

INSIGHT

The Quarterly Review
Issue 1 | 2013

Prysmian
Group

THE RESULTS OF A FAR-SIGHTED STRATEGY

Human Capital

How Prysmian
is investing
in the future

E-Highways 2050

A pan-European
power transmission
infrastructure

Flying with the Sun

A specialised partner
for a special project





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Investing in the future

While the global economy tried to cope with high debt and sluggish demand in 2012, Prysmian Group managed to deliver profitability amid sustainable growth. This was thanks to its far-sighted strategy of combining diversification, both in geographical and products terms, with the improved efficiency produced by the synergies resulting from the integration with Draka. The financial and industrial results are fully reported in the following pages.

Growth allows us to look to the future with confidence, as well as to continue build on it. Creating the management of tomorrow, while continuously investing in all of its employees through training and education projects, is the way Prysmian Group interprets the task of a public company, engaged every day in creating value for all our stakeholders starting with its human capital. This point is explained in the 'Focus On' section of this issue by Fabrizio Rutschmann, Human Resources and Organisation Director. "Build the Future" and "Academy" are just two of the programs through which Prysmian shapes its own prospects by investing in people.

Looking at the future also means building the infrastructure of the future. Our 'Global Scenario' section is devoted to E-Highways 2050, a pan-European project aimed at providing the continent with a power transmission system compatible with next-generation renewable sources. Since 2009, Prysmian Group has been committed to making a contribution to this vital project. But looking ahead is also a matter of visionary thinking, with leaders capable of imagining developments that are not yet realised. That is the case of Solar Impulse, a project in which Prysmian Group is a specialized partner, involving flying an aeroplane around the world using only solar energy.

Editorial Team - INSIGHT

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Prysmian
Group



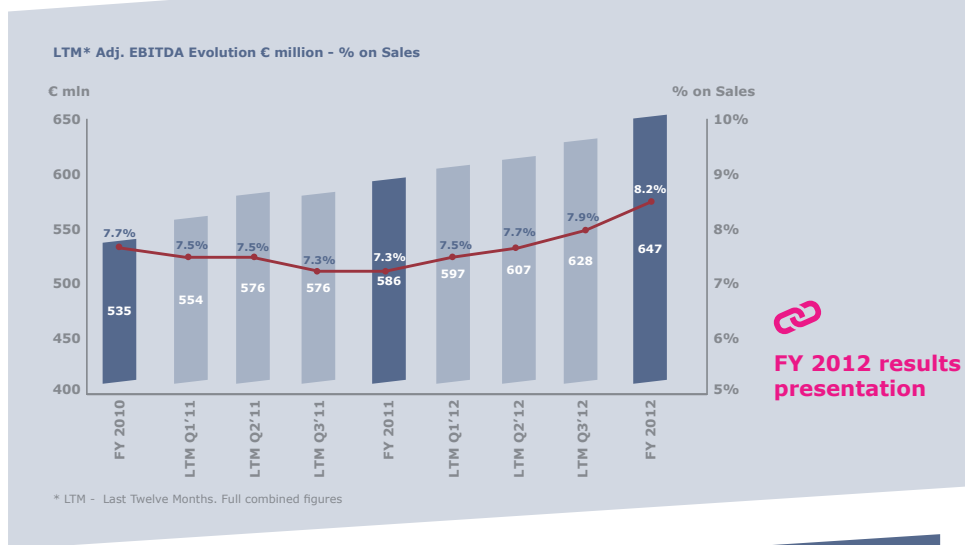
The results of a far-sighted strategy

Prysmian Group achieved all targets set for 2012 in the spite of a tough market

The consolidated [financial statements](#) of 2012 approved on 27 February by the Board of Directors of Prysmian S.p.A. and detailed in the following pages show increased profitability, positive cash generation and an improved financial position: the result of a far-sighted strategy. In fact, these were the principal drivers of the Group's 2012 financial statements. CEO Valerio Battista commented that "in a difficult market, particularly in Europe, Prysmian has achieved a positive performance in operating earnings mostly in its high value-added businesses".

The higher geographic diversification and exposure to high-tech businesses, more resilient to economic cycles, allowed the Group to limit the effects of the continued market difficulties, particularly in Europe, namely in the power distribution and building wires markets. This result, combined with Draka synergies, has allowed Prysmian Group to fully reach the targets announced to the market for the year.

In 2012 the integration with Draka was carried out quickly, allowing us to achieve higher than expected synergies which have been realized mainly in fixed costs and overheads, in procurement as well as thanks to the first benefits from the optimization of the industrial footprint. The new matrix structure, categorised by business and geographical areas



FY 2012 results presentation

has proved its worth. The target for 2013 was confirmed at €100 million in cumulative synergies, mainly due to the run-rate benefits of the first stage of manufacturing footprint rationalization and of the organizational rightsizing.

As the global economy continued decelerating in 2012, the Group expects in 2013 that demand for medium voltage cables for Utilities, for building wires and for those products in the Industrial sector most exposed to cyclical trends will remain weak at least in the first half of the year. A positive demand is confirmed instead in the high value-added businesses of power transmission and offshore Oil & Gas, while a market recovery is expected in the second half of the year for fibre optic cables. In this context, Prysmian Group will continue to integrate and rationalise the activities of the Dutch Draka Group with the goal of achieving the projected cost synergies and of further strengthening its presence in all its areas of business.

Prysmian real time share price

Analysts: sound results and potential upside

Following the disclosure of 2012 results, [financial analysts](#) covering Prysmian Group have kept a positive view on the stock with an average target price of €18.4. Here are some examples. Mediobanca improved its recommendation from Neutral to Outperform and upped its target price from €16.2 to €19.0, underlying that in the accelerating offshore wind industry Prysmian is expected to further increase its orders intake, leveraging on its leading market position. Goldman Sachs confirmed its Buy rating and raised the target to €22.5, saying that the dividend reinstatement to pre-Draka levels, cheap multiples and higher-than-forecasted synergies are good drivers for the stock, together with expectations of a fast increase in cash returns. Citi also maintained its Buy rating while lifting target price to €19.50 from €17, noting that most EBITDA is now generated by longer-term, higher-value businesses and new orders in submarine are likely to materialize in the coming months: according to Citi, these are good reasons for long-term investors to remain positive

Telecom profit grows Sales are where Power is succeeding

Energy

Key features of the Energy business in 2012 include: power transmission order book increased to €2.45 billion, mainly driven by offshore wind power generation; positive demand in North and South America for power distribution while weakness persists in Europe; slight improvement in profit and margins for trade and installers business; increased operating margins for the industrial business; mainly driven by Oil & Gas, Specialties & OEM, Elevators.

Sales to third parties by the Energy Cables and Systems segment amounted to €6,382 million, with a positive performance recorded by the Utilities business and strong growth in submarine cables. Adjusted EBITDA amounted to €487 million, posting an increase of 6.3% on the 2011 pro-forma figure and an improvement in margin to sales ratio to 7.6% from 6.9%. Sales to third parties by the Utilities business amounted to €2,287 million, posting a 1.1% organic increase on the 2011 pro-forma figure. Adjusted EBITDA rose 2.3% to €270 million.

The improvement in sales and profits was achieved thanks to the positive performance in submarine and high voltage underground cables, especially in the third and fourth quarters. The Submarine Cables and Systems business showed excellent performance, confirming its technological and market leadership in the growing sector of offshore wind farm links and power lines. It is a key player in major renewable energy development programs throughout Northern Europe, and is also involved in the development of some of the most important power lines, such as the Montenegro-Italy link and the Western Link in the

UK, both projects acquired in 2012. The prospects for 2013 are positive in Europe as the value of the order book has reached record levels, assuring sales visibility for about three years.

The contraction in volumes in Europe for the Power Distribution business was partially offset by increases in North and South America. Margins enjoyed a slight recovery thanks to a rigorous policy of improving manufacturing efficiency and a better geographic mix of sales. The innovations in the niche sector of applications for smart grids and applications to monitor electricity grid efficiency were well received by the market. Sales to third parties by Trade & Installers amounted to €2,159 million while the EBITDA rose 5.5% to €77 million, with the margin to sale ratio improving to 3.6%. Demand continued to decline in Central and Southern Europe, while an upturn was confirmed in North and South America, as well as in Asia. In Europe we implemented a strategy of preserving market share and profitability, particularly by focusing on relations with major customers and on more innovative products.

Our Industrial business posted sales to third parties of €1,801 million, with a positive performance for Oil & Gas in the offshore market, thanks to a growing order book in Northern Europe and Asia. Demand for Flexible Pipes was lower than expected, while Umbilicals and DHT reported a growth in order book. Demand remained weak in the infrastructure and transportation sector in Europe, while there were signs of greater stability in North America and Asia. The Elevator cables business delivered good sales and earnings in the United States, with the goal of expanding its presence in Europe, South America and Asia.



Telecom

Key features of the Telecom business in 2012 include: positive demand for optical cables in Asia, growth in OPGW sales, strong profitability increase thanks to better sales mix and industrial efficiencies.

Sales to third parties by the Telecom Cables and Systems segment amounted to €1,466 million, while margins and profitability were significantly higher due to better product mix, manufacturing efficiencies and reductions in fixed costs. The EBITDA jumped 24.9% to €160 million, while the ratio of Adjusted EBITDA to sales improved to 10.9% from 8.8% in 2011.

The demand for optical cables reported a second-half decline in North and South America, due to the suspension of government stimulus measures. In Brazil, the reintroduction of stimulus measures should produce a recovery in demand starting from the second half of the year. In Europe, various countries recorded a growth in volumes, as well as in China, where investments are related to every type of application (backbone, metro ring and access networks). Prospects are positive in Australia due to the ramp-up of the National Broadband Network program, and sales are expected to increase in the first half of 2013.

The Multimedia Solutions business confirmed the improvement in profits, mainly thanks to cost reduction. The Group aims to further extend its geographic presence by relying on its extensive product portfolio. Sales were up in the OPGW business in Spain, the Middle East and Africa, while demand for copper cables confirmed its gradual decline.

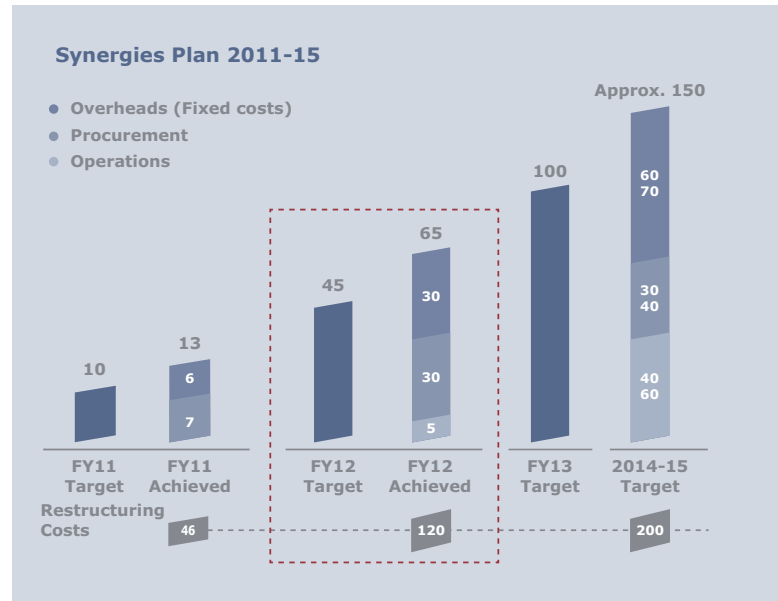
QUARTERLY OVERVIEW

Profit grew, dividend doubled

In 2012, Group sales were stable at €7,848 million (€7,973 million in 2011 pro-forma). Double-digit growth was achieved for large submarine, interconnection and offshore wind farm projects. Offshore Oil & Gas and elevator cables also performed well. Optical telecom cables were affected by a slowdown in the fourth quarter, mainly due to the suspension of incentives in the Americas.

The adjusted EBITDA increased by 10.4% to €647 million as the Group achieved the target initially announced to the market in the range €600-€650 million. The adjusted EBITDA includes €101 million in non-recurring items (€299 million in 2011). The Group Adjusted operating income rose 11.1% to €483 million. The Adjusted net income increased by 22.1% to €282 million. Reported net income climbed to a positive €171 million from a loss of €145 million in 2011 (consolidating Draka from 1 March 2011).

The net financial position at the end of 2012 dropped to €918 million from €1,064 million one year earlier, thanks to the higher EBITDA generated and to the positive impact of free cash flow before acquisitions, which rose to €284 million (€209 million in 2011). The balance sheet at end 2012 confirmed to be sound, with net financial position on Adj. EBITDA ratio improved to 1.4x from 1.8x in 2011.



FY 2012 results presentation

Based on the results for 2012, the Board of Directors will recommend to the forthcoming Shareholders' Meeting that a dividend of €0.42 per share be declared, doubled compared to €0.21 for 2011, involving a total pay-out of about €89 million.



From the left to the right: Valerio Battista, Chief Executive Officer, Frank Dorjee, Chief Strategy Officer, Pier Francesco Facchini, Chief Financial Officer, Massimo Battaini, Chief Operating Officer, Fabio Romeo, Executive Vice President Energy Business, Phil Edwards, Executive Vice President Telecom Business

The most valued capital

Human resources are a Prysmian main investment focus

Human capital investment and management is one of Prysmian Group's strategic development factors as it is continuously committed to improve the quality and skills of the existing workforce, while actively searching for and developing talents who can become the managers of the future. People management and development, like international mobility and training programmes, are seen as very important for strengthening and developing the Group. In fact, a key part of Prysmian Group's success lies with its people. Training them and helping them reach their potential is part of the company heritage, built on a spirit of continuous learning.

"We are a public company engaged every day in creating value for all our stakeholders"

Fabrizio Rutschmann, Human Resources and Organisation Director.

"Our people are the most valuable capital we have. This is why we need to invest in management and technical training, in recruiting young

people and in fostering the talent that will be the company's future: only by investing in people can you achieve positive results and grow over time."

As part of this vision and forward-looking strategy, Prysmian Group has launched several programs with the aim of selecting and training resources for the Group's future development. Among those, the international young graduate recruitment program called Build the Future aims to recruit 50 new young graduates in engineering and economics with the purpose of building the business's management of the future. The new recruits will be mainly placed in the Research & Development, Manufacturing and Sales & Marketing functions.

"Prysmian Group wants to look to the future with this program and is confirming through actions that it is putting personnel development at the heart of its business development strategies," Fabrizio tells Insight. "I think that Build the Future is one of the few projects of this kind in Italy, because it is designed with an international perspective by potentially involving

young people from five continents, reflecting the wide geographical reach of our Group's business."

Prysmian Group is also one of the first major Italian companies to have created its own international school for management and professional training and education, achieved through collaboration with the highly regarded SDA Bocconi School of Management.

Prysmian Group Academy, the name of the Group's new management school, is divided into two main streams that will involve 500 managers and technicians from around the world: the School of Management, created in partnership with SDA Bocconi with the mission of strengthening leadership and management skills, and the Professional School, whose mission is to develop and consolidate know-how and technical skills, ensuring that these are passed on from more senior, experienced staff to the younger generation.

In general, the Prysmian Academy also helps to accelerate the integration process and to strengthen the Group's identity after the recent acquisition of Draka.

Shaping the future

Two Prysmian Group programs designed to discover and train the leaders, pioneers and visionaries who will move the world forward

In the [Build the Future](#) program, the candidate identification has already started and will last until the end of June 2012. The process involves a structured selection and assessment both at local and Group level, with the aim of having 50 young people join the Group from mid 2013. Youngsters already doing internships may also participate in the selection. The initial phase of induction and training at the Milan headquarters will be followed by a 12-month job rotation in their country of origin, to allow them to get first-hand experience of production activities and effectively understand the processes. They will be spending time in direct contact with factory activities, product technologies or the dynamics of customer relationships. This will be followed by a further 24 months of experience abroad within a specific function, during which their involvement and integration in the organisation will make a significant contribution to the business goals. After three years within the program, junior management roles in their home country or abroad will be assigned, based on performance appraisals, personal ability, achievements and business needs. A very important part of the program will be the mentoring role played by senior managers, who will act as point of reference for the young candidates and follow their entire training path.

[Prysmian Group Academy](#), with the collaboration of SDA Bocconi School of Management, is divided into two main streams that will involve many of the Group's managers and technicians from around the world: a School of Management, created in partnership with SDA Bocconi with the mission of strengthening leadership and management skills, and a Professional School, whose mission is to develop and consolidate know-how and technical skills, ensuring that these are passed on from more senior, experienced staff to younger ones.

The management training programs, developed in collaboration with SDA Bocconi, will serve as a first step towards obtaining an MBA and are organised according to the different target groups:

- Post Graduate Program: a training program specially designed for recent graduates joining the Prysmian Group that allows them to acquire the basics of business, products, processes and customers, combining this investment with a period of at least two years of working abroad;
- International Leadership Program: a comprehensive and intensive program for talented resources with 5-7 years of experience, who are groomed to hold international leadership positions within the Prysmian Group;
- Advanced Leadership Program: an ad-hoc program for middle and senior managers in order to assess and develop their managerial skills and ability, and position them for fast-track career progression within the business.



Voices from the learning field

INSIGHT paid a visit to attendees of the International Leadership Program courses of the School of Management University to collect their feelings. Lucas Cruces, talking about his favourite course topics, told us that he "especially appreciated the discussions about strategy, which allowed us to focus on a very important subject which is not always a top priority in our ordinary jobs." Among the most appreciated features was the intercultural approach. Elizabeth Dietrich was really excited: "This was a fantastic networking opportunity," she told INSIGHT, adding

that she loved learning about each person's background and culture, as well as their working styles." Cem Basar had just finished his first week when he talked to INSIGHT. "The program will help us 'fill in the blanks', and understand the theory behind the practice," which Cem believes "helps us understand the rhyme and reason to what we do every day." Gianmichele Alivia explained what he learnt about branding: "We've learned the importance of brand: if we brand our products properly, they'll just sell themselves!"

Power transmission 2.0

The launch of e-Highway2050, a pan-European project



Two decades ago, the building of information superhighways involved the challenging task of spreading the internet across the globe through the combined effort of governments and industries. Nowadays, the time has come to look at a similarly ambitious initiative in a different, but possibly even more crucial, field. Power superhighways is the name of the game. In Europe, the goal is to realize by 2020 a pan-continental electricity transmission system. Security of supply, competitive markets and sustainability are the three pillars of a strategic plan which should deliver a top-down methodology by the end of 2015 to support the [e-Highway2050 project](#), aimed at meeting European needs for electricity transmission between 2020 and 2050.

The project was first launched in September last year, with the creation of a dedicated Consortium with more than 40 participants, including several European universities along with the main players in the continent's power industry, including Europacable. The first task of the group is that of establishing, during the first

months of work, a comprehensive set of boundary conditions on the opportunities (possible choices that can be made) and limitations (factors not under control of the decision makers) that will impact the power system in order to meet ambitious greenhouse emission targets and to integrate the large development of renewable electricity sources.

The overarching goal of the project is to develop a long-term methodology for the pan-European transmission grid and to stage the modular and robust expansion plan of the network from 2020 to 2050.

Today, renewable sources have to be used where they are abundantly available, from wind power on the high seas in Northern Europe to solar energy in sunny regions of the continent. But often most energy consumption is in other, distant areas, so the real question for Europe, and not only Europe, is how to get renewably generated

electricity from the production sites to the consumption areas. Existing power lines can't always do the job and huge expansion of the grid therefore appears to be unavoidable. Power highways can also improve networking between different energy systems in Europe. The coming expansion of the European power grid is focused on the east and south — all the way to Russia, the Middle East, and Africa — and the network will soon reach a point where it can no longer function as a long-range synchronous grid. A European Super Grid has to be built.

With the signature of the Grant Agreement by the European Commission in September 2012, the Consortium received the confirmation of the official start of the e-Highway2050 project and in December it has received the pre-financing of the European Commission, which is being redistributed after the agreement of all the partners about its allocation. The different aspects will be elaborated in parallel by four different tasks, lead respectively by RSE, ECN, Comillas University and Katholieke Universiteit Leuven.

Cables are key to the new infrastructure

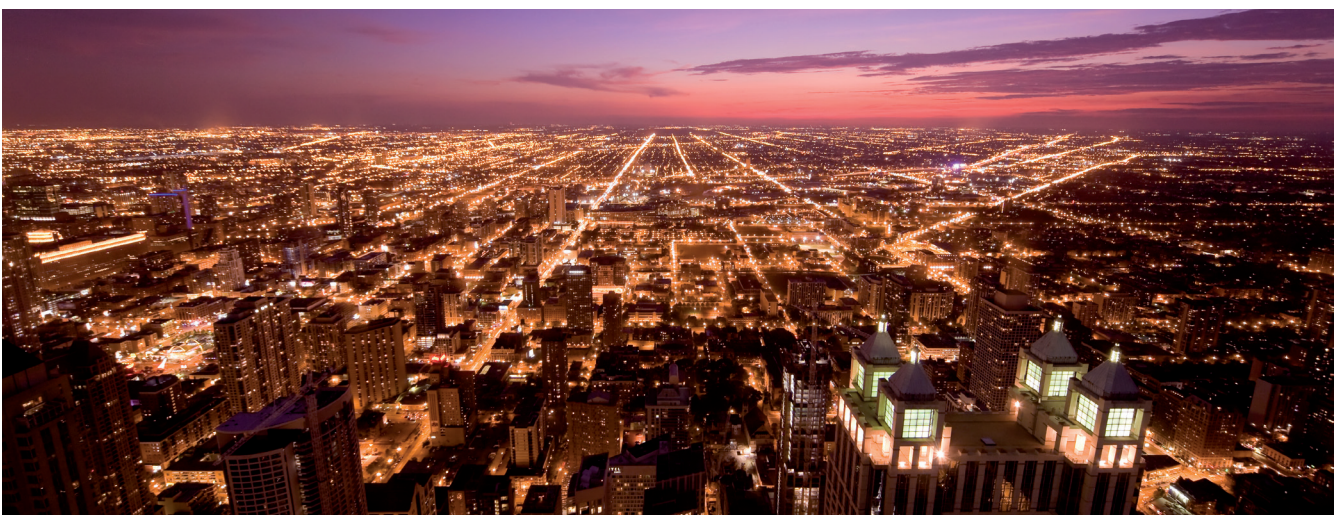
In 2009, the European Union and G-8 Heads of Government committed their countries to an 80% reduction in greenhouse gas emissions by 2050. Consistent with this strategic aim, Prysmian Group actively took part in a series of international industry initiatives hinting at dramatically improving the power transmission systems across Europe and in the Mediterranean region. [Friends of the Supergrid](#) is one of those initiatives, being an organisation aimed at promoting and supporting the development of large-scale power connections in Europe, of which Prysmian Group was among the founding members. In fact, the Supergrid is one of the most important parts of the implementation of the European Directive for promoting the use of power from renewable sources. The commitment of the Group implies major development of power generation from renewables, namely wind, solar and possibly new sources, such as tides and waves. **“The exploitation of these sources, which are not transportable, is strictly linked to the development of a Supergrid,”** explains **Marcello Del Brenna, CEO of Prysmian Powerlink and Chairman of the Board of Friends of the Supergrid.**

Other remarkable initiatives in which Prysmian is involved as a prominent partner are: the [MEDGRID](#) project, a major step towards developing the Mediterranean Solar Plan through the development of high-capacity submarine links that will carry solar-generated electricity from North Africa, the Sahara and the Middle East to the European Union; and [Norstec](#), the well-known initiative aimed at supporting the production of renewable energy using offshore wind farms in the Northern Seas. The latter brings together more than 40 entities operating in the energy transmission infrastructure and technology industry, including world-leading manufacturers.



Prysmian Group's comprehensive set of grid solutions

Cables and network components are, in fact, key to smart grid architecture, since they determine the grid's reliability and efficiency. This is why Prysmian Group has developed a comprehensive range of state-of-the-art cables and solutions to make smart grids more reliable and efficient, by guaranteeing their proper operation in all conditions and circumstances and preventing possible blackouts, failures and damage to other network components. In particular, Prysmian Group's products and solutions are divided into four different areas, depending on the solution proposed: risk prevention, smart maintenance, electrical load management and environmental impact. Solutions have been identified and developed for each area that can be applied to existing grids as well as integrated into future ones.



Flying with the Sun

Prysmian – a specialised partner of the Solar Impulse project

150km of special aerospace cables that distribute power around the aircraft. That is the contribution of Prysmian Group to the visionary project of flying an airplane around the world using solely solar energy. The project is called [Solar Impulse](#) and was launched by Bertrand Piccard, psychiatrist and aeronaut, who made the first non-stop round-the-world balloon flight. Piccard and his team have now designed the airplane capable of flying just with solar energy, and Prysmian Group is a specialised partner of it. **The aim of the project is that of demonstrating that it is possible to use clean forms of energy for aviation.** Piccard has already flown his prototype day and night without fuel. Alain Jeanguillaume, Prysmian Group Aerospace Business Unit Director, explained that Prysmian cables satisfy Solar Impulse's electrical cabling needs, offering a perfect compromise between weight and performance. Prysmian Group is therefore able to make its contribution to a great and promising adventure in terms of solar energy usage in aviation, Jeanguillaume points out. The Aerospace Business Unit of Prysmian Group produces 60,000 km of cables annually for the Aviation and Space Industry and is able to supply cables



for every kind of current aircraft, from the smallest to the biggest. Among the most important recent successes of Prysmian Group in this specific field have been the development and qualification of a range of aluminium cables for all new planes produced by Airbus (A380, A400M, A350, among others). This type of cable meets the very demanding aerospace standards, with a 30% weight saving compared with traditional copper cables. For example, on the A380, requiring about 700 km of cable, 5,000kg of cable would be needed instead of 5,500kg, with a saving of about 500 kg per plane. The Prysmian Group Aerospace Business Unit is offering cable solutions not only for light planes, like Solar Impulse's, but also for the largest commercial aircraft, like the A380.

Prysmian in a major resource project in Australia

To supply HV cables for the Wheatstone LNG Onshore Plant

Wheatstone Project is one of Australia's largest resource projects, as it is expected to provide greater security of supply of gas along with significant economic benefits in terms of employment, government revenue and business opportunities. Prysmian Group Australia has been awarded a contract to design, supply, install and test the 132 kV cable system for this important project at the Chevron's Wheatstone Liquefied Natural Gas (LNG) Onshore Plant. Prysmian signed the €7.3 M contract with Jemena Asset Management, who will act as the lead subcontractor to Bechtel and will be the overall project management.

The Wheatstone Project will include an onshore facility located at Ashburton, in Western Australia's remote Pilbara region. The project will require approximately 27 km of 240 mm² and 630 mm² 132 kV cables to be supplied from the Abbeville plant in South Carolina, USA. It will represent the first intercompany supply into Australia from this plant and illustrates a growing ability of the Prysmian Group to leverage a global network of factories. The contract represents a strategic milestone for Prysmian Group Australia and Prysmian PowerLink which, together, have been rebuilding Prysmian Group's presence in Australia's growing HV market for the last

two years. Nick McMahon, Regional Commercial Manager HV Business Oceania for Prysmian PowerLink, noted that "the Wheatstone LNG Project was first tendered in 2010 which shows the persistence and team approach required to win such complex projects with large clients as Bechtel, which is among the world's most respected engineering, procurement and construction companies." When completed, the Wheatstone Project will become one of the most advanced, environmentally responsible LNG projects in the world.



Taking care of sustainability

**Prysmian solutions help customers to respect the environment:
The ‘Where is my drum’ project**

As global leader in the cable industry, Prysmian Group has a responsibility to provide efficient, technologically advanced services aimed at helping itself and its customers respect the environment and pay the highest possible attention to sustainability issues, including safety at work.

There is a variety of fields where Prysmian Group applies those [principles](#) in practice. In product packaging and stocking, Prysmian promotes the use of environmentally friendly materials and their subsequent recycling. Wooden drums and pallets are collected at the end of their lifecycle and reused as biomass to produce clean energy, or as wood-fibre panels.

In this very field, Prysmian is making a further, crucial step forward with an initiative called “Where is my drum?”. The Group answer to this question was given by Prysmian Power Link and the Prysmian Group IT Department, which have designed a web-based tool that locates all Prysmian’s high voltage drums that are currently distributed across Europe and beyond. The tool also allows the Group to keep a constantly updated inventory of drums, allowing authorised users to query the system through the web and find out which drums are available and where they are, along with their characteristics. Users can also book them and arrange shipment with their local transportation companies.



“The main purpose of the project is that of significantly reducing investment costs, by avoiding the purchase of new drums for each project, while maximising the reutilisation and reducing logistics costs,” explains Gianmichele Alivia, Logistics Manager for the HV and Submarine Business Unit.

Thanks to the system, users can also keep track of drums all over the world, in installation sites, so that they can be removed as needed. It is very common in the cable industry that empty drums

are left on installation sites once a project has been completed: having a system which detects all these drums helps the reutilization process by saving money to manufacturers as well. “It’s an interactive tool with great potential,” points out Gianmichele. “We’ve just started to inventorise and add all available drums to the system, an exercise that’s involving logistics and shipping managers of the HV/Submarine plants as well as the Country/BU logistics managers. If this is successful, we hope to extend the project to other plants, not only HV ones.”



News from Prysmian Group

ADDIS ABEBE – Save the Children and Prysmian join together to improve child life expectancy in the country.

The initiative is part of a wider three-year project involving the SNNPR area (Southern Nations, Nationalities and People's Region), which has one of the world's worst infant mortality rates. In order to contribute to a reduction in maternal, new-born and child mortality, Save the Children is supporting several medical facilities by providing logistical assistance, emergency protocols, drugs, resuscitation equipment and two ambulances. It will also open new medical outposts. Two of the new facilities are to be built thanks to a Prysmian Group contribution. By providing these vital facilities, Prysmian Group will provide tangible support to the improvement of the community's health services.

TRENTON, NJ – Prysmian was on site just after Phillips 66 Bayway refinery had been stuck by Hurricane Sandy.

Within hours of being notified of the failure, two representatives of Prysmian Group were on site to assess the situation and evaluate the repairs to the refinery, located on New York Harbour in Linden, that experienced a 230kv termination

failure on a circuit which crippled its operations. Prysmian Dutch factory was able to produce a replacement 230kv termination in a matter of days, while Prysmian's North American High Voltage Group mobilised the personnel and equipment needed to perform the repair. The replacement part was shipped from the Netherlands and delivered to the jobsite where it was installed. In less than two weeks the parts were manufactured in the Netherlands, transported to the U.S., installed, tested and returned to service.

ST. PETERSBURG – Prysmian Group supplied around 45 km of 330kv cables to the electric grid of the Russian city, 16 km of which were submarine cables.

The submarine cables will connect the new substation on Vasilievsky Island outside the city with the highest voltage ever used in Russia, thanks to the copper wire armouring, which allows a higher power rating. The underground cables are halogen-free and fire resistant, with low-smoke outer sheaths, and include optical fibres to monitor temperature. These cables, which were transported to St. Petersburg mainly in 4-metre diameter steel drums, were installed by a Prysmian Group local partner.

BARI – Prysmian power cables connect Deliceto wind farm power to the national grid.

The Group will provide the turbine producer Leitwind with Low Voltage cables in copper and aluminum and Medium Voltage cables for mobile installation. The owner of the wind farm, ELCE Energia Spa will be provided by Prysmian with the supply and the laying of Medium Voltage P-Laser Airbag 18/30 kV cables to connect the wind turbines and to transport energy that supplies the area. Flavio Delfini, sales and project manager of Prysmian Italy said that the contract represents a turning point, because for the first time in Italy, the Group will be the unique supplier of cables for all applications at the plant.

EDINBURGH – FTTH (Fibre To The Home) to connect a diverse geo-demographic and economic area west of Edinburgh with the most affluent residential areas closer to the city.

The Group has partnered with Almond Networks, a Scottish Charitable Incorporated Organisation, whose primary function is to build, operate, and maintain fibre optic networks, available to all domestic, commercial, industrial and public sector offices. Adam Ashenden, Connectivity and Fibre Systems Manager, Telecom Solutions, Prysmian Group, notes that this is the first time Prysmian and Draka products "are going to be knowingly used together, in a complementary sense, for designing as well as building the network. The convergence of the two organisations is allowing us to come up with stronger solutions."

[Prysmian Group latest news](#)

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