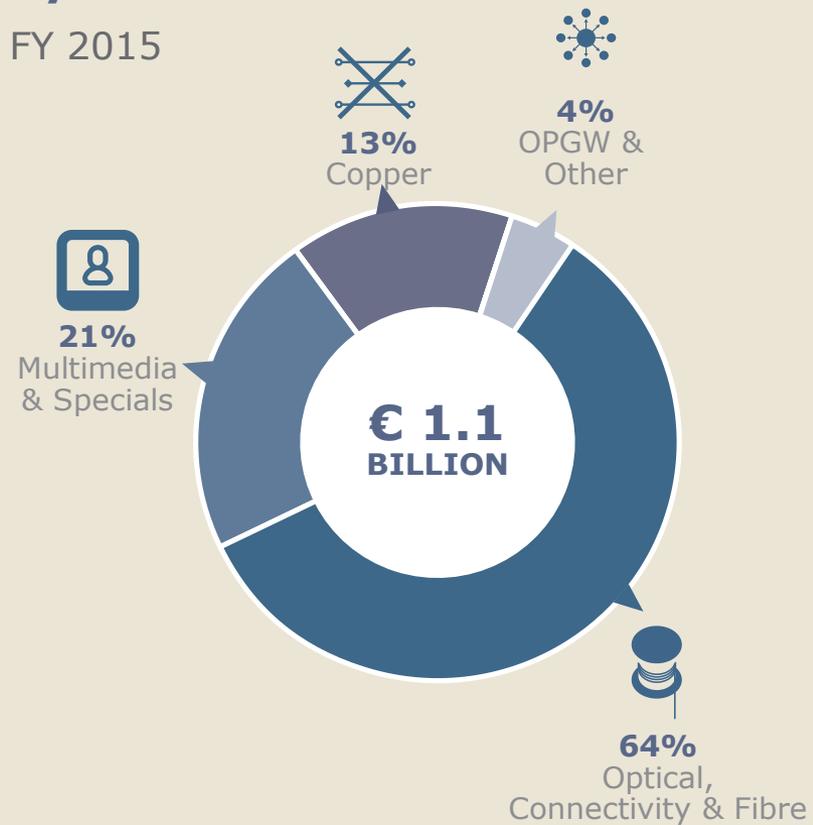
By geography

FY 2015



By business

FY 2015



PARTNER OF THE WORLD'S KEY PLAYERS



OUR STRENGTHS

LEADING TECHNOLOGY



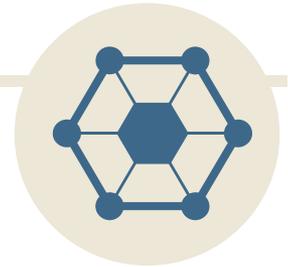
- Proprietary and industry leading **PCVD fibre production technology**
- **Licensed OVD Technology**
- More than **650 inventions** (more than 3800 patents)
- Total **compliance** with standards

GLOBAL FOOTPRINT



- **Global market leader** (n. 1 in Brazil, Australia, North America and Western Europe)
- 19 dedicated Telecom **manufacturing plants**

OUTSTANDING PORTFOLIO



- Focus **on high customer value** market segment
- Production of **specialist cable** plus fibre optic solutions
- **Flagship products** like BendBright^{XS} optical fibre

THE MOST INNOVATIVE FIBRE



- Coating method used for **permanent color embedding** in the fibre coating, which allows for quicker and easier installation
- Colour is **integrated in fibre coating**, instead of applied to the outside of the coated fibre
 - Colouring achieved by adding color components to the secondary layer of the acrylate coating during the fibre manufacturing process
 - Method for colouring the fibre is more durable than other technologies



- Combines two attractive features: **true bend insensitivity** and **backward compatibility** with existing single-mode fibres and loose tube cables
- Ideal for **a wide variety of applications**, including end-to-end FTTH network roll-outs
- Excellent bending properties and reduced diameter allow for compact installations, leading to significant **reduction of Total Cost of Ownership (TCO)**
- **BendBrightXS 200µm fibre**, particularly well adapted to use in very high density cables.

OUR OFFER

TELECOM SOLUTIONS



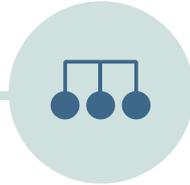
CABLING SOLUTIONS AND CONNECTIVITY PRODUCTS used for telecommunication networks



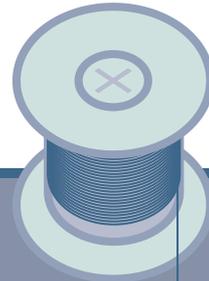
PRODUCT PORTFOLIO:

- Optical cables
- Connectivity
- OPGW
- Copper cables

OPTICAL FIBRE



PRODUCTION AND DEVELOPMENT of optical fibres



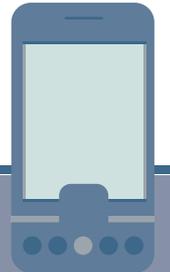
PRODUCT PORTFOLIO:

- Single mode fibre
- Multimode fibre
- Specialty fibre

MULTIMEDIA SOLUTIONS



CABLING SOLUTIONS for all kind of communication needs in premises, industry and transport infrastructures



PRODUCT PORTFOLIO:

- Datacom
- Multimedia specials
- Mobile networks
- Signaling

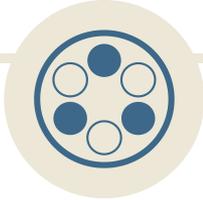
**Linking
communications
to communities**



TELECOM

- Overview
- **Tlc solutions**
- Fibre
- Multimedia Solutions

OPTICAL FIBRE CABLE



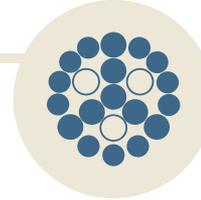
- Optical cables for the complete telecom infrastructure, **from long distance to customer drop**
- Full range of technologies, incl. **loose tube, FlexTube®** (the highest fibre density in a high fibre count cable – 1,728f in 23 mm) **and ribbon**, compatible with all fibre technologies, incl. BendBright^{XS}

CONNECTIVITY



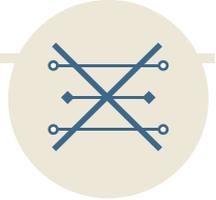
- Connectivity products for FTTx applications, linking cables to create a full passive telecom network
- Products for deployment **within the Central Office** customer premises and in the external network

OPGW



- **Optical Ground Wire (OPGW)** systems for installation on high voltage electric lines
- **Complete portfolio** of optical cables, connectivity & services

COPPER CABLE



- **Copper telecom** cables for long and short distances
- **Complete range** for underground, aerial and central office solutions

PRODUCT HIGHLIGHTS

FLEXTUBE®

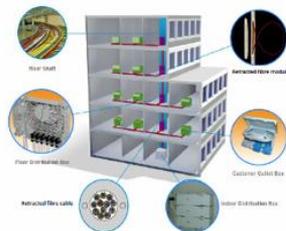


A revolutionary cable design. It offers extremely **small and flexible cables with much faster installation** compared to standard loose tube cables.

Prysmian recently developed a **1,728 fibre Flextube cable**: only 23mm in overall diameter, approximately the same size as Prysmian's current 624f standard loose tube cable.

It is the largest Flextube® cable available and has the **highest fibre density of any high fibre count cable deployed in the world**, (4.16f/mm²).

VERTICASA^{XS}



Designed specifically for bringing optical fibre directly to residents of high-density apartments and offices

System uses **superior fibre technology**: BendBright^{XS} fibres, Non Zero Dispersion Shifted (NZDS) fibres

Micro-duct system equipped with **BendBright^{XS} fibres**
Fibre To The Home (FTTH) system solution

Main cable holds up to 96 fibres which can be **branched directly to individual subscribers** on different floors of the building without the need for splicing of fibre within the riser of the building

Blowable micro-duct systems. Simple, well established blowable solutions to fulfill the need for a flexible fibre system

Enabling the customer to **scale its passive network** to the demands of end-user without high capital expenditure or extensive network planning. Fibre deployment by using **compressed air** to blow optical cables and EPFUs into micro-ducts.

Three systems **interchangeable and complementary**



SIROCCO^{XS}

— **Sirocco** consists of pre-installed micro-ducts in tubes into which blown fibre units (EPFUs) are blown



JN

— **JN** are loose bundled of micro-ducts in a protective duct in which cable and/or micro-ducts can be blown

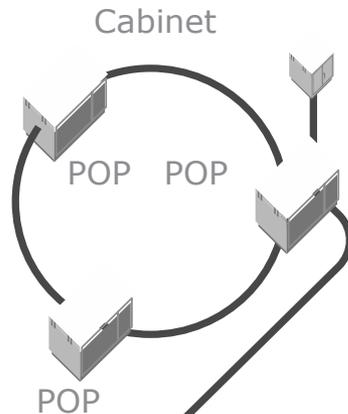


EASENET^{XS}

— **EaseNet** are micro-ducts that can be directly buried as a single duct, these thick walled micro-ducts allow for easy branch off to customers – ideal for FTTH

OUR SOLUTIONS

Value innovation for your broadband network

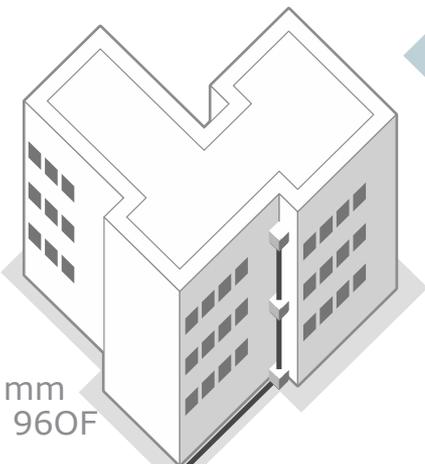


JN
JN 50mm/7x12 mm
JN Cable 144 OF

- Duct 40 mm with Duct cable max 576 OF
- Fibre capacity 1066 OF

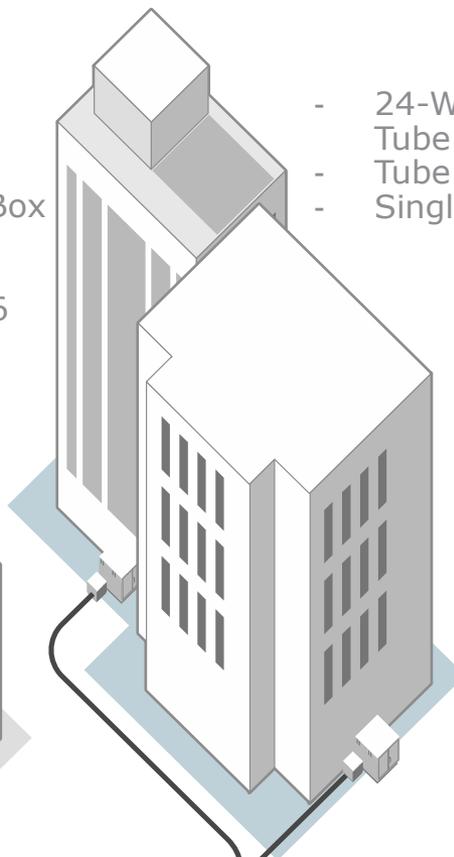
VERTICASA^{XS}

- Customer Outlet Box
- Break-out unit
- Modular Wall Box
- Verticasa Cable 16 OF



- 24-Way Direct Install Tube Cable
- Tube Distribution Closure
- Single 5mm Drop Tube

SIROCCO^{XS}
Sirocco Enhanced Performance
Fibre Units Max 12 OF

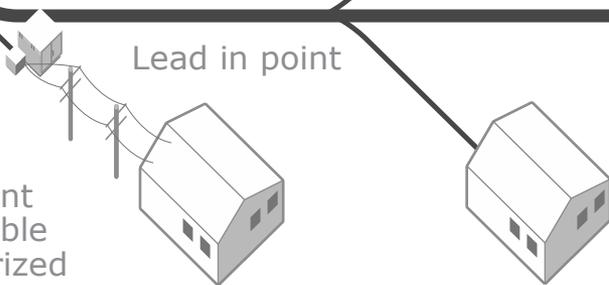


EASENET^{XS}
EaseNet 7x14 mm
EaseNet Cable 96OF

Tapping Box of Fibre module

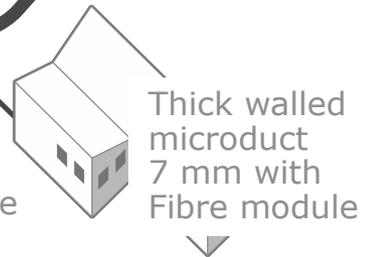
QUICKDRAW^{XS}

- Max. 8 Subscribers per lead in joint
- Quickdraw Cable Pre-connectorized

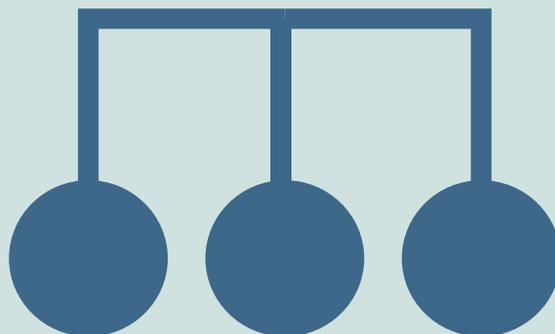


RETRACTANET^{XS}

- Distribution point
- RetractaNet Cable with 12x or 24x Fibre module
- Fibre capacity 96 OF



**Linking new
technology
to a changing world**

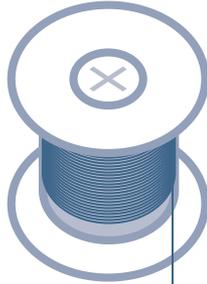


TELECOM

- Overview
- Tlc solutions
- **Fibre**
- Multimedia Solutions

OUR PRODUCT OFFERING

PRODUCTS



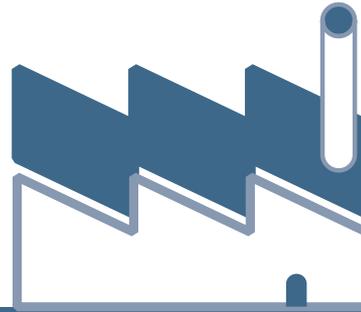
SINGLE-MODE optical fibre

- Cost and technology leadership with focus on BendBright^{XS} and Long Haul G.655
- Precoloured fibre technology Colorlock^{XS}

MULTIMODE optical fibre

- Large core of multimode fibres enables the use of low cost transceivers with a big spot size
- **Speciality** fibres (e.g. BendBright-EliteTM)

MANUFACTURING



- **19 dedicated Telecom manufacturing plants and 11 combined** (Energy + TLC) with industry leading production facilities and process control
- **Proprietary manufacturing process** for Plasma-activated Chemical Vapor Deposition
- **Licensed OVD Technology** with ~650 unique inventions corresponding to more than 3.800 patents

BENDBRIGHT-ELITETM RIBBON

Product highlights



Provides industry leading **macro-bending performance in a multi-fibre planar ribbon array**

- Optimal for mass-fusion splicing and multi-fibre
- Connectorization
- Small bend radii for tight space applications

The UV Curable Acrylate Ribbon Material allows for easy handling and stripability

Available in both standard fibre geometry and Draka's precision Patch Cord fibre geometry for applications with stringent geometry requirements

BENDBRIGHT^{XS}

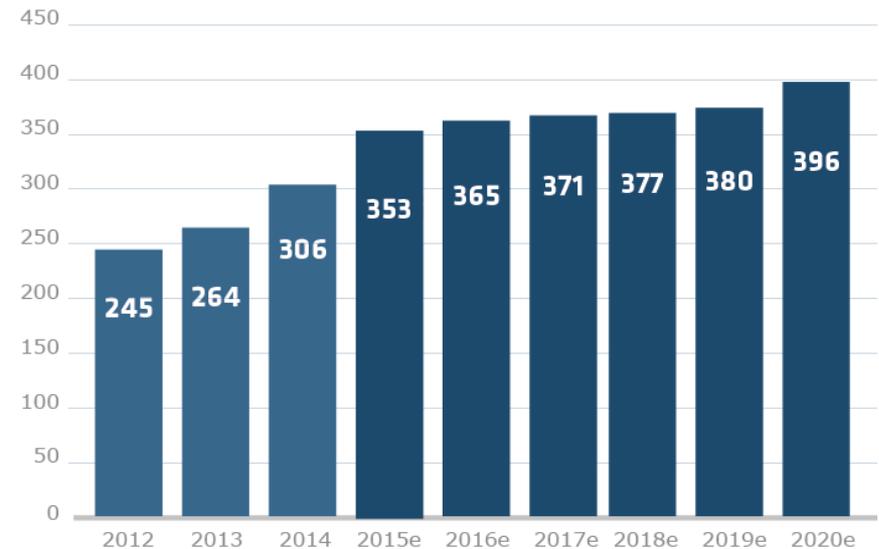
Spectacular year on year growth of the Bend-insensitive **G.657.A2 BendBright^{XS}** fibre demand, which is **doubling from 2013 to 2014**

This fibre is being recognized more and more as the enabler to reduce the TCO (Total Cost of Ownership) **of the networks** deployed by the Telecom Operators, in both indoor and outdoor environments

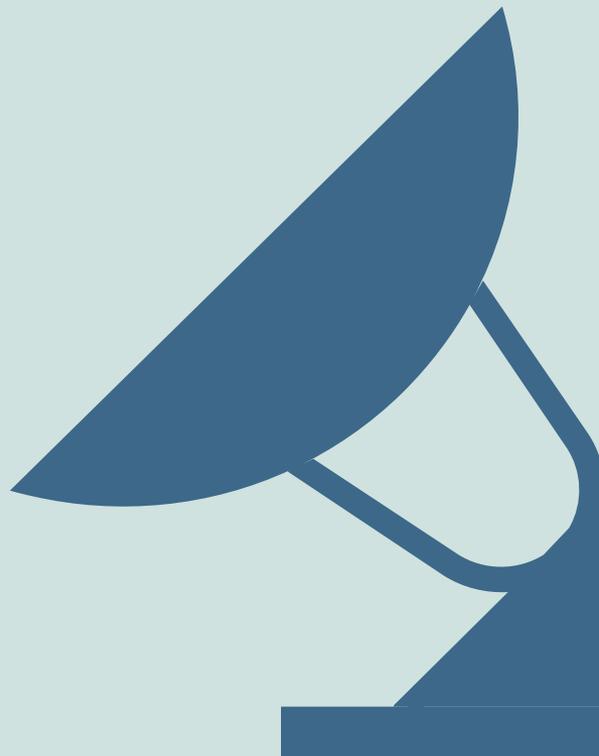
Since 2008, more than 12 Mfkm have been sold (200 μ and 250 μ versions)

World Optical Cable Demand (Million F-km, SM + MM)

Source: CRU International.



Linking multimedia to private communications

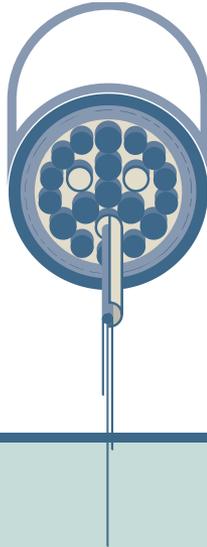


TELECOM

- Overview
- Tlc solutions
- Fibre
- **Multimedia Solutions**

OUR PRODUCT OFFERING

DATACOM



Offices, data centres and industrial applications

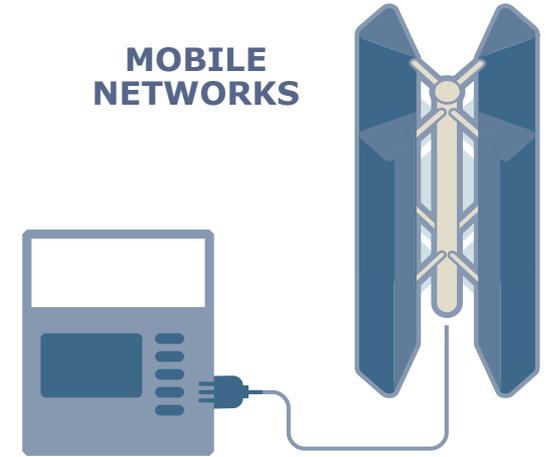
- Various copper technologies for specific short distance applications
- Multi-mode fibre cables for medium distance applications

MULTIMEDIA SPECIALS



- Broadcasting
- Central office / Switching
- CATV Network Applications
- Industrial Communication Solutions

MOBILE NETWORKS



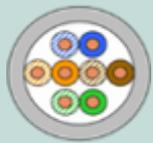
- Links between mobile network antennas and base stations
- Coaxial Radio Frequency antennas
- Connecting base station and antenna (feeder, jumper and tunnel cables)

DATA COM

COPPER TWISTED PAIR CABLES

Increasing wire protecting options available, allowing for higher speeds

- CAT5: Unfoiled twisted pair cable
- CAT6: Al-laminated plastic foil, patented wrapping of two pairs each
- CAT7A: Al-laminated plastic foil around each pair



Cat5e U/UTP



Cat6 S/FTP

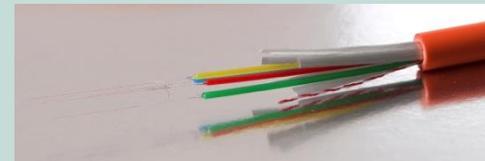


Cat7A S/FTP

UC^{FIBRE} with MaxCap BB-OM3/4

Bend-insensitive technology gives a huge boost in functionality and solution quality

- End-users enjoying high reliability data centres
- Lower downtime and maintenance
- Savings in racks and housings thanks to higher cabling density



Thank you

Name Surname

Position