

October 7, 2013

Subject: Energy Cable Products Price Adjustment

Dear Valued Customers:

We received notification from our suppliers informing us that prices have increased for key petroleum based raw materials used in the production of medium and low voltage distribution cables and building wire products. For reference, attached are examples of letters from our key suppliers outlining their price adjustments.

In addition, copper suppliers have announced a significant increase to the cathode premium for the refinement of copper ore.

Due to these cost changes, Prysmian will increase base prices by approximately 2% for medium voltage cables, low voltage cables, and building wire products. The exact value of the increase is dependent on the cable construction and will vary by product. These revised base prices will be reflected in our new or revised price quotations.

This price adjustment is necessary in order to ensure we will be able to maintain the high level of quality and service that you have come to expect from Prysmian as your supplier.

Prysmian appreciates your continued support as a valued customer. If you have any questions, please contact your local regional sales representative.

Regards,



Scott Roberts  
Vice President  
Energy Business



John Halferty  
Business Unit Manager  
Energy & Infrastructure