

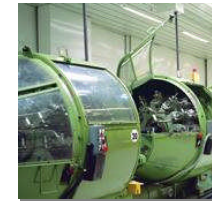
The Prysmian Group



Who we are



The Prysmian group is a world leader in the energy and telecommunication cables industry, with a strong market position in higher-added value market segments. Organised into two business units, Energy Cables & Systems (submarine and terrestrial cables for electricity transmission and distribution) and Telecom Cables & Systems (optical fibres and cables for video, data and voice transmission, and copper telecom cables), the Prysmian Group has a global presence with subsidiaries in 38 countries, 53 plants in 21 countries, 7 Research & Development Centres in Europe, the United States and South America, and more than 12,000 employees. Specialising in the development of products and systems designed to meet clients' specific requirements, Prysmian's main competitive strengths include its focus on research and development, its innovative products and production processes, and the use of advanced proprietary technologies. Prysmian is listed on the Milan Stock Exchange Blue Chip index.



Our history

1879 - 1902: Establishment

- 1879 Company founded as "Pirelli Cavi".
- 1886 Production of submarine telegraph cables in La Spezia plant. Installation of a telegraph line on the bed of the Red Sea.
- 1902 Beginning of worldwide expansion with the first factory abroad in Spain.

1902 - 1990: Organic Growth

- 1910's First cable factory in the UK. First affiliate outside Europe, in Argentina.
- 1920's Expansion in America, through the submarine telegraph link between Italy and North and South America. New affiliate in Brazil. Production capacity doubled in UK.
- 1930's Industrial facilities established in France.
- 1950's Start up of cable production in Canada and concentration of submarine cables production in Arco Felice Plant, near Naples. Trans-oceanic link between North Africa and Brazil.
- 1960's Installation of the milestone Long Island - Connecticut submarine link (the longest at that time). New production units in Southern Italy and UK.
- 1970's Beginning of R&D activities on optical fibers to improve the transmission quality of telegraph cables. Worldwide expansion with new sites in Brazil, Australia and USA.
- 1980's Installation of the first fiber optic telephone line in Italy and first Italian factory for optical fibers in Battipaglia, FOS, with OVD technology. Strengthening of production in France through Filergie Group / First F.D.

1990 - 2000: Growth by Acquisition

- 1990's Joint venture for the production of cables in Indonesia and China. Acquisition of SIEMENS Energy Cables (15 plants) and Metal Manufacturers LTD.
- 2000 Acquisition of NKF Holland, NOKIA Finland, BICC General in Europe, Asia and Africa (11 plants) and creation of Pirelli labs in Milan, the group's R&D centre.

2001 - 2004: Restructuring process

- 2001 Consolidation of the organisational structure of the company and specialisation of worldwide presence through World Excellence Centres (WECs).

2005 - 2007: Profitable Growth

- July 28th 2005** **Goldman Sachs** acquisition and birth of the Prysmian Group.
- May 3rd 2007** **Prysmian S.p.A.** listed at the **Milan Stock Exchange**.

2008: Focus on high value-added markets

- Investments in capacity expansion for special cables, high voltage cables and fibre optics. Orientation towards value-generation through innovation and technology.

Investments in high value-added segments

Prysmian's main investments in the period 2005-2008



The construction of a new facility for the production of umbilicals in Brazil.



The acquisition of two production plants in China (Tianjin Angel Group Co. Ltd).



Increase of know-how and production capacity for the high voltage sector.



Increase of production capacity in the manufacturing unit for submarine cables.



Further increase of production capacity for special cables in China, Germany and Italy.



Acquisition of the business assets of New Zealand cable manufacturer, International Wire & Cable Company Limited (IWC)



Expansion in North America through the construction of a new HV cables production facility in Abbeville.



Investments in Brazil for a new plant dedicated to flexible pipes.

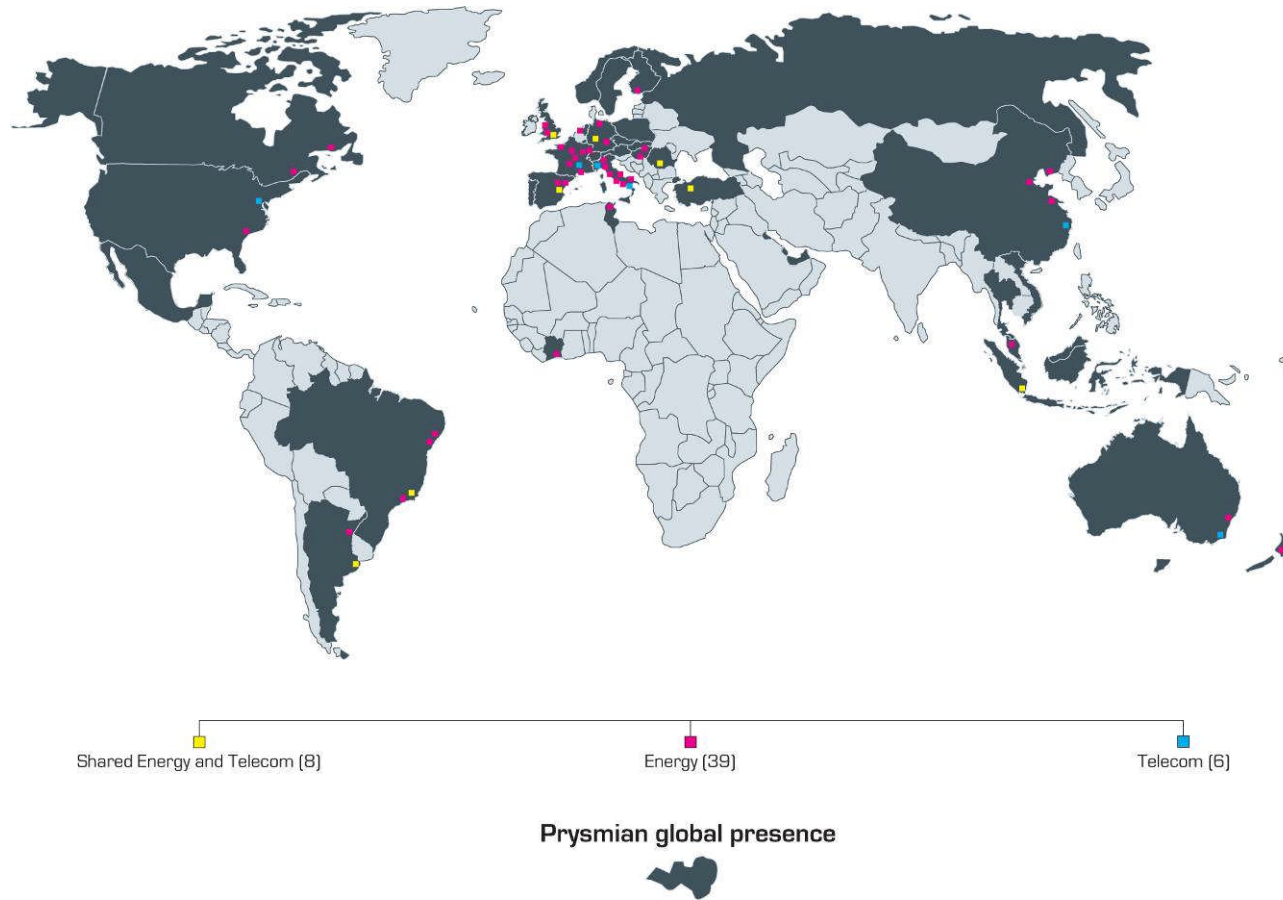


Completion of the investment for increased production capacity in the optical fibre facility FOS, in Italy.

In recent years, Prysmian has made significant investments in the development and reorganization of its production facilities, with a view to confirming and reinforcing its position on high value-added segments of the market and further improving its capacity to meet the new requests and requirements of Customers.

A truly global presence

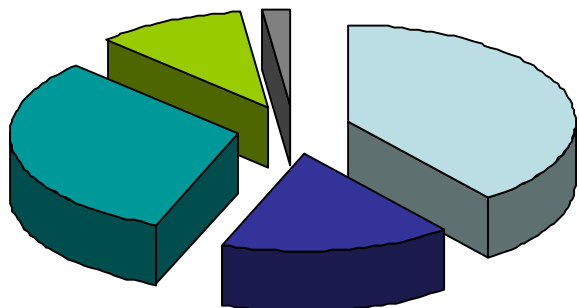
Prysmian operates 53 plants, has subsidiaries in 38 countries with more than 12,000 employees



The business

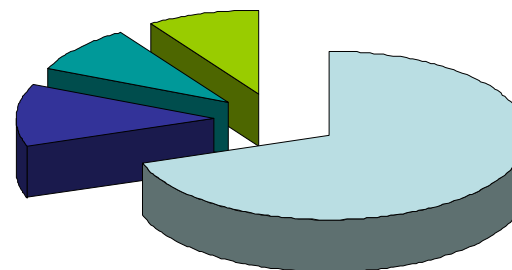
Sales @ 31.12.2008

Sales 5,144¹ € MLN



Utilities	39.4%
Industrial	16.5%
Trade & Installers	31.7%
Telecom	10.4%
Other	2%

Geographical Distribution

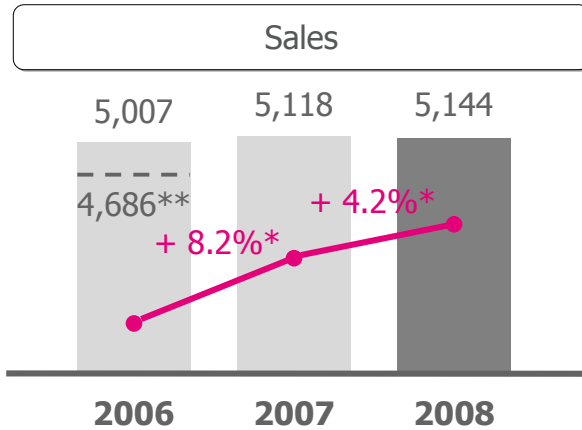


EMEA	69.9%
North America	11.8%
Latin America	9.3%
APAC	9.1%

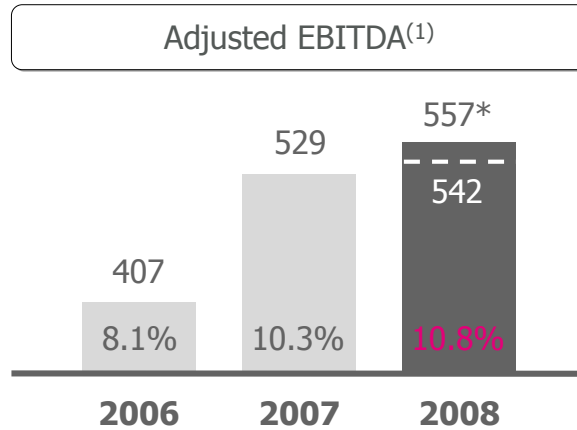
¹ Net of intercompany eliminations.

Key financials

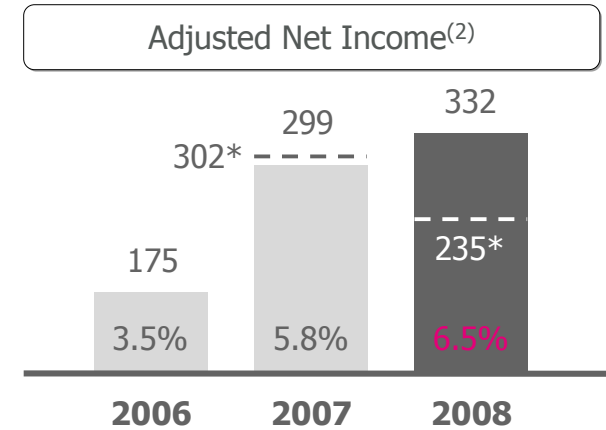
€ MLN, % of Sales



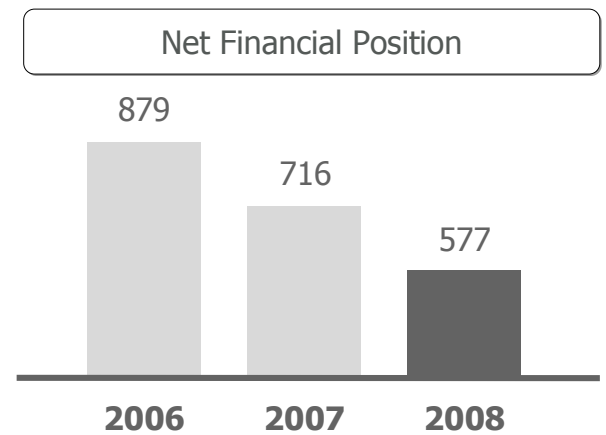
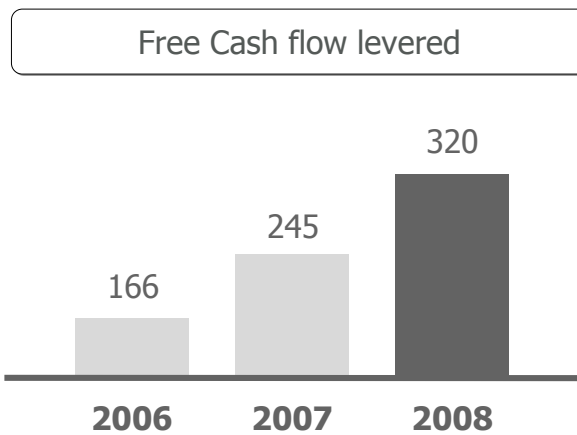
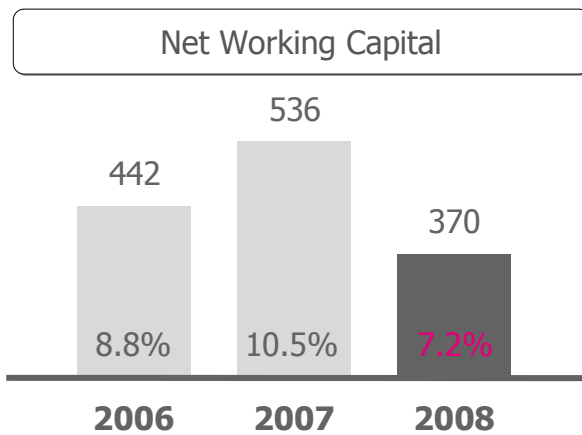
* Organic Growth
 ** Like for like excl. UK ROD business (€321m)



* Excl. Free Stock impact (€15m)
⁽¹⁾ EBITDA adjusted excluding non-recurring items and Free Stock impact in 2008.



* Reported Net Income
⁽²⁾ Net Income adjusted excluding non-recurring items and other extraordinary effects



Focus on high added value

Market areas with the highest levels of technology and innovation



Underground and submarine power transmission cables and systems.



Cables and systems for industrial applications.



Optical cables for voice, video and data transmission.

The high value-added services offered by Prysmian

The design of products and systems, according to customer specifications.

The execution of turn-key projects, for which the Group offers project coordination and management services.

Installation and pre-emptive maintenance, mainly in the Energy Cables and Systems business.

Key sectors

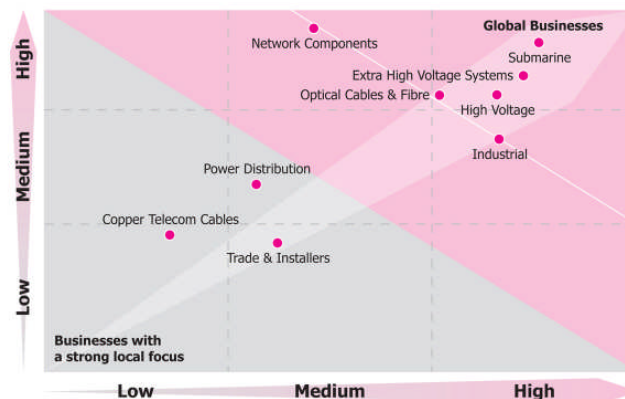
- High and extra-high voltage land and submarine power transmission cables and systems
- Industrial cables for applications in the most strategic sectors
- Optical cables for voice, video, and data transmission

Drivers of value generation

- A clear and sustainable development strategy
- Growth in high value-added and high technology sectors
- Ability to constantly innovate commitment to providing value-added services

Product & Competitor Globalisation

Focus on products
Limited product diversification within regions
Regional competition



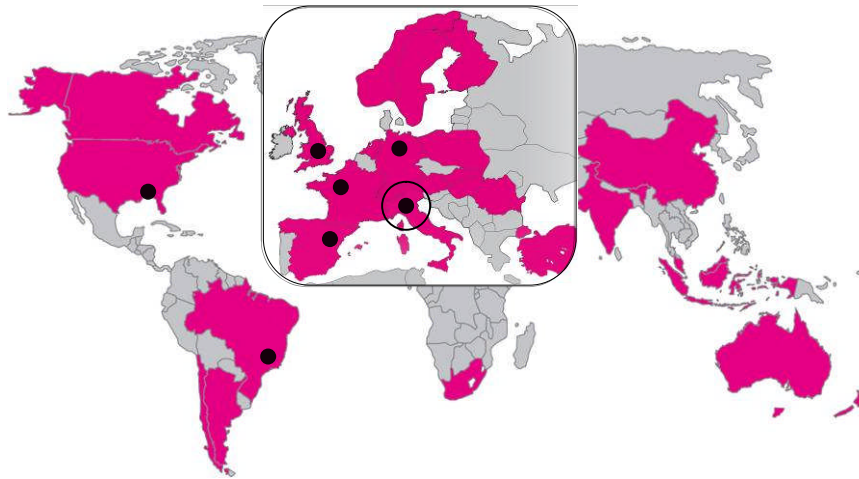
Profitable growth

Focus on solutions
Diversification and innovation
Competition on a global basis
Take selective M&A opportunities

GROWTH

Research & Development

@ 2009



6 Research Centers ●

Milan RD&E Headquarters ●

- **Research & Development**
 - Innovation, basic research
 - Concepts identification (process, materials, products, compounds, IT systems)
 - Product feasibility
 - Prototype realization
 - Industrialization
 - Product range evolution/development (New Product Introduction)
 - Network Diagnosis (T, PD, PMD,...)
 - EMF protection
 - International Standardization Groups
- **1 central R&D in Milan and 6 main local R&D centers** (North America, Latin America, France, UK, Germany and Spain)
- **More than 400 resources** employed (2008)
- **More than 3,000 patents** granted in 6 countries
- **2,400 trademarks for products**
- **Over 45 MLN invested in 2008**

Quality

Prysmian products and services are designed and realized following the rules of a Global Quality Management System fully compliant with major International Standards

ISO 9001



ISO TS 16949



IRIS



TL9000



Prysmian has a built-in multi-step quality assurance program, which covers the entire production process from cable design and raw material purchasing to final inspection and testing documentation

The mission

A leading player in the cable industry

through

Technology

Innovation

Service

Quality

for

Long-term Customer Satisfaction

Consolidated market positions across key business lines

Utilities - Submarine

- Worldwide leader of the sub-segment
- Partner in the world's most important projects:

SA.PE.I.
Basslink
Cometa
Transbay
Neptune
GCCIA



Utilities - High Voltage

- Consolidated position in Europe, North America and Latin America
- Consolidated relationship with some of the main international Grid Operators



Utilities - Power Distribution

- Consolidated position throughout Europe, North America and Australia



Industrial

- Consolidated worldwide position in infrastructure and construction/machinery sub-segment



Trade & Installers

- Consolidated position in Latin America, Canada, and throughout Europe and Australia



TLC Copper

#1

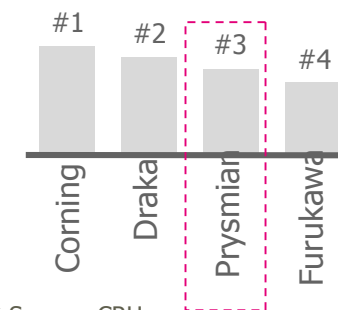
World's market leader*

- Consolidated position in several countries



TLC Optical

- Number 3 producer in terms of market share *



* Source: CRU

Energy Cables & Systems

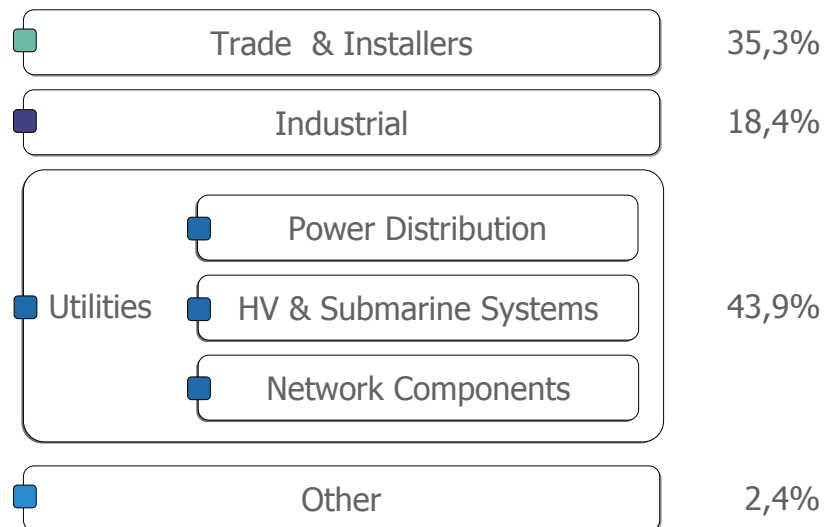
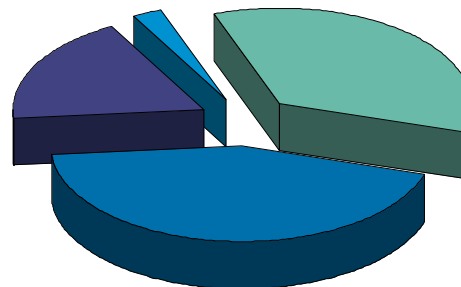


Energy business

2008 Sales (€ MLN)

Sales 4,608* € MLN

@ 31.12.2008



* Vs Third-parties

Energy key financials

€ MLN

Sales

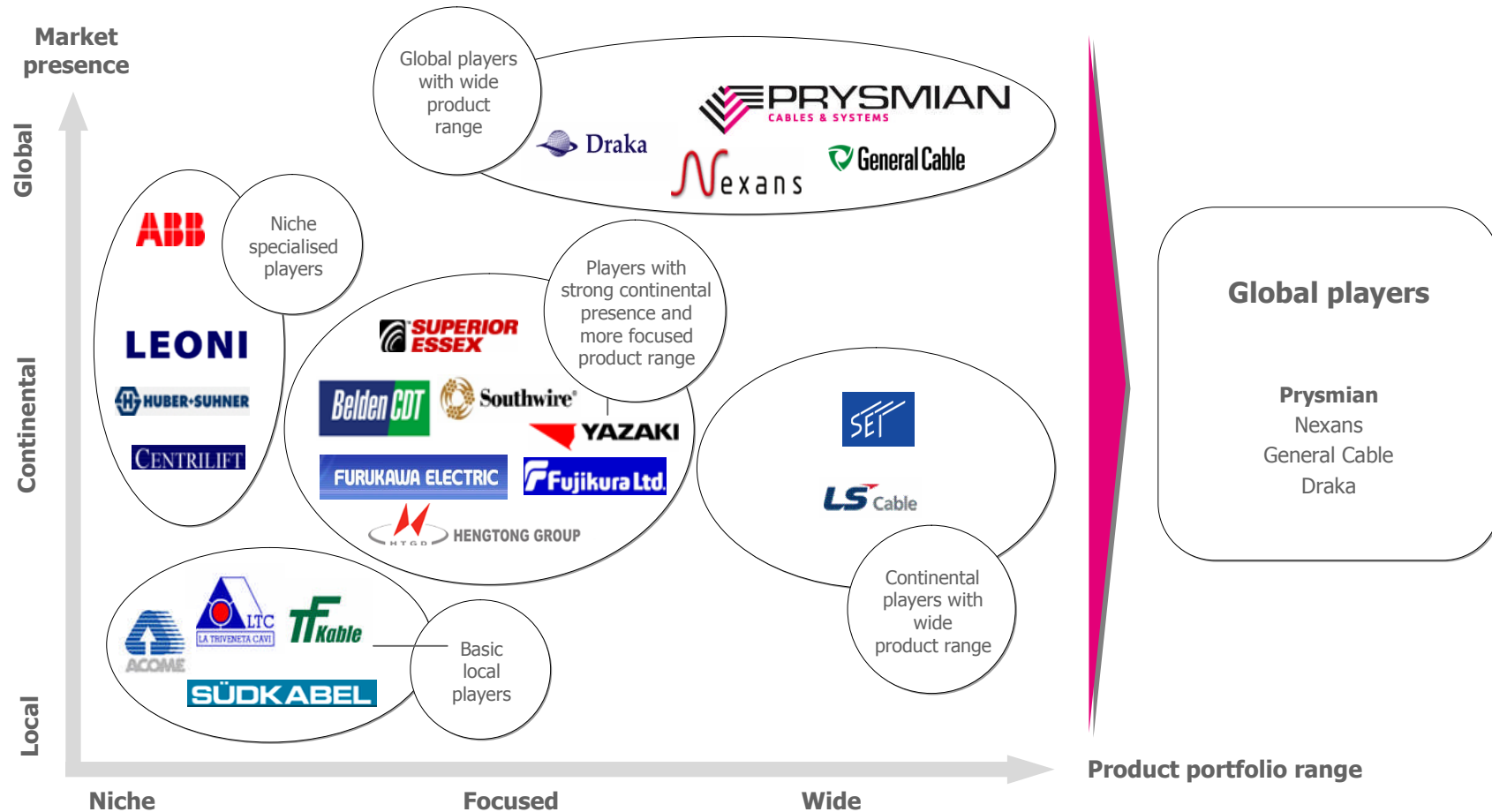
Adjusted EBITDA¹



— Organic growth at constant metal price

¹ EBITDA adjusted excluding non-recurring items.

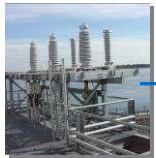
Major players within the energy industry



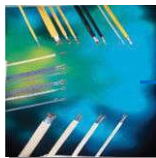
A global offer of cables and systems



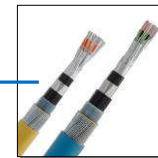
Power Cables: from Low Voltage to Extra High Voltage



Network Components



Precision Cables



Cables and Systems for Industrial Applications



Energy Cables & Systems: key facts

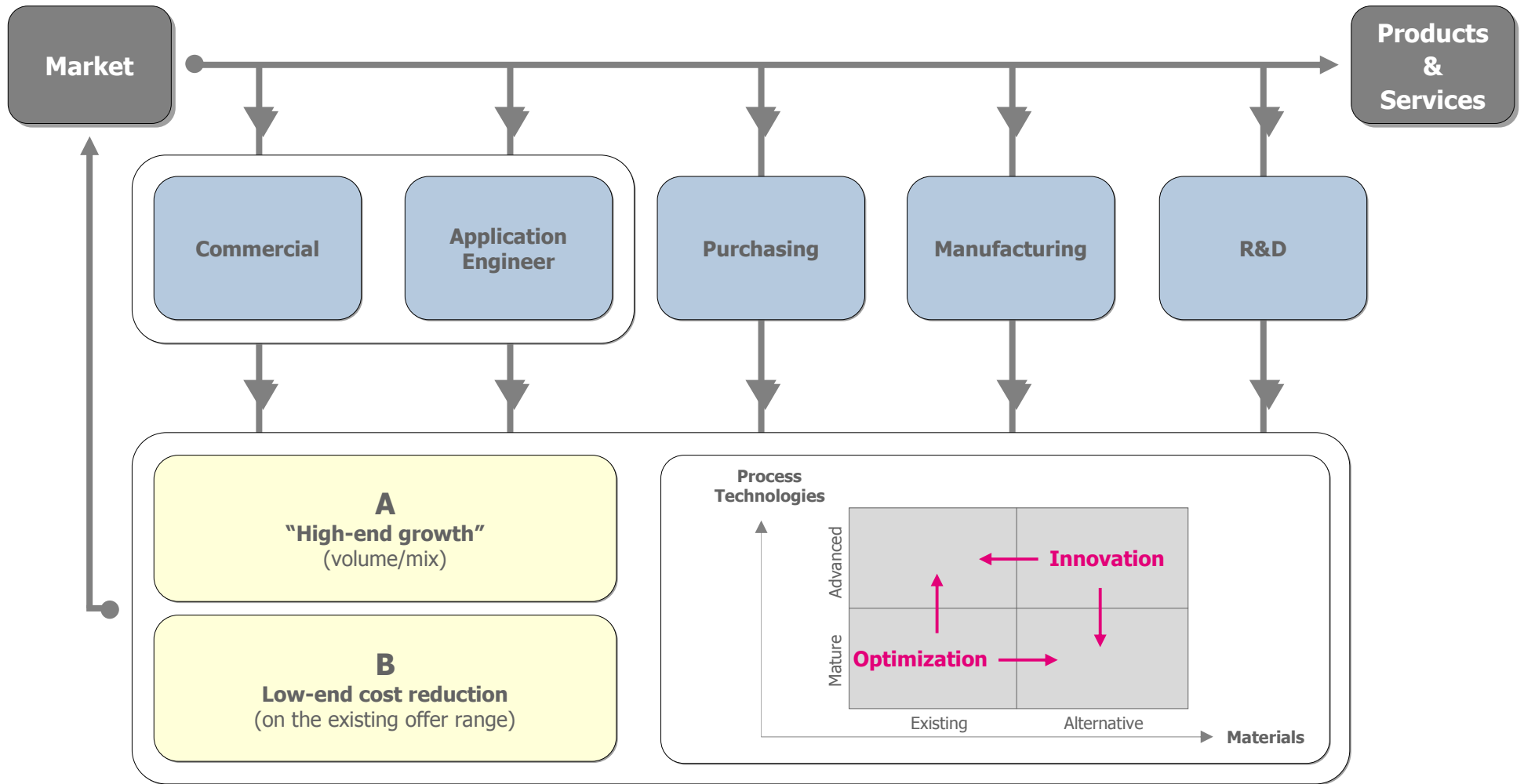
Firsts

1924	Design of the world's first-ever oil filled cable
1927	Design of the world's first 132 kV circuits
1950's	Introduction of first 275 kV cables
1960's	Introduction of first 400 kV cables
1970's	Introduction of first 110 kV & 275 kV XLPE cables Introduction of first 1000 kV at Suvereto (Italy)
1980-90's	Introduction of 400 kV XLPE cables & PPL Insulation
1999	Launch of the first MV Airbag Cable System
2000	Industrialization of the first MV Airbag Cable System Commissioning of the first-ever superconductor circuit
2001	First HV Airbag Cable System on the market
2005	Introduction of Airguard
2006	Production of the first Submarine Cable AC 220 kV XLPE 3x500 mm ² (Santa Catarina)
2007	Introduction of the breakthrough innovation P-Laser Installation of Submarine Cable at 1650 mt under sea level (SAPEI)
2008	Introduction of the the world's first extruded submarine cable for 200 kV in direct current

Milestones

1872	Company founded by G. Battista Pirelli
1902	Opening of the first cable factory outside of Italy
1998-1999	Acquisition of Siemens Energy Cables (15 factories) and Metal Manufacturers LTD (construction & power cables)
2000	Acquisition of NKF Holland, NOKIA Finland, BICC General (11 factories)

Value creation through technology and innovation



Innovative services

Network Management Services

Optimisation of network exploitation

- Installation
- Diagnostic
- Condition based maintenance
- Emergency service and stock

Extended Supply Chain Services

Cut-to-length

- Delivery to site
- Drum Management
- Stock Management / lead time reduction (VMI)

E-Business

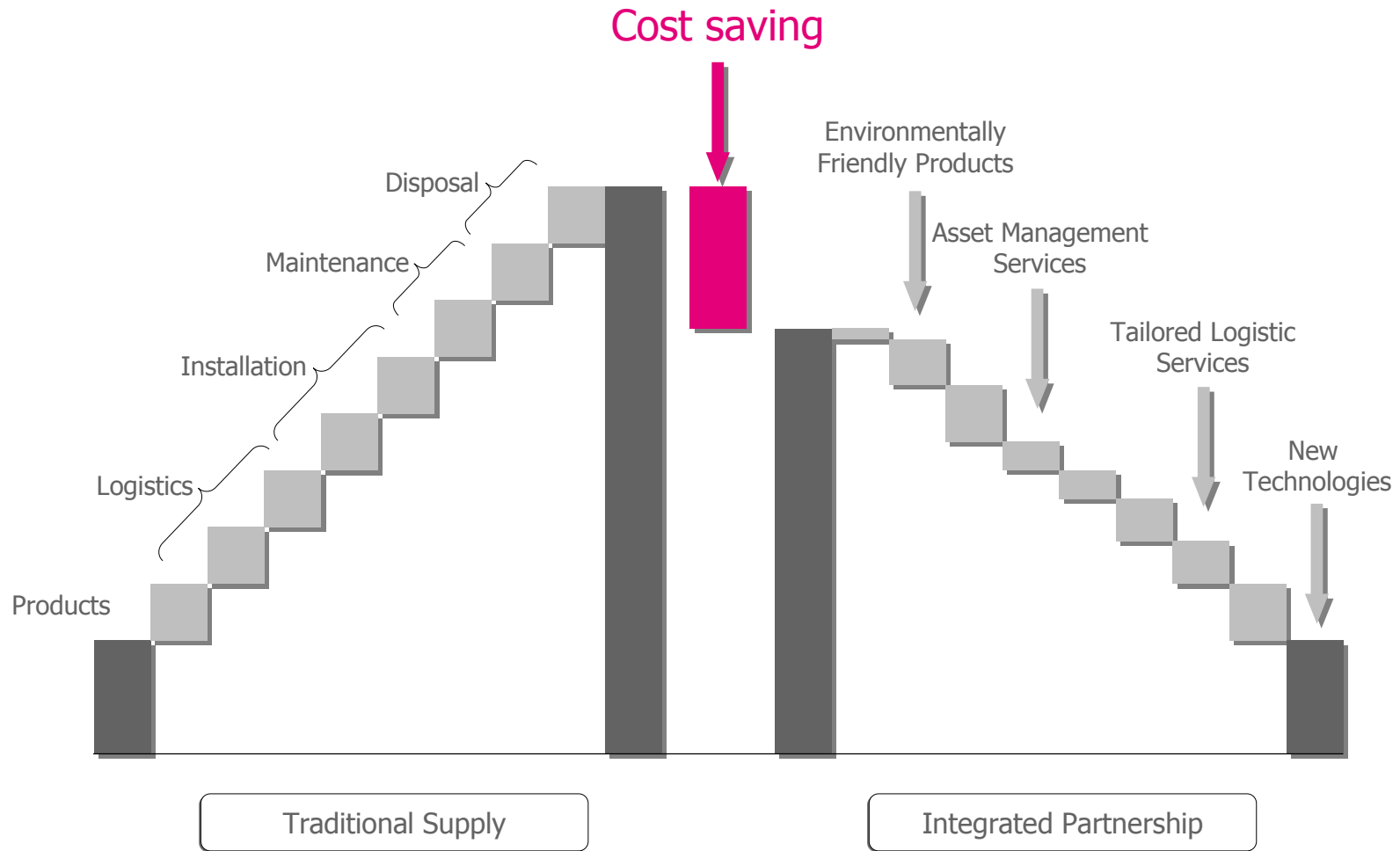
Prysmian B2B Utility Portal

Towards a value added offer

A differentiated approach to meet customer requirements



Optimising costs along the asset life



Telecom Cables & Systems



Telecom Business

€ MLN

Sales

Adjusted EBITDA¹

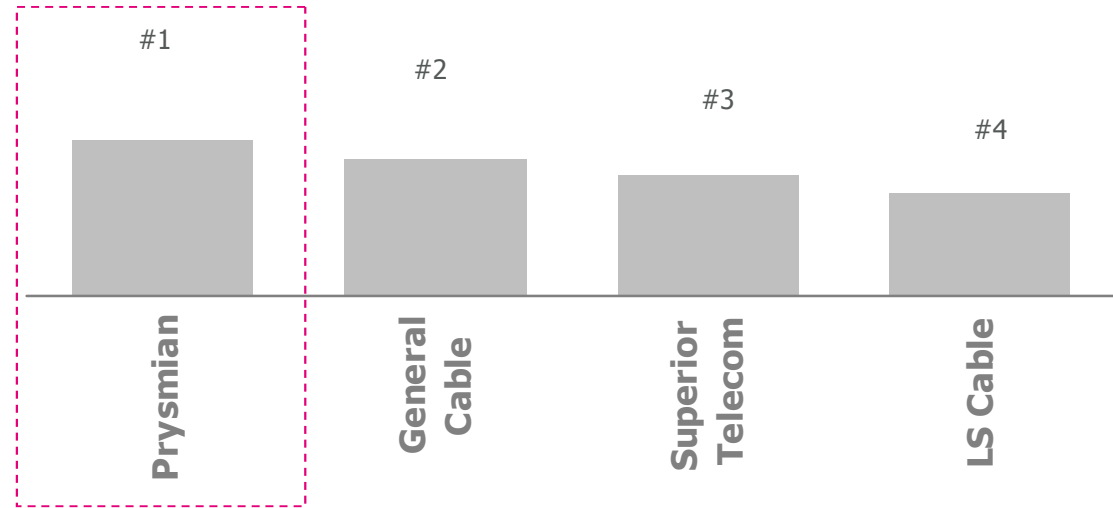


— Organic growth at constant metal price

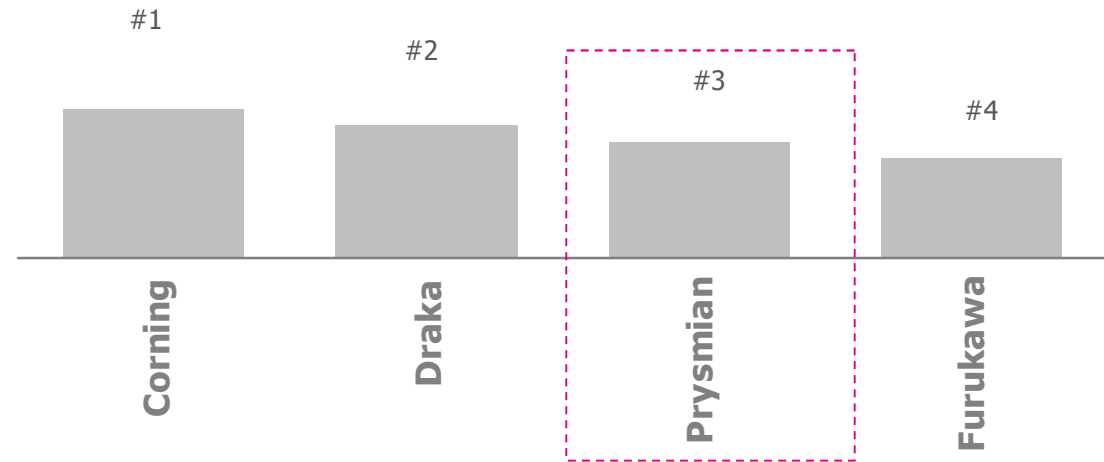
¹ EBITDA adjusted excluding non-recurring items.

A leading player in the cable industry

Number 1 producer in the **copper** cables market



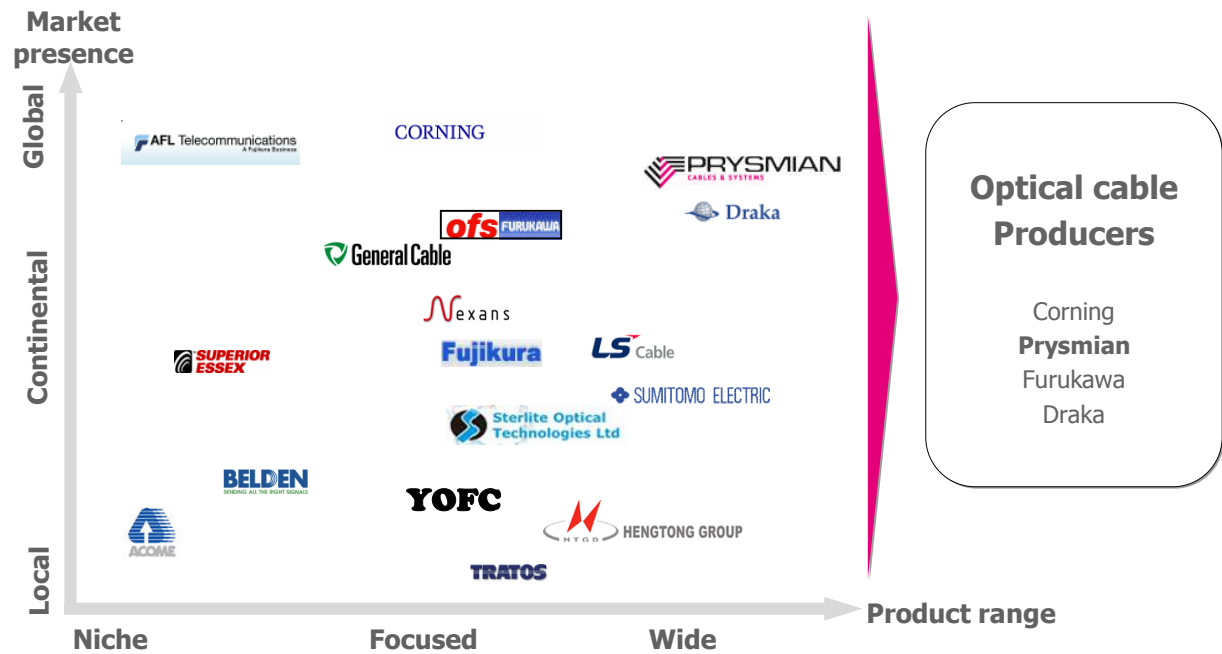
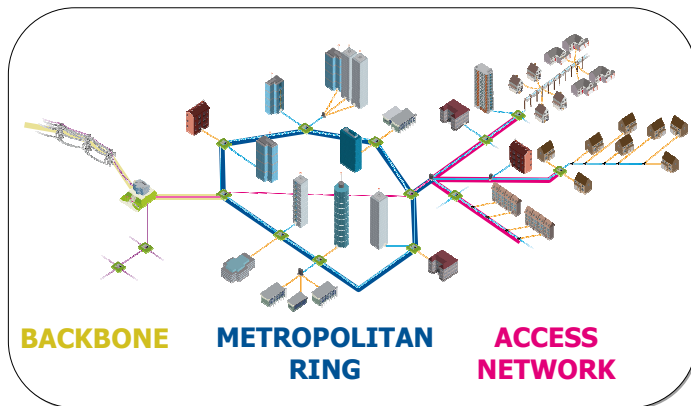
Number 3 producer in the **optical** cables market



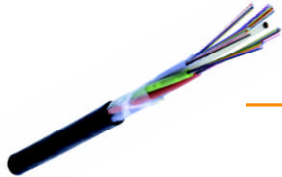
Source: CRU

Major players within the telecom industry

Telecom cables main applications



A global offer of cables and systems



Optical Cables

- Underground
- Aerial (incl. OPGW)
- Premises
- Blown Fibre



Optical Fibres

- SM
- NZD
- MM



Copper Cables

- Multi Pair
- Data
- ADSL



Connectivity - Accessories

- Outside Plant
- Exchange
- Customer End



FTTH Systems

- Blown Fibre - Sirocco
- PRE - Connectorised - Quickdr@w
- Multi Dwelling - VertiCasa

A value added offer

Experience and Reliability

- Products and Quality
- People

Customer Support and Assistance

- Dedicated team - 365 day cover
- Bespoke product design service
- Engineering/installation support and development

E-Business

- VDS
- VMI
- Invoicing
- Bar coding
- Sap/ASC interface

Extended Supply Chain Services

- Full returns process
- Emergency delivery process
- Full drum and packing management procedure
- Consignment stock

Telecom Cables & Systems: key facts

Firsts

1879	
1886	
1902	
1917	
1975	
1976	
1982	
1985	
1994	Neon fibre introduced
1997	
1999	Introduction of Freelight™, Deeplight™ fibre
2000	

Milestones

- First cable factory (Milan) producing insulated cables for telegraphy
- Production of undersea telegraph cables
- First overseas factory (Spain)
- First non-European factory (Argentina)
- First optical cables produced
- Development agreement with Corning and CSELT
- First Italian fibre optics production facility at Battipaglia, OVD technology
- Bishopstoke (UK) fibre optics factory opens, MCVD technology
- Sorocaba (Brasil) fibre optics factory opens, MCVD technology
- Creation of a group's research centre developing new technologies in the field of photonics, fibre optics and material science

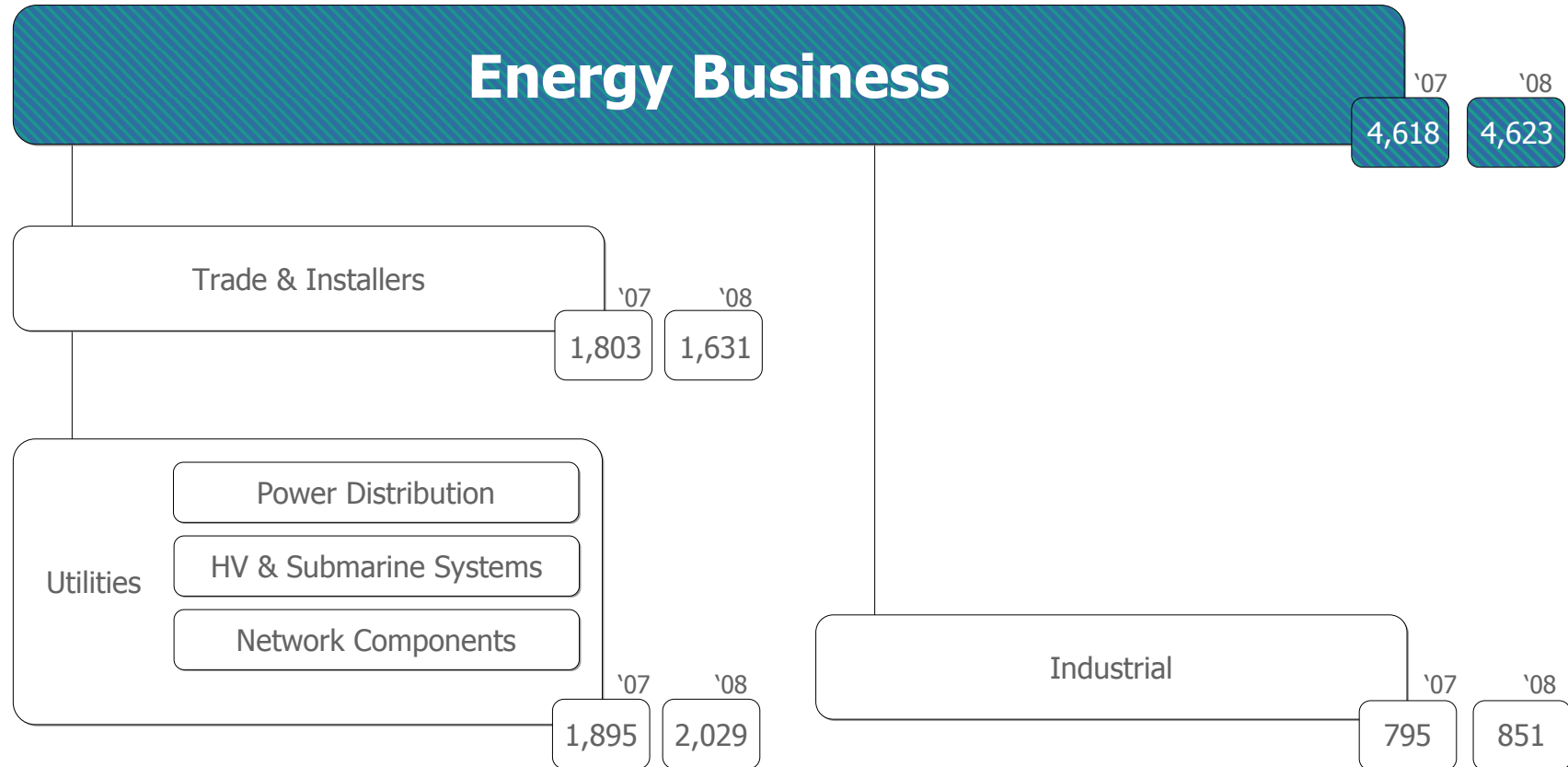
2000	Introduction of Widelight™ fibre
2001	Introduction of Finelight™, Magnilight™ fibre
2002	Introduction of Multimode fibre
2003	Introduction of Freelight™ EasySplice and SM Light fibre
2004	Introduction of OPG Light, Enhanced SM Light
2005	Introduction of OM3, Bend Insensitive G.652
2006	Introduction of Primalight™
2007	Introduction of CasaLight™
2008	Introduction of CasaLight™ Xtreme optical fibre

Customer & Market Focus



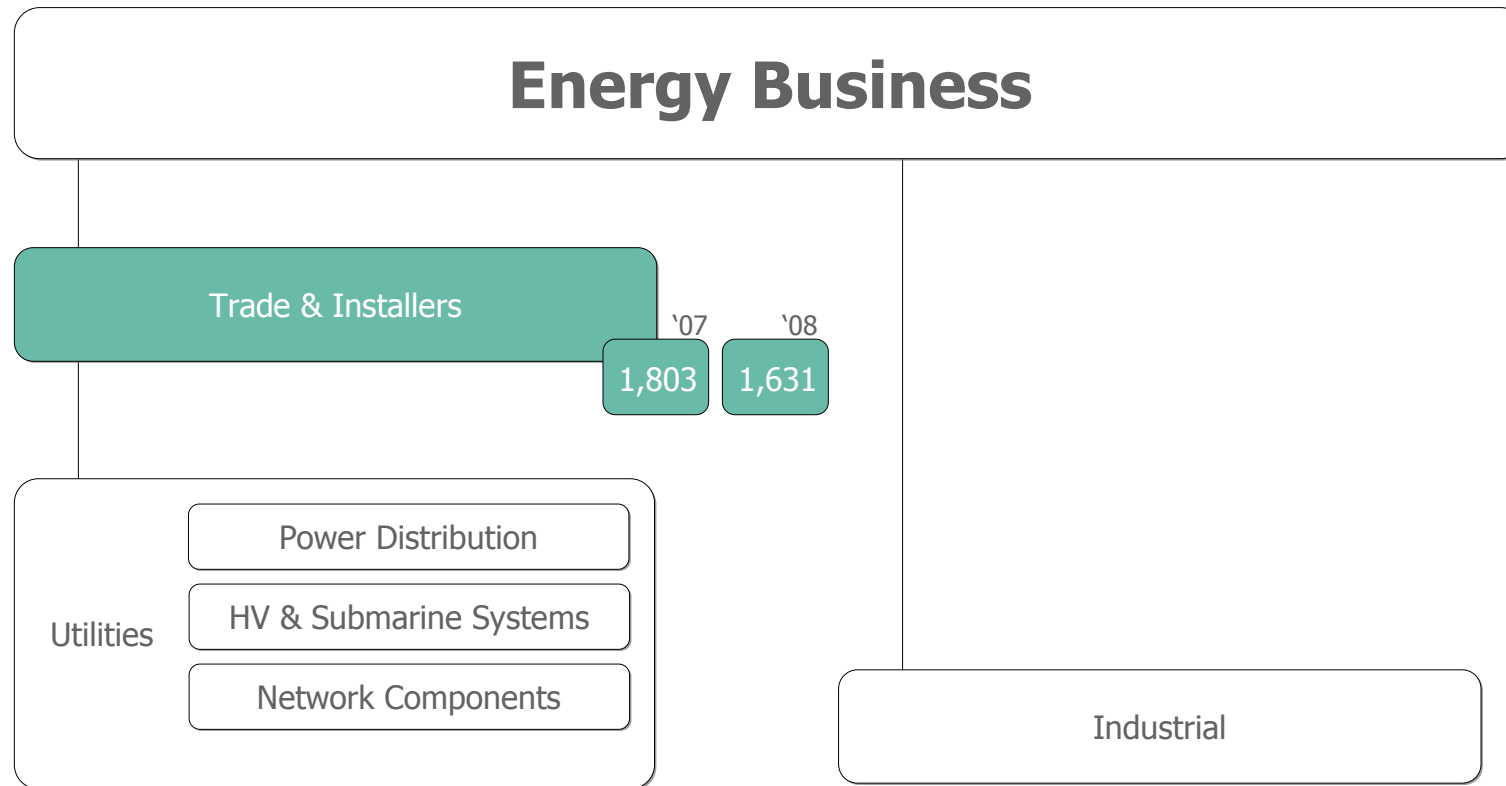
Energy

2007/2008 Sales (€ MLN)



Trade & Installers

2007/2008 Sales (€ MLN)

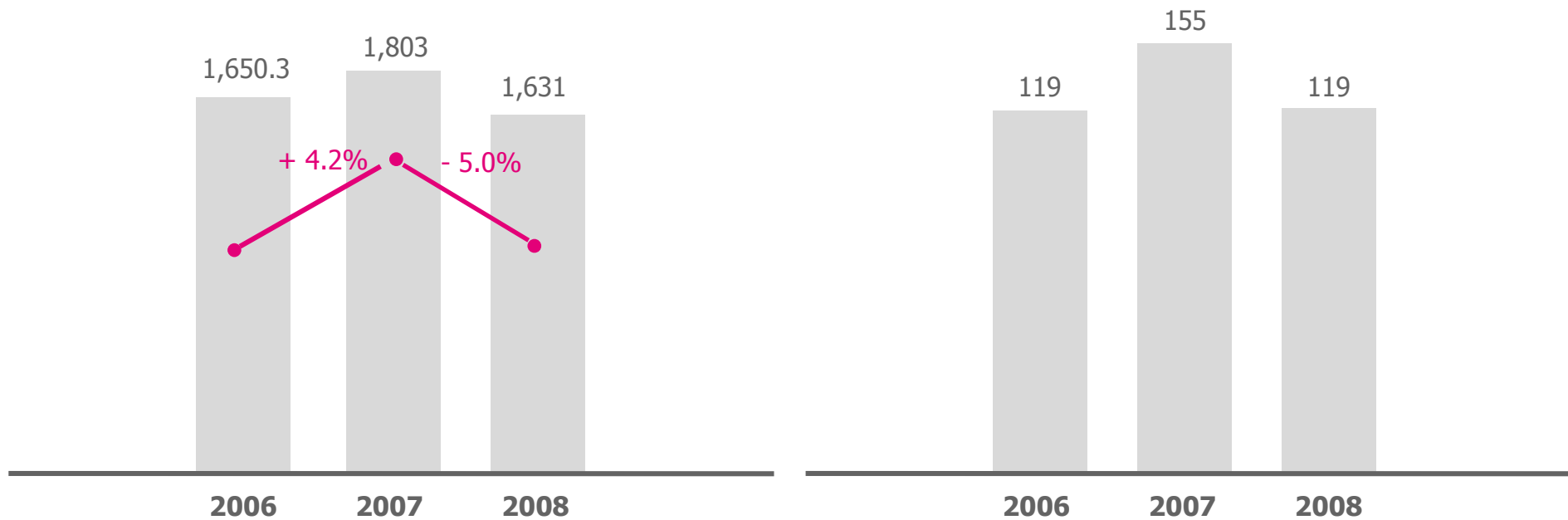


Trade & Installers key financials

€ MLN

Sales

Adjusted EBITDA¹



— Organic growth at constant metal price

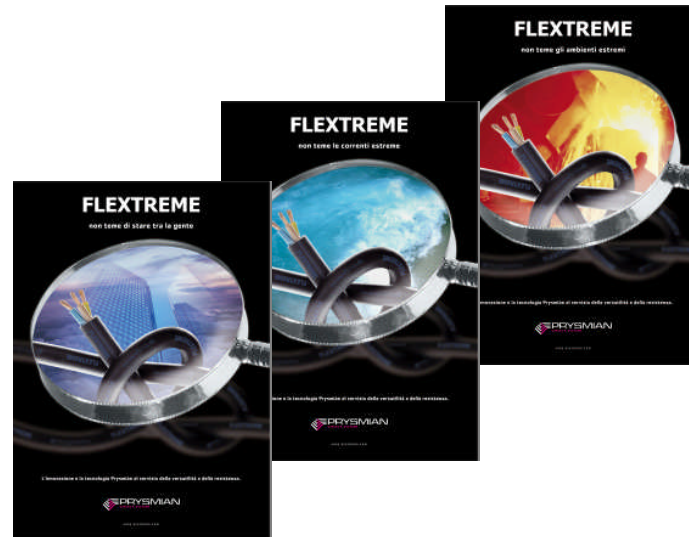
¹ EBITDA adjusted excluding non-recurring items.

General wiring key products

Fire performance



Flexibility



LSOH



A worldwide network of references

NORTH AMERICA

Anixter
NCS
Sonepar
Texcan (A division of Sonepar)
Lumen (A division of Sonepar)
ECS
Wesco
CED
Graybar

EMEA

AMEC	IMELCO
B&Q	RAMOS SIERRA
CEGELEC	REXEL
EDMUNDSON	SOLAR
FEGIME	SONEPAR
IDEE	SPIE

SOUTH AMERICA

ANDRA	BP S.A.
ANIXTER	Cencosud
ETIL	ELECTRICIDAD SAN MARTÍN
NORTEL	ELECTRO TUCUMÁN S.A.
Transol	ELECTRO UNIVERSO
Mercantil Leon	

ASIA PACIFIC

BBC,
L&H
MM&M
REXEL

> than 350,000 tons/year

Continuous supply

Value proposition

Full Product Range

System Approach
(cables & components)

FP

Specials

MV

LSOH

BW flex

LV

BW rigid

**ADDED
VALUE**

Outstanding Service

Enhanced Logistics

Full order on time delivery

Dynamical stock segmentation
according to market requirements

Daily order tracking

Dedicated customer hot-lines

Integrated process flows (from offer to
order management)

Bespoke customers packaging
and labelling

Training

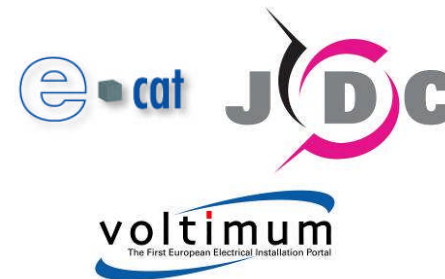
Design help and cable selection

Innovative Marketing

Non Conventional Promotions

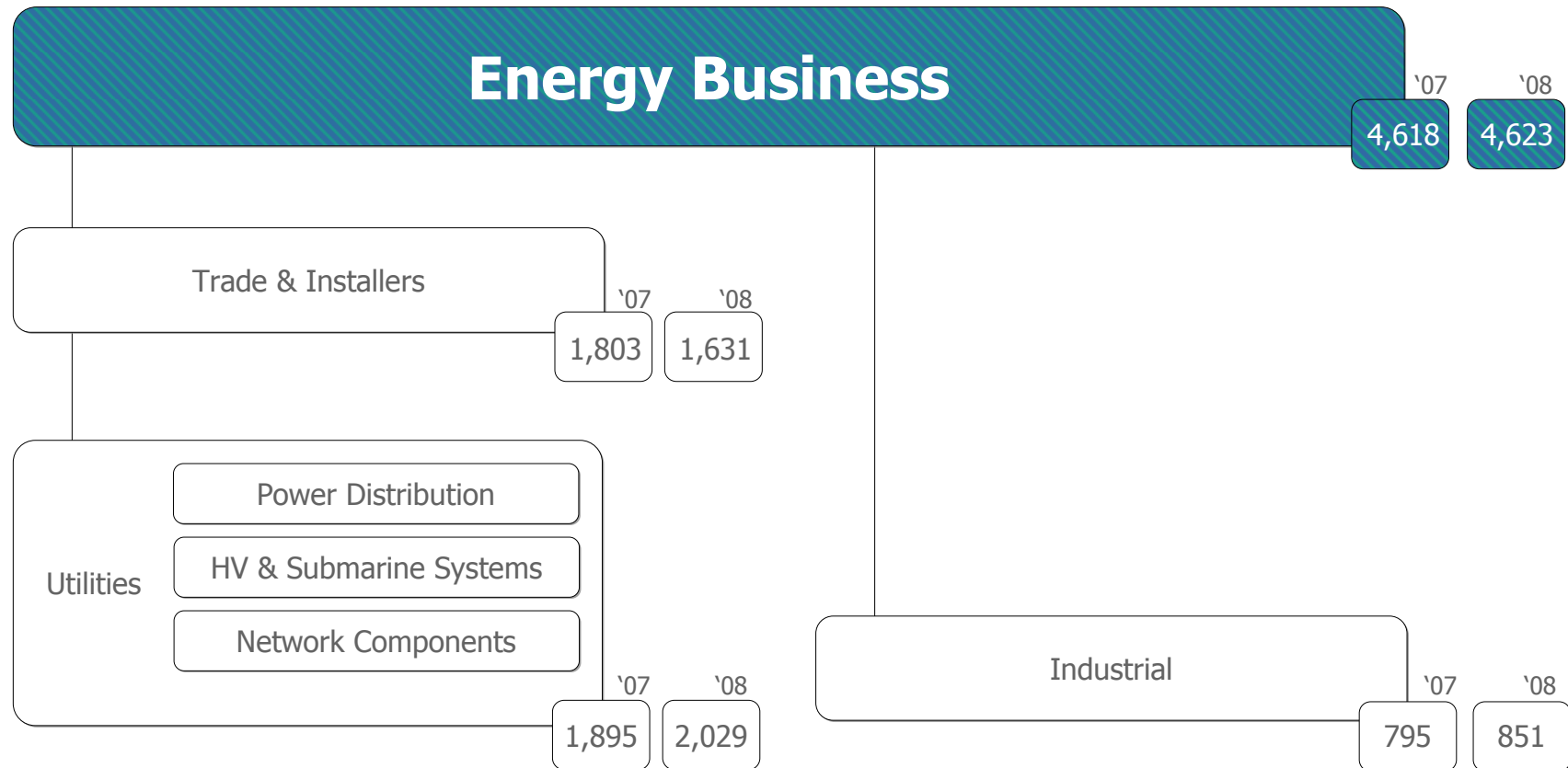


Professional Technical Tools



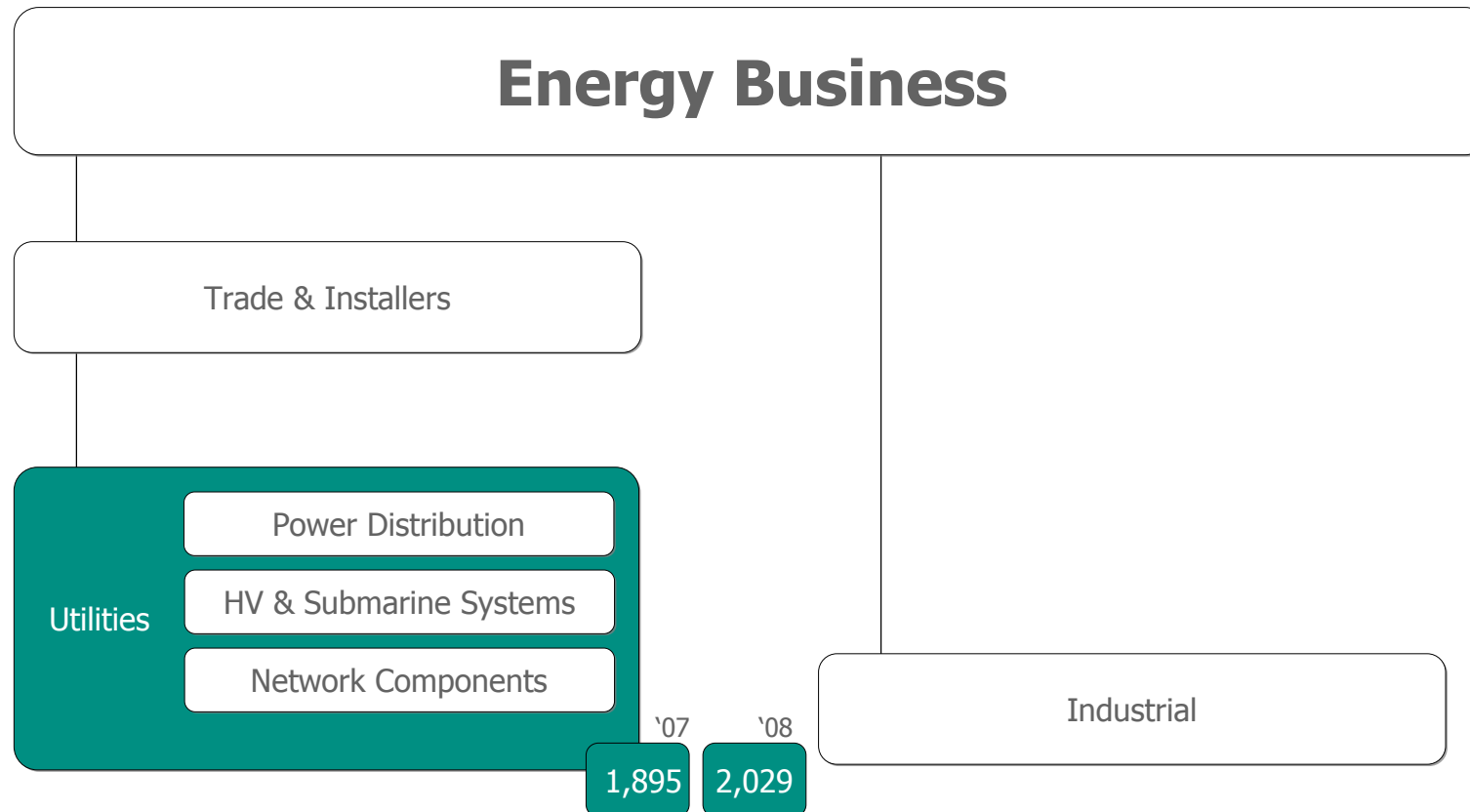
Energy

2007/2008 Sales (€ MLN)



Utilities

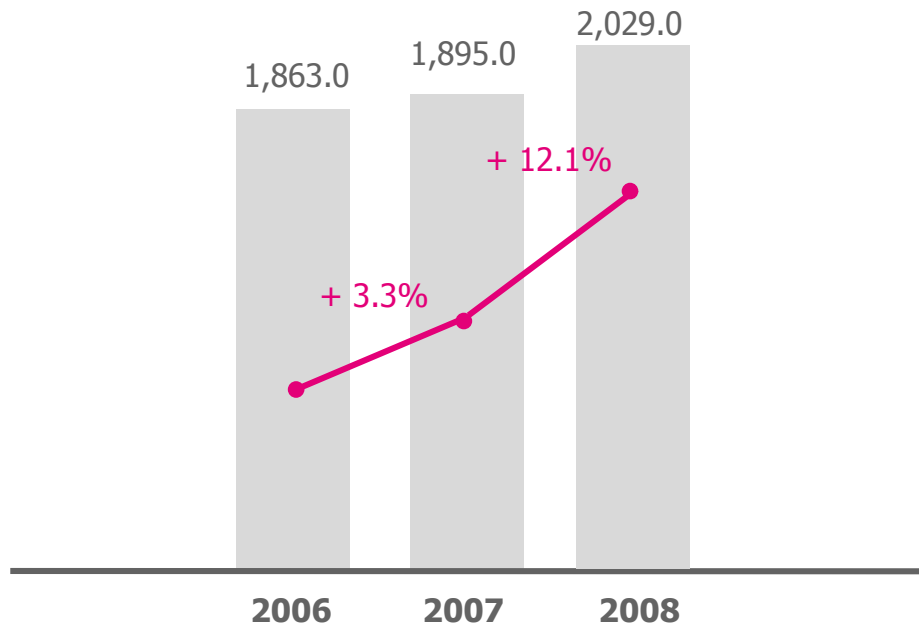
2007/2008 Sales (€ MLN)



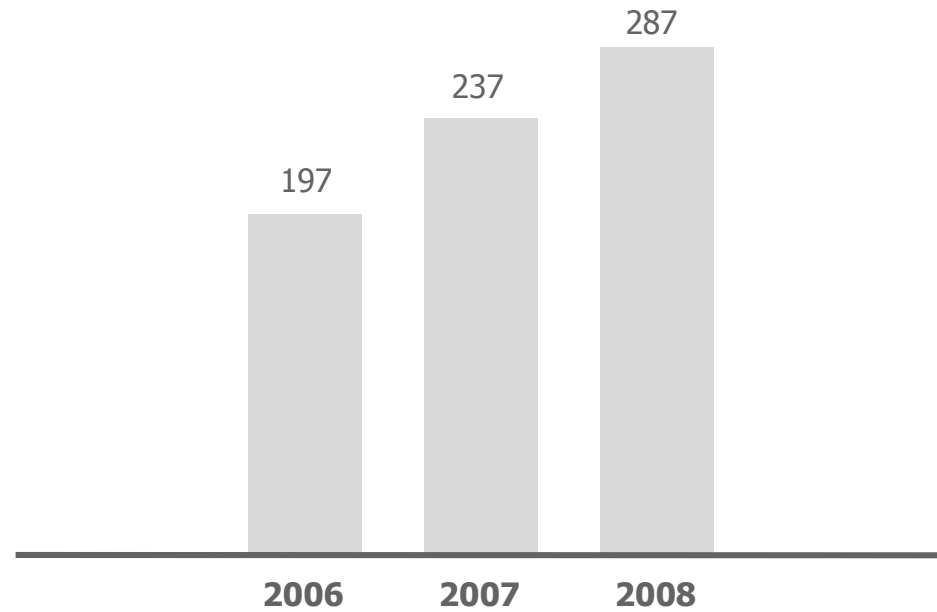
key financials

€ MLN

Sales



Adjusted EBITDA¹

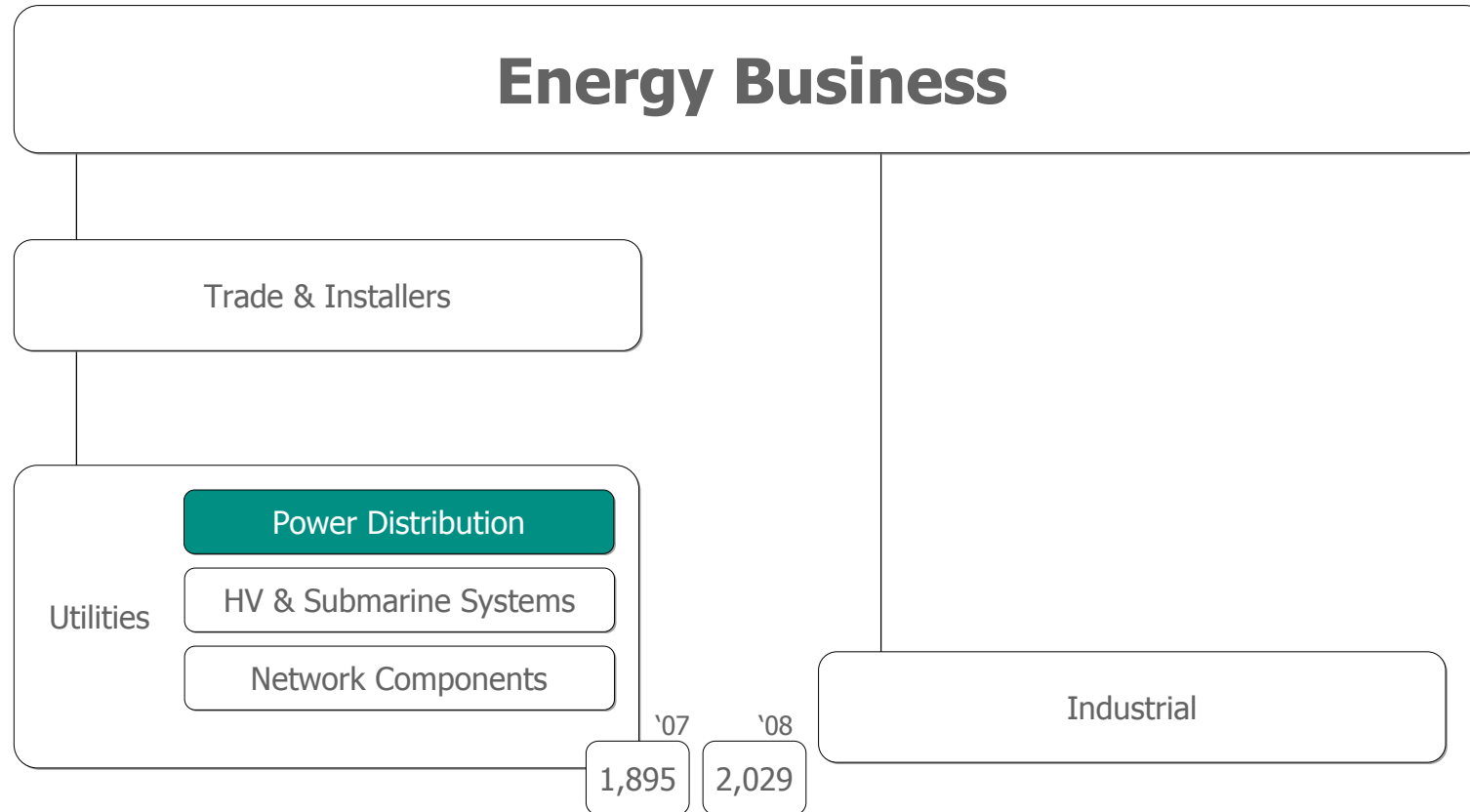


— Organic growth at constant metal price

¹ EBITDA adjusted excluding non-recurring items.

Power Distribution

2007/2008 Sales (€ MLN)

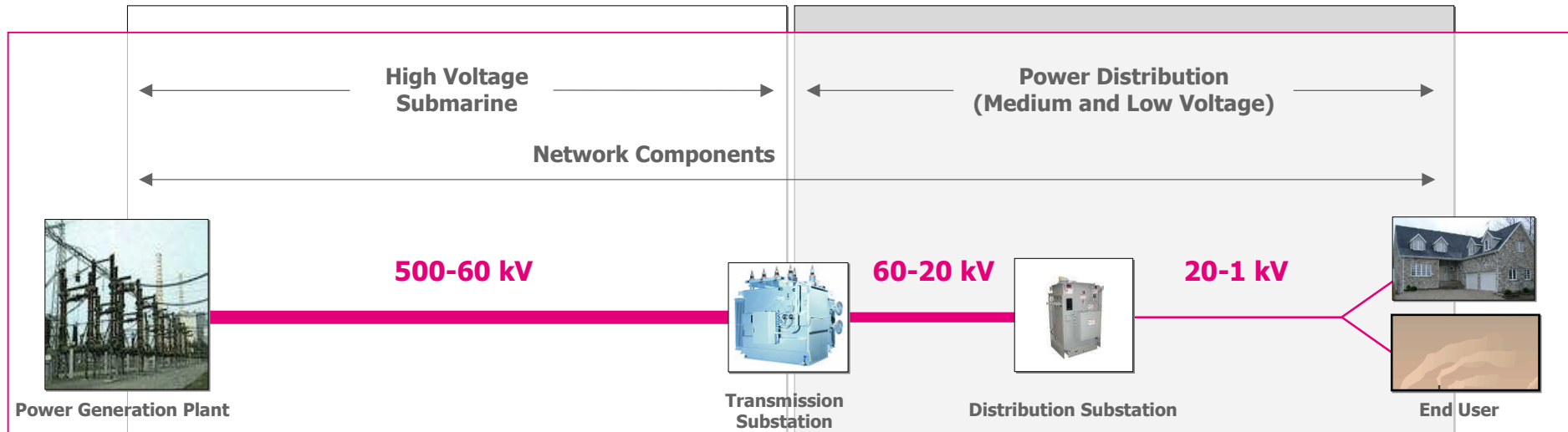


Transmission & Distribution

Business description

Transmission

Distribution



- Power transmission between generation plants and primary distribution network
- Systems (cables, accessories and installation) covering all types of underground terrestrial and submarine power transmission technology
- High predictability and visibility. Global business, large long-term projects.

- Power distribution between primary distribution network and civil/industrial facilities (medium voltage cables)
- Power distribution to residential and non residential constructions (low voltage cables)
- Medium and low voltage network components used either to join cables together or connect cables to various types of end terminations
- Mainly local business, frame contracts

Power Distribution

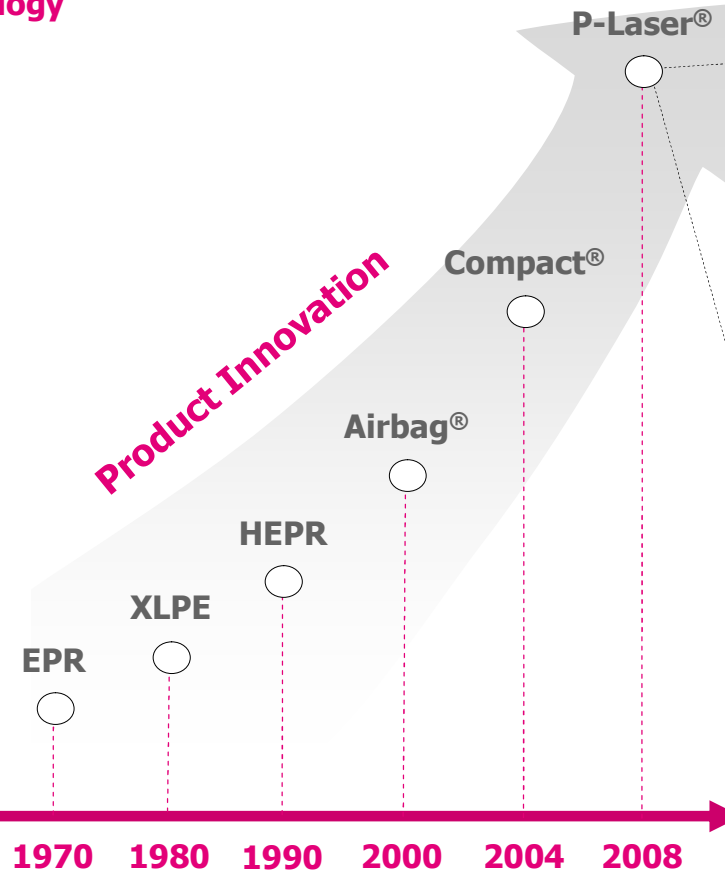
Focus on Product Development

Market features

- Stable demand
- Product standardization
- Technology longevity

Technology

Product Innovation



Value proposition

- Faster and better service to the customer
- Environmental Care
- Compatibility with existing network components
- Composite architecture

Production Process Effectiveness

- One-step process
- Modular & Integrated
- Reduced factory lead-time

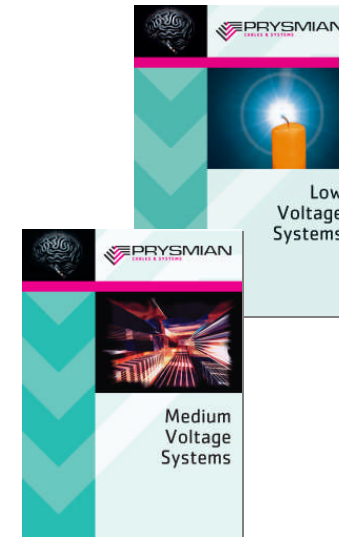
Distribution network cables



Power Distribution

- **Low Voltage (LV)**
 - Aerial
 - Underground

- **Medium Voltage (MV)**
 - Aerial
 - Underground



A worldwide network of references

An impressive track record across the entire product range

EMEA

NORTH AMERICA

Hydro Quebec, ENMAX, Toronto Hydro, Nevada Power, Florida Power & Light, Georgia Power, Exelon, National Grid, ConEdison, Entergy, Detroit Edison, Keyspan, ...

Sonelgaz, GEC, ONE, NEPA, STEG, Eskom, EDL, MEW, ADWEA, DEWA, SEWA, FEWA, Wienström, EVN, Electrabel, CEZ, PRE, STE, EON Czech Republic, EDF, RWE, HEW, e. on, EnBW, ELMU, ÈMÀSZ, DÈMÀSZ, DÈDÀSZ, TITÀSZ, ÈDÀSZ, MVM, Enel, ACEA, AEM Milano, ACEGAS Trieste, AEC Bolzano, NUON, TZH, ESSENT, ENECO, DELTA, REMU,

Electrica SA, Transelectrica, Vattenfall, ZSE, SSE, VSE, Iberdrola, Endesa, Union Fenosa. TEIAS, TEDAS EDM, Western Power Distribution, GPU, EAST Midlands Electricity, Scottish and Southern, National Grid, Scottish Power, NEDL, United Utilities, SEEB, 24 Seven, Northern Ireland Electricity, ...

ASIA PACIFIC

DES, Tianjin Power Bureau, Beijing PSB, Lahsa PSB, Qindao PSB, Daqing PSB, Shanghai PSB, Nanjing PSB, CLP Power, Hongkong Electric (HEC), TNB, SESB, SESCO, PowerGrid, Singapore Power, MEA, PEA, HCMC PC, Hanoi PC, Western Power, Integral Energy, Energy Australia, ...

SOUTH AMERICA

Edenor, Edesur, Epe de Santa Fè, Coelba, Cosern, Coelce, Eletropaulo, Light, Eletronorte, Chilectra, CGE, Codensa, EEPM, ISA, CFE, LyFC, Edelnor, Tecsur, UTE, Electricidad de Caracas.

Power Distribution > than 300,000 tons/year

MV/LV Accessories > than 1,000,000 pcs/year

Continuous supply

Value proposition

Key facts in utilities

Privatization and restructuring

Internationalization

Power quality and reliability

Environment

Market drivers

Services outsourcing
Cash drive
Service level focus

Rationalization
Global partnerships
Local customer service

Preventative maintenance
Condition monitoring
Investment planning

Undergrounding
EMF¹ management

Prysmian proposition

Competitiveness
Full range engineering support
Supply chain services and solutions

Global presence
Dedicated local sales force
Integrated logistics management

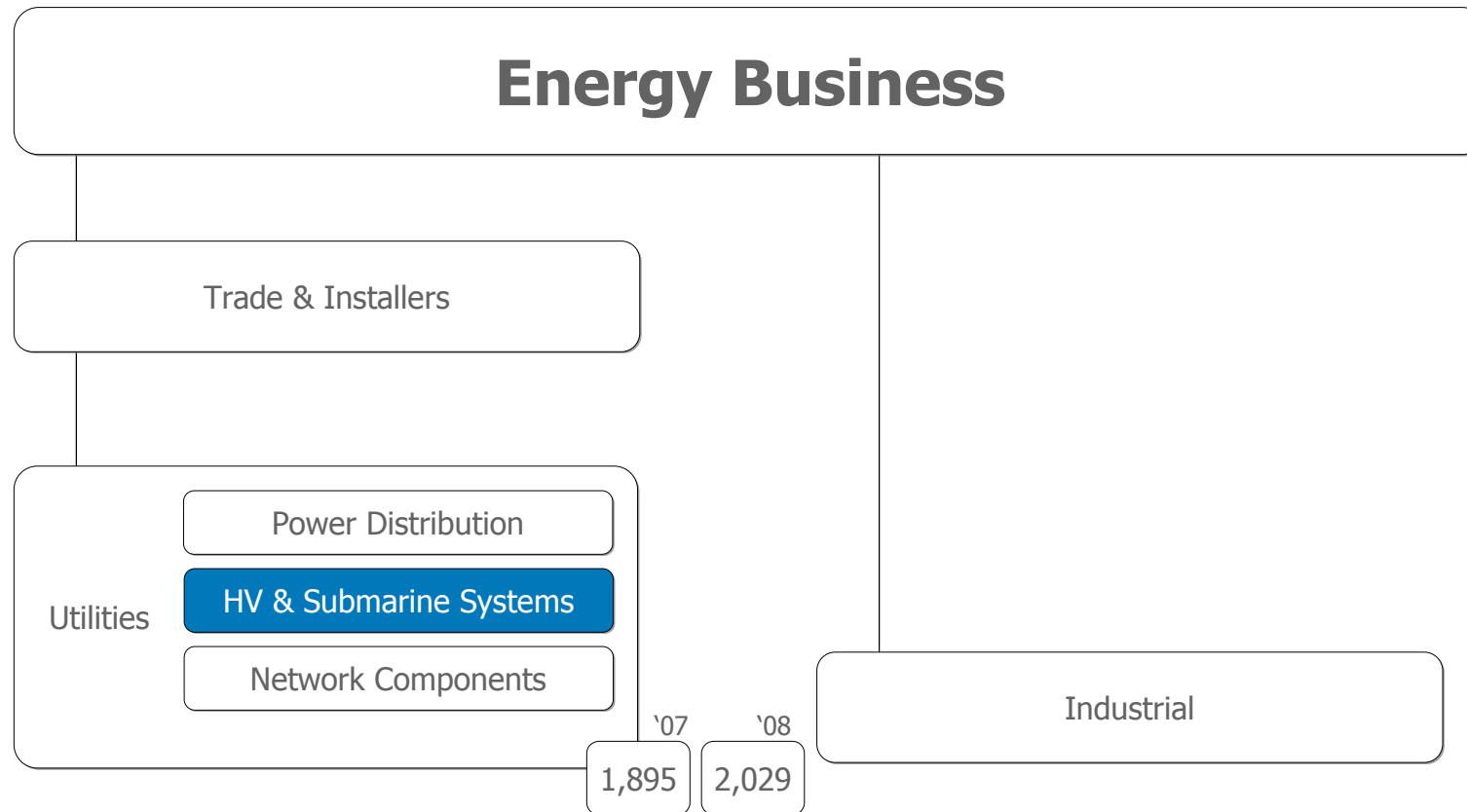
Network engineering capability
Diagnostics and monitoring
Emergency services availability

Innovative cable systems
System design and turn-key
Innovation

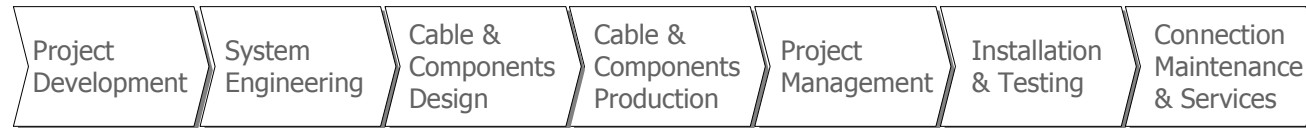
¹ Electro Magnetic Field

High Voltage & Submarine Systems

2007/2008 Sales (€ MLN)



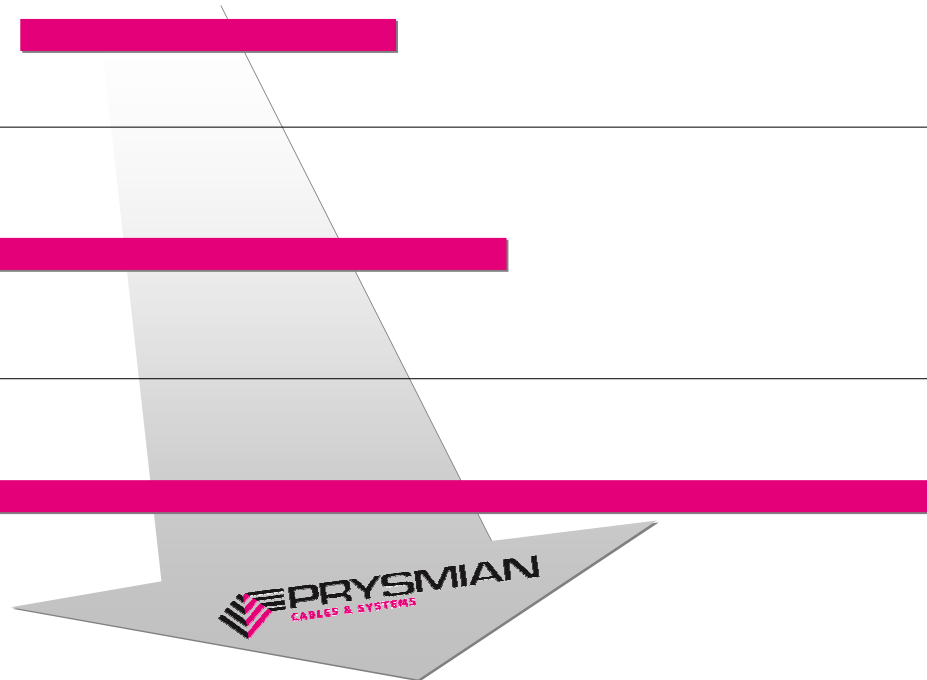
Focus on transmission



Traditional Cable Manufacturer

System Supplier

Integrated Engineering & Contracting Provider



- **Strengthen positioning** in the global transmission and interconnection business through:
 - **Product innovation and customization**
 - Further offer **expansion towards engineering, network maintenance and related services**
- **Leverage on:**
 - **Global presence** of installation/service centres
 - **Extensive know-how** and track record
 - **Wide product range**
 - **State-of-the-art mobile test equipment fleet**

Power transmission: HV & EHV Systems

• Oil/Gas filled



Paper insulated
PPL
Pipe Type

• Extruded



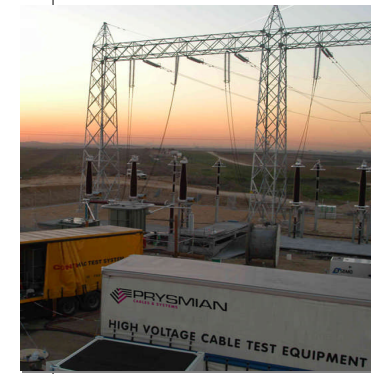
XLPE
EPR

• Installation



Direct burying
Pipe
Tunnel
Customised Solutions

• Services



Network Engineering
Condition Assessment
Monitoring
Emergency

Submarine Systems

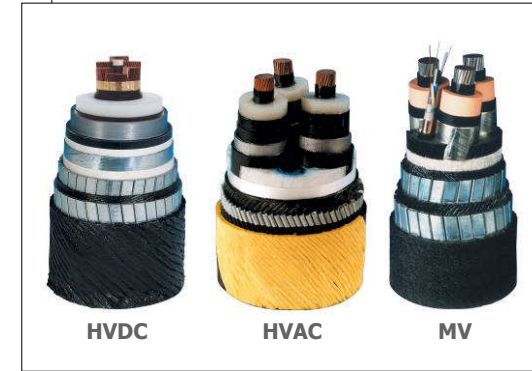
- **Mass Impregnated**



- **Self-Contained Fluid Filled**



- **Extruded**



HVDC

HVAC

MV

Paper insulated
PPL

XLPE
EPR

An impressive track record across the entire product range

Submarine Systems

In service to date: > than 7,500 km

Key Projects	Customers	Period
Neptune	Neptune RTS (USA)	2005 - 2007
Qatar Gas 2	NPCC Mepi (UAE)	2005 - 2007
Angel development	Woodside (Australia)	2006 - 2007
Rathlin Island	Northern Ireland Electricity	2007
Ras Gas WH10-11	J. Ray Mc Dermott (USA)	2006 - 2008
GCC Saudi - Bahrain	Gulf Cooperation Council Interconnection Authority	2006 - 2010
SA.PE.I.	Terna (Italy)	2006 - 2008
Cometa	REE (Spain)	2007 - 2011
TransBay	TransBay Cable LLC (USA)	2007 - 2010
Robin Rigg	EON (Germany)	2007 - 2009
Alpha Ventus	EON Netz (Germany)	2007 - 2009
Gunfleet Sands	Dong Energy (Denmark)	2007 - 2009
Thanet	Thanet Offshore Wind Ltd for Vattenfall (Sweden)	2008 - 2009
Greater Gabbard	FLUOR (USA)	2008 - 2010
Doha Bay	KAHRAMAA (Qatar)	2008 - 2010
Walney	Dong Energy (Denmark)	2009 - 2010

HV/EHV Systems

In service to date: > than 50,000 km

Key Projects	Customers	Period
Barajas	REE (Spain)	2005
Randstad	TenneT (the Netherlands)	2005
Vienna	Wienstrom (Austria)	2005
Turbigo - Rho	Terna (Italy)	2006
CE/409	DEWA (Dubai)	2006
Chicago West Loop	PG&E (USA)	2006 - 2008
Fujairah	TRANSCO	2006 - 2008
NGT	Scottish Power	2006 - 2007
EMAL	Emirates Aluminium Company Ltd	2007 - 2010
Phase VII	KAHRAMAA (Qatar)	2007 - 2009
Hackney - West Ham	National Grid (UK)	2007 - 2008
NDC 48	Singapore PG	2008
Phase VIII	KAHRAMAA (Qatar)	2008 - 2010
Otahuhu	Areva for Transpower (New Zealand)	2008 - 2009

HV Accessories

In service to date: > than 34,000 pcs

Submarine Systems

More than 30 projects completed in the last five years

ONGOING

Transbay

Customer: TransBay Cable LLC
Specs: 83km, 400MW, 200kV DC

GCC

Customer: GCCIA
Specs: 40km, 1200MW, 400kV AC

Cometa

Customer: Red Electrica de España
Specs: 240km, 400MW, 250kV DC

SA.PE.I. (Value: € +400m)

- The 2^o world's longest
- The world's largest bulk of transmitted power
- The world's deepest
- Customer Terna
- Power 1000 (2x500) MW
- Voltage 500 kV
- Submarine route 420 km
- Max depth > 1,600 m

EMEA

SA.PE.I.

Spain-Morocco II
Zakynthos-Killini
ENE-Malta
Scottish
Agip-Congo
NPCC-Iran
Zadco

Ras Gas
Ilva
Shell-Nigeria
Adwea-Al futaisy
Lanzarote
Barrow
Orkney
SAR-CO
AWS

AMERICA

Neptune

Trinmar
Viwapa
BC-Hydro
Nantucket II

Neptune (Value: \$ 190m)

- Customer Neptune RTS
- Power 660 MW
- Voltage 500 kV
- Submarine route 65 miles

Basslink (Value: € 174m)

- Customer Basslink Pty
- Power 500 MW
- Voltage 400 kV
- Submarine route 299 km

Basslink

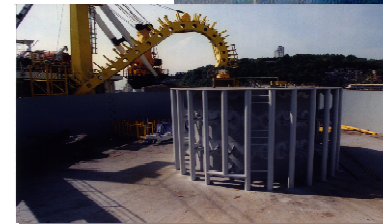
Jawa-Madura
Marathon
CACT-China
NSW
Tangguh

REST OF THE WORLD

Cableship "Giulio Verne"

Main features

- Length Overall 133 m
- Moulded Breadth 30 m
- Draft 8.5 m
- Gross Tonnage 10,617 tons
- Dynamic Positioning Control
- Total propulsion Power 5,710 kW
- Capstan 6 m diameter
50 tons pulling tension
- Linear laying machine 10 tons pulling tension
- Turntable external dia. 25 m
- Capacity 7,000 tons



Value proposition

Prysmian strengths

- **Worldwide presence**
- **Portfolio innovation**
- **Customer references and track record**
- **Technical expertise**

An enviable and unrivalled combination of assets

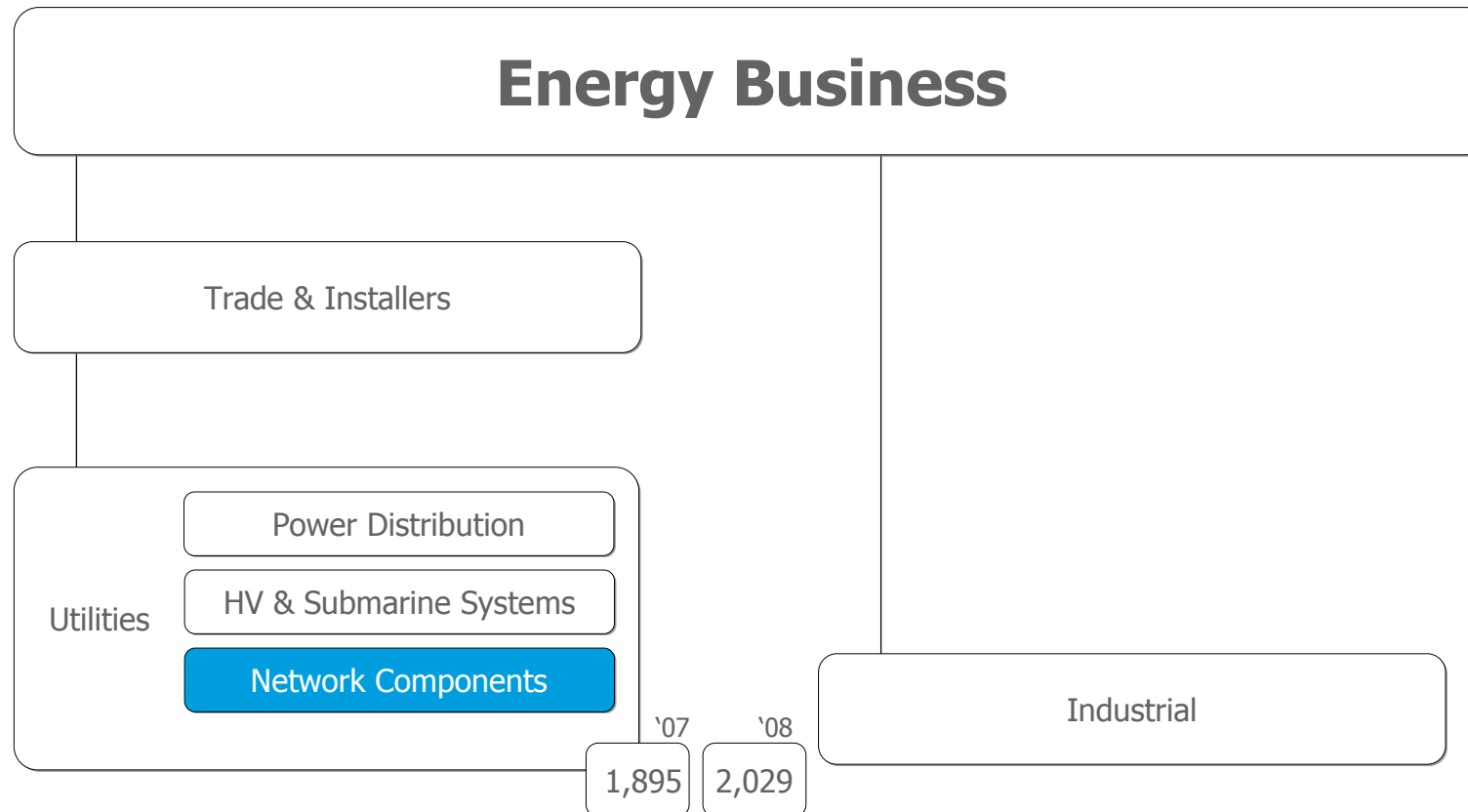
Prysmian offer

- **System capability** (cables+accessories+installation)
- **Innovative products** giving TCO¹ advantages
- **Innovative services**
- **Stronger** focus/presence on customers through **KA Teams**

¹ Total Cost of Ownership

Network components

2007/2008 Sales (€ MLN)

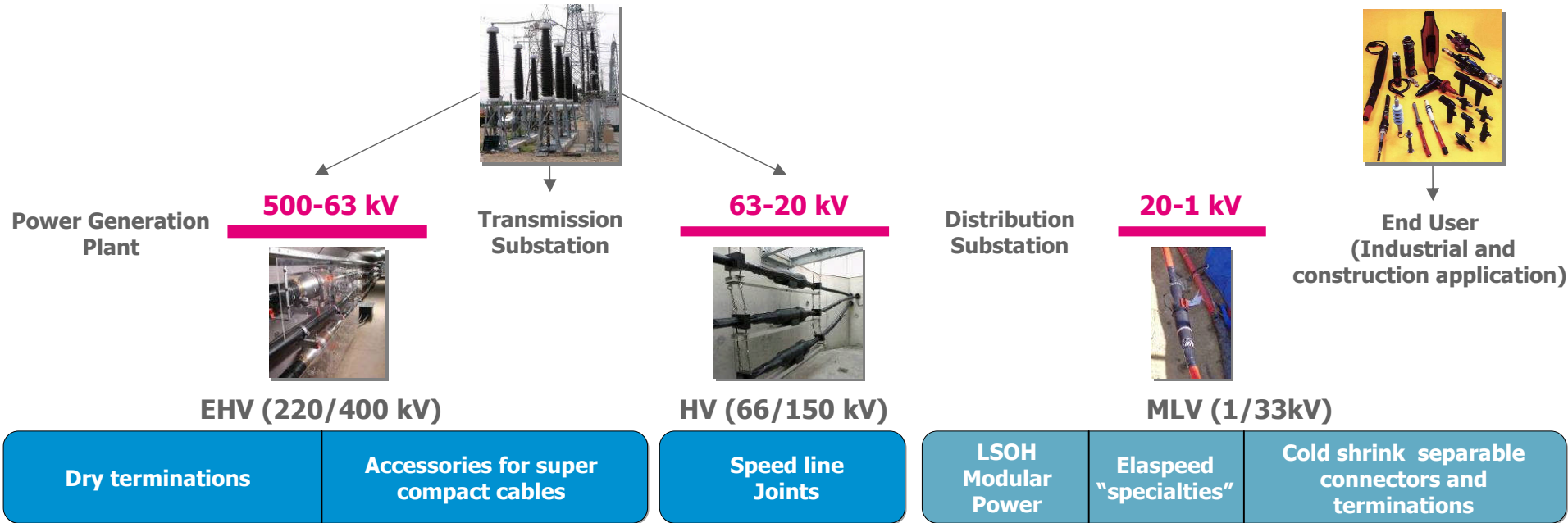


Network components

Business description



End User
(Industrial and construction application)



An impressive track record across the entire product range

Value proposition: a continuous focus on innovation

In service to date

**HV Accessories
> than 34,000 pcs**

High, medium and low voltage accessories used either to joint cables together or to connect cables to various types of end terminations

Wide product diversification both in terms of application and voltage

Technological content and customization

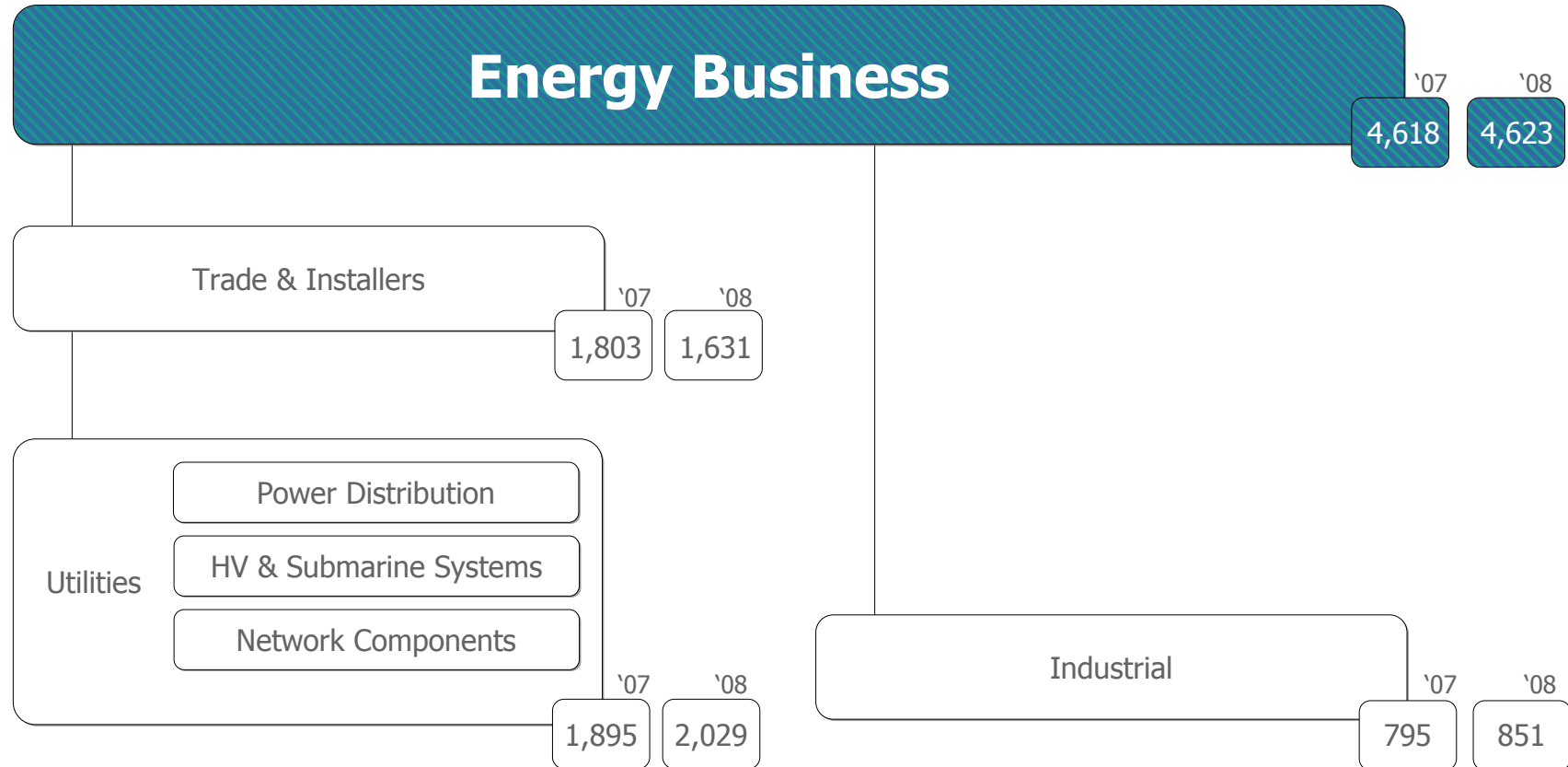
Continuous supply

**MV/LV Accessories
> than 400,000 pcs/year**

Industrial

Energy

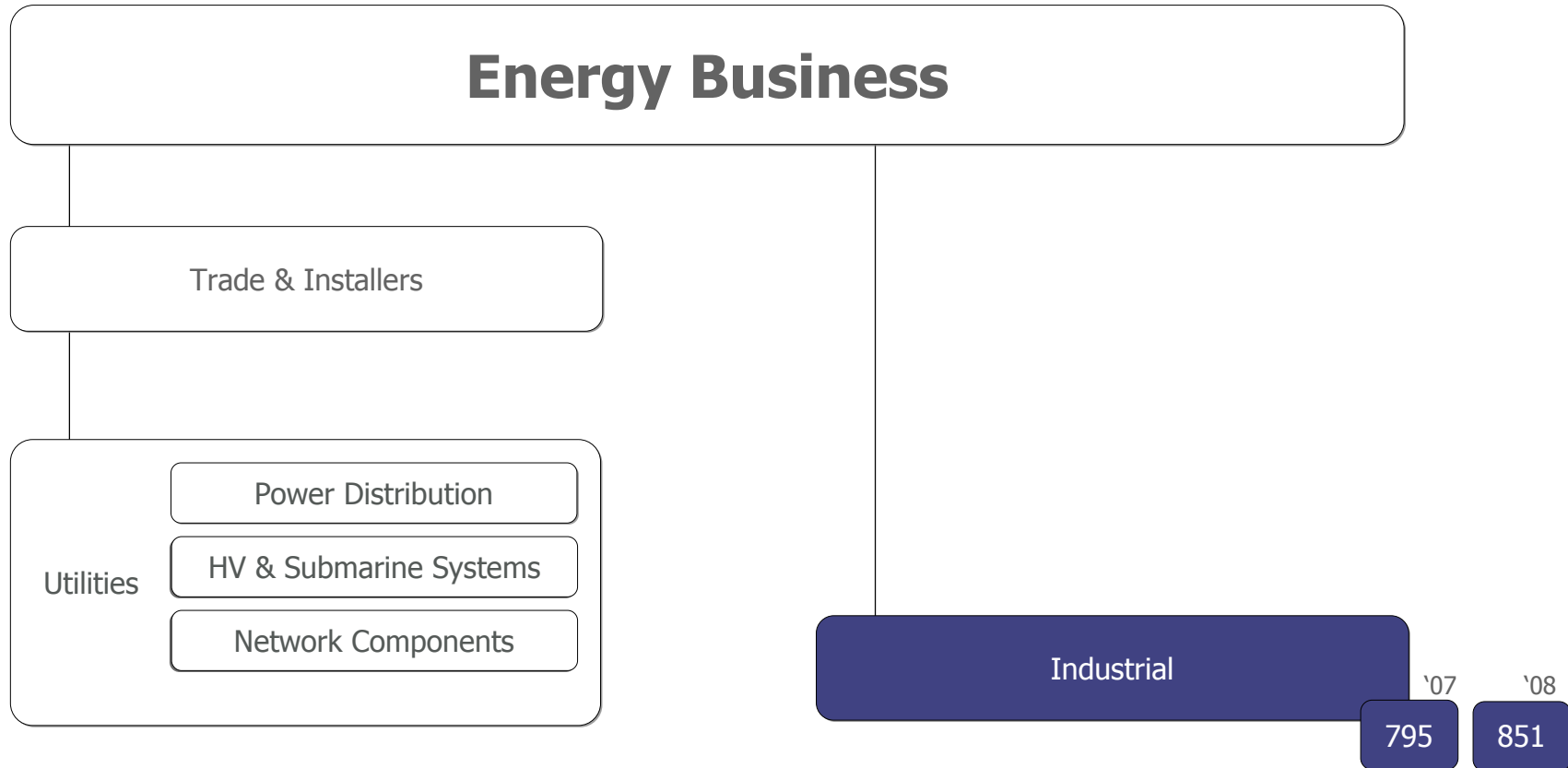
2007/2008 Sales (€ MLN)



Industrial

Industrial

2007/2008 Sales (€ MLN)

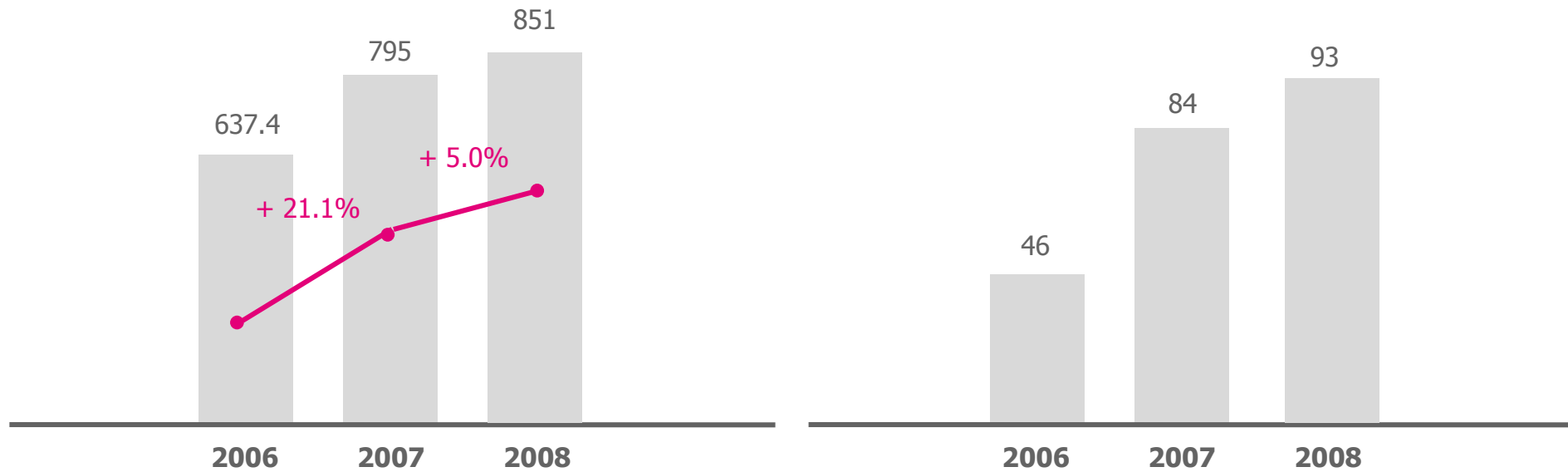


Industrial key financials

€ MLN

Sales

Adjusted EBITDA¹



— Organic growth at constant metal price

¹ EBITDA adjusted excluding non-recurring items.

Main industrial applications

Business description

Integrated cable solutions for industrial and infrastructure activities

- Oil, Gas & Petrochemical**

Cabling solutions for the oil, gas and petrochemical industry covering both upstream and downstream sectors



- Transportation**

Products for trains, ships, automobiles



- Infrastructure**

Products for seaports, airports and railways



- Resources**

Products for harsh environment applications particularly in the mining sector



- Renewable Energy**

Products for wind and solar energy generation



- Other niches:** Defence (cables for military applications), nuclear, electro-medical, ...

Key customers

Large and differentiated customer base generally served through direct sales

A worldwide network of references

Heavy Industry & Equipment

Siemens
ZPMC
CAVOTEC
DSK
BIESSE
RWE

Wampfler
Hyundai Heavy Industry
Ilva
BHP Billiton
Dalia Heavy Industry

Shipwiring/Defence

Aker Yards
Hellenic Shipyards
Fincantieri
Mosca Yards
Remontova
Yantai Raffles

Transport

Ansaldo
Alstom
Westinghouse
Bombardier
SNCF
Siemens TS
Matra
RATP

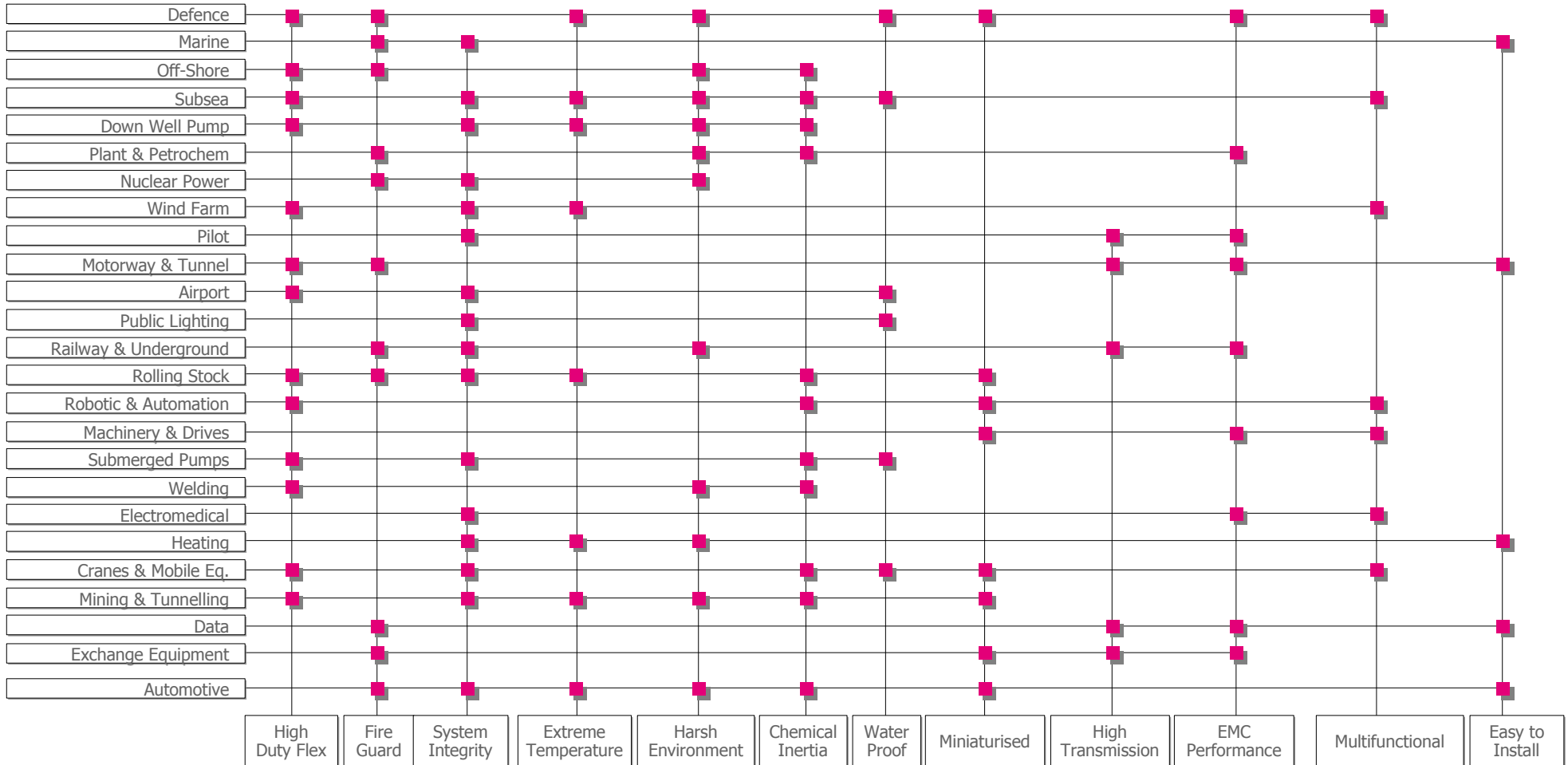
Oil, Gas & Petrochemical

Exxon Mobil
AGIP
Hyundai Heavy Industries
Petrobras
BP
Total Fina Elf
KBR
Bechtel

Fluor Daniel
Siemens
Snamprogetti
Technip
Technimont
Keppel Fells
Jurong Shipyards

Value proposition

Application



Benefits

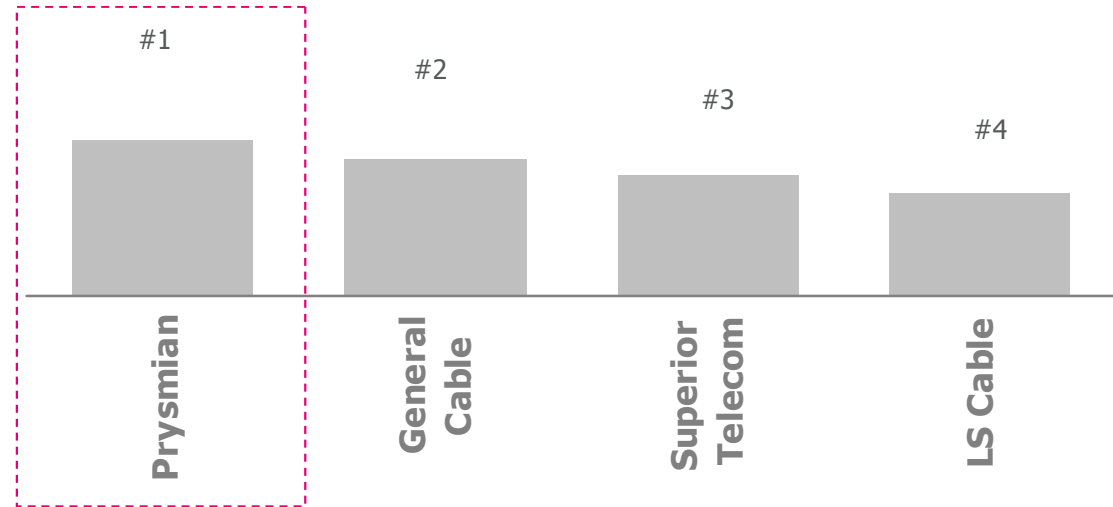
Telecom Cables & Systems

2007/2008 Sales (€ MLN)

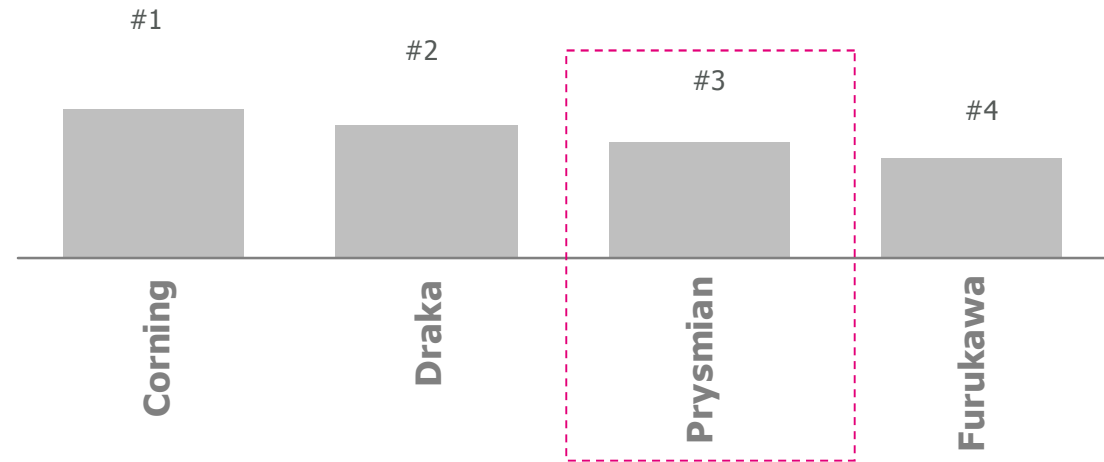


Market value and Prysmian presence

Number 1 producer in the **copper** cables market



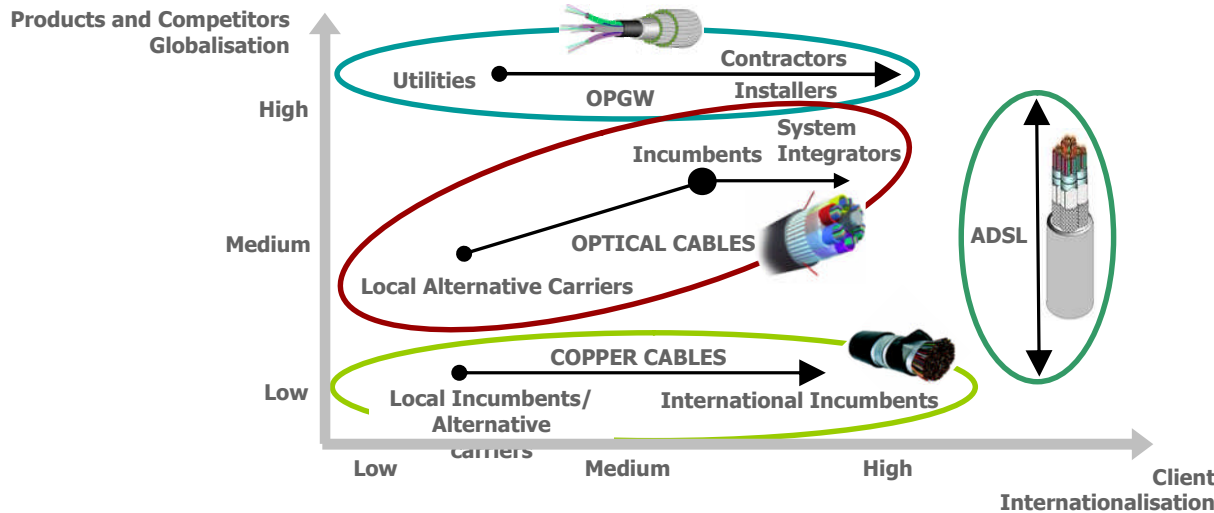
Number 3 producer in the **optical** cables market



Source: CRU

Prysmian current product portfolio and key customers

Key products



Key customers

- Key customers include some of the main operators of the telecom sectors

TELCO Carriers





System Integrators



Other Operators



Overview of Telecom business lines

Business Area	Business Line	Level of Technology	Product Standardisation	
1	Optical 	Optical cables	High	Medium
		Optical Fibre	Very High	High
2	Copper 	Communication Copper Cables	High	Medium
		Standard multi-pair cable	Low	High

A worldwide network of references

NORTH AMERICA

Verizon
Bellsouth
Telus
Qwest
Comcast
Adelphia

SOUTH AMERICA

Telefonica Brazil
Embratel
Eletronorte
ANEEL Brazil
Telecom Argentina
CVRD
Cadafe Venezuela

EUROPE

BT
Metroweb
Telecom Italia
Colt
DT
Iberdrola
REE
DeTeLine
Telefonica

ASIA PACIFIC

Telstra
Bharti
Telkom Indonesia
China Uni-com
China Telecom
China Net Com
China Mobil
Sing Tel

Value proposition

'Can do' philosophy

- Over 25 years continuous supply to leading Telecom operators
- Proven products in the field
- Extensive material and product testing program
- Work on standards bodies and international committees
- Dedicated team and helpline: always available, 365 day cover, rapid response
- Bespoke product design service
- Engineering/installation support and development
- Miscellaneous quotation support
- Trialling new ideas and working methods
- 100% Grade of Service