



60 YEARS
ANNIVERSARY
1951 - 2011

Tesmec Group

STAR Conference
London, 3rd October 2011



Corporate



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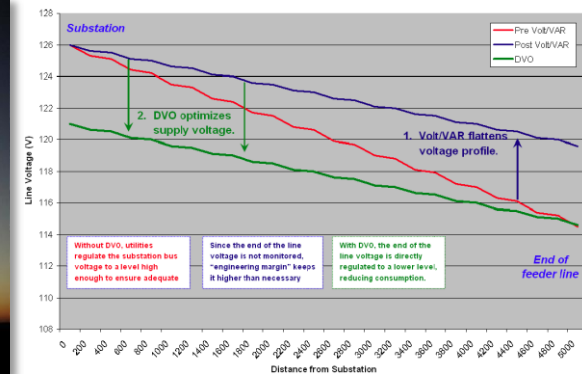
- **Tesmec Group**
- Strategies: business and products
- Key markets

Tesmec Group mainly operates in the market of infrastructure for the **transport of electricity, data and materials** (petroleum and derivatives, gas, water) and in the field of **Grid's efficiency improvement and management**. These are strategic areas for growth and modernization of each Country.

**Integrated System for Power Lines,
Fiber Optic and
Railway Lines Electrification**



**Integrated Solution for Efficient
Management and for Energy Saving
on High, Medium and Low Voltage
Grids**



**High powered Tracked Trenchers for
Underground Cable Networks,
Pipelines and Bulk Excavation**



**Integrated Services for Efficiently
Manage Job Sites**



Products and Markets

Mission

- Design, production and marketing of integrated solutions for the construction and maintenance of electrical infrastructures and services for Grid's efficiency improvement.
- Design, production and marketing of advanced technologies for underground cables networks, pipelines installation, bulk excavation and integrated services for proper management of different job sites.

Business lines

STRINGING EQUIPMENT

TRENCHERS

Products

Stringing
Equipment

Railway
Equipment

*Smart
Solutions
for Grids
Efficiency*

Trenchers

Multipurpose
Machines

*Solutions
for Job
Sites
Efficiency*



Markets

Power Lines

Railway Lines

**Electric
Networks**

**Civil
Infrastructures**

**Urban
Constructions**

Trenching

Transmission &
Distribution
Networks

Catenary
Installations

Communications,
Control &
Management,
Sensing

Oil, Gas, Water &
Sewage Pipelines,
Bulk Excavation

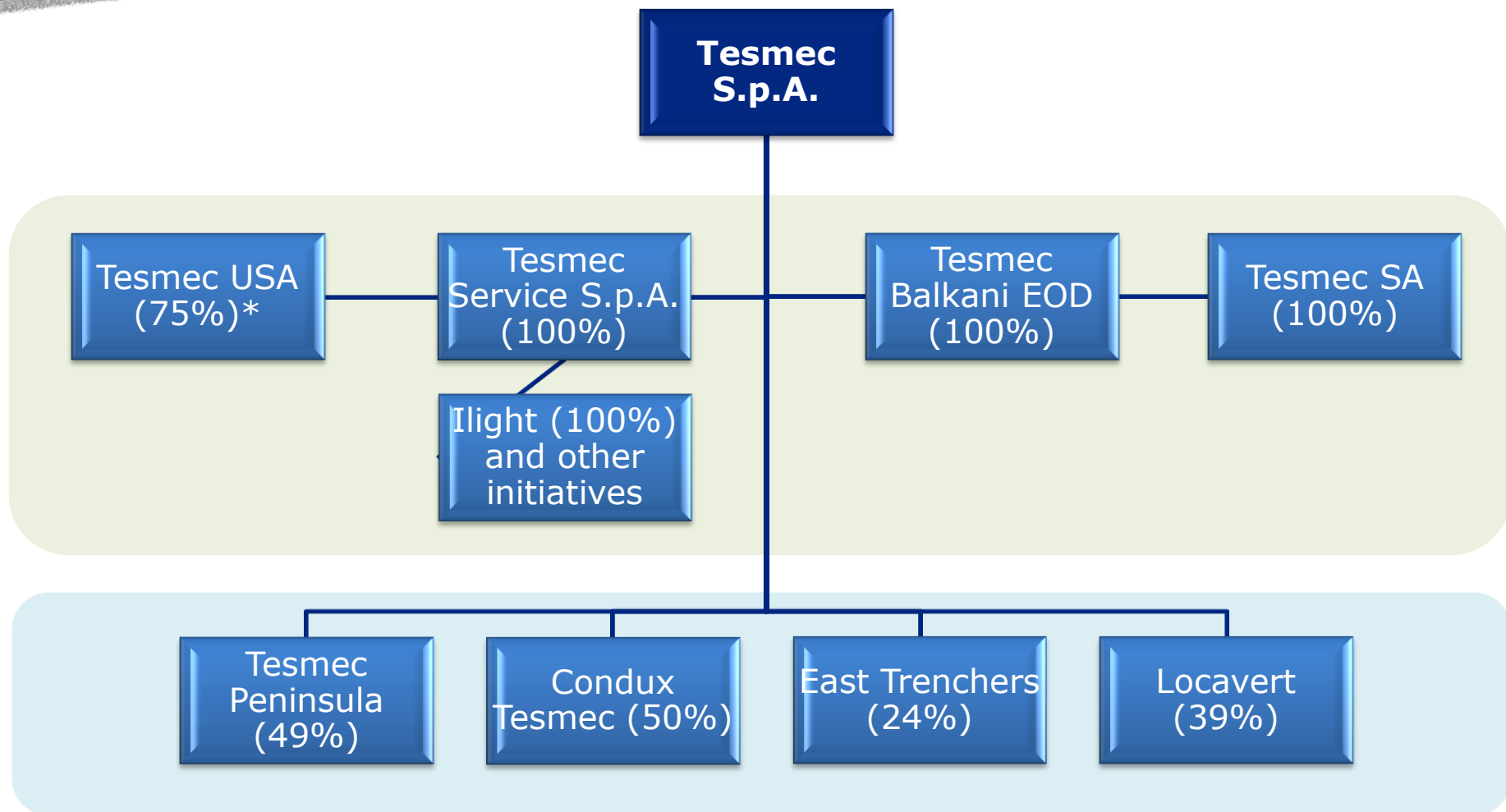
Road Jobs,
Construction,
Utilities

Feasibility
Surveys,
Engineering
Services,
Rental Services

Global Footprint



Group Structure

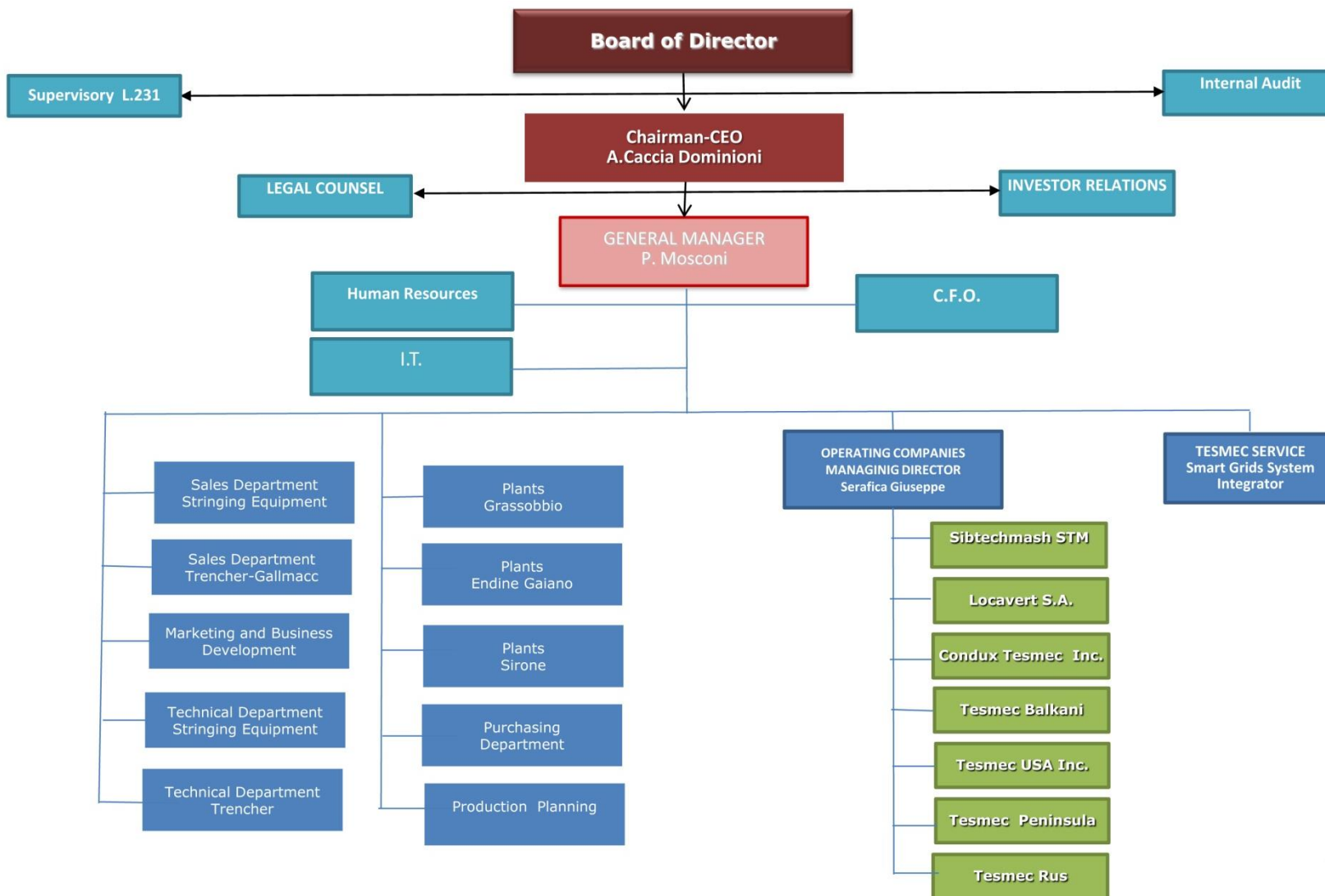


Fully Consolidated

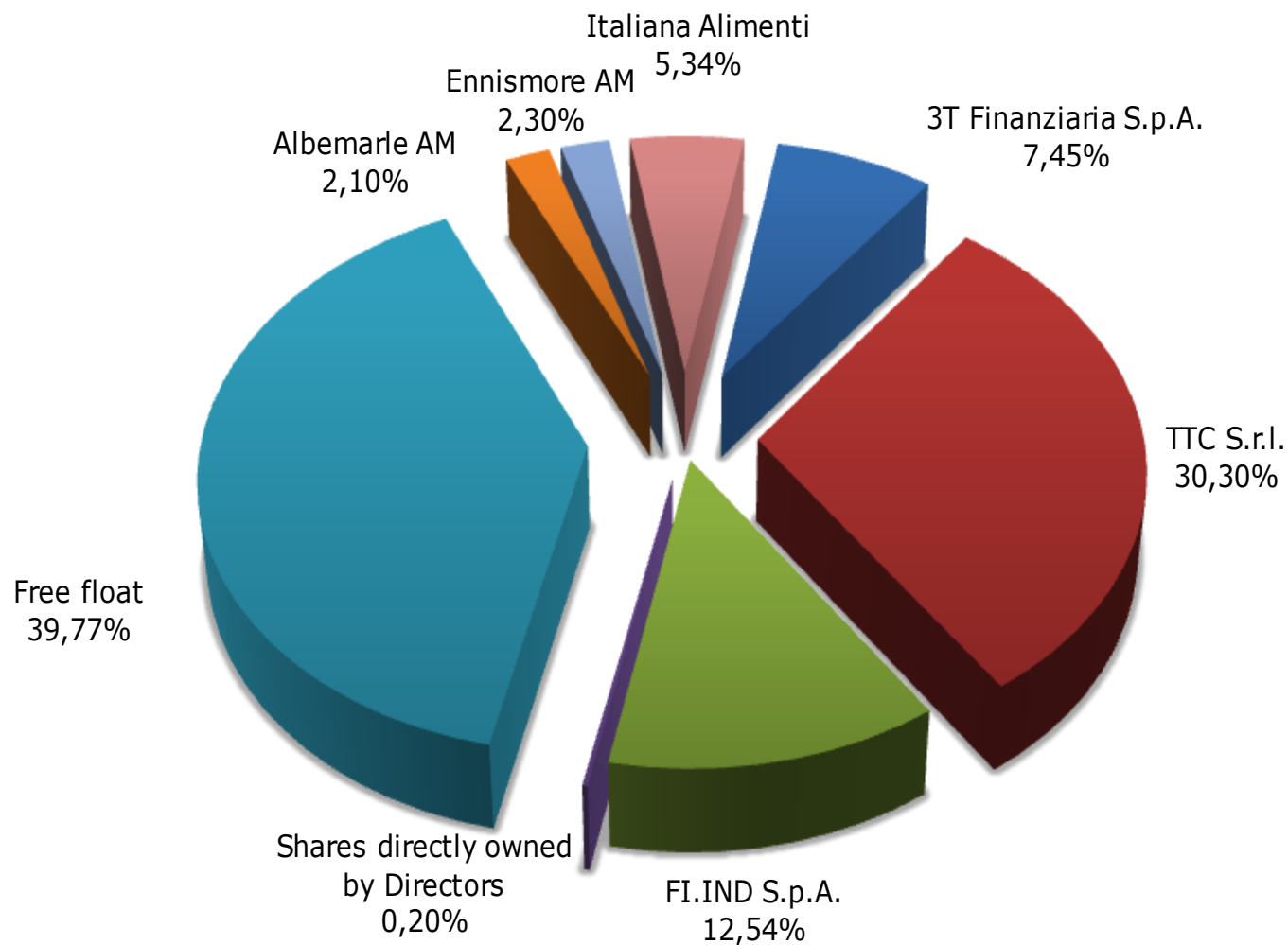
Equity Method

* The remaining 25% is held by Simest S.p.A. Since Tesmec has an obligation to buy it back from Simest S.p.A., from an accounting point of view the participation of the Parent Company in Tesmec S.p.A. is consolidated on a 100% basis.

Organization chart



Shareholding Structure



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Tesmec Group Strategy

MULTIPOLARITY:

From bipolar to **multipolar** company



2000

Tesmec
S.p.A.

Tesmec
USA

2001-2009

Tesmec
Balkani

Tesmec
Service

Condux
Tesmec

East
Trenchers Srl

Locavert
SA

2010-2011

Tesmec
Peninsula

Tesmec
SA

Tesmec
Russia

"BE GLOCAL":

Local entities for sales and services
coordinated by a **central** headquarters



**Commercial
Partners**
(Dealers, Agents)

**Commercial
Partners**
(Dealers, Agents)

+ **Direct Presence
in key Countries**

NEW MARKET APPROACH:

From products to **integrated solutions**



**Machines and
equipment**

Accessories

Spare parts

**Machines and
equipment**

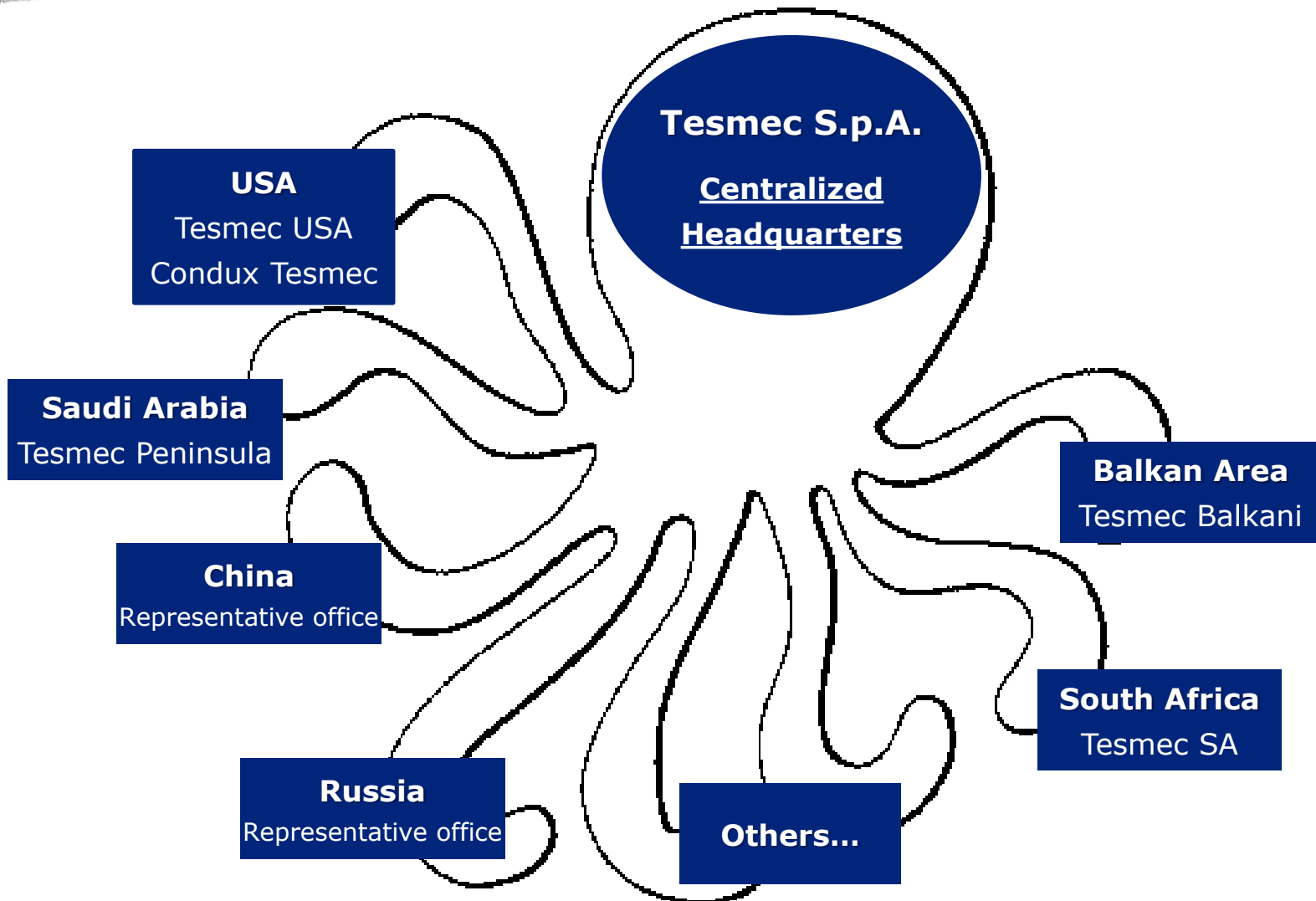
Accessories

Spare parts

**Integrated
solutions services
and systems**

+ **Communications,
Control &
Management,
Sensing**

**Feasibility Surveys,
Engineering
Services,
Rental Services**



Stringing Strategy: Efficiency

YESTERDAY

Construction & Maintenance of Power

High Voltage

Medium – Low Voltage

OPGW

Underground



FROM TODAY

Construction & Maintenance of Power

High Voltage

Medium – Low Voltage

OPGW

Underground

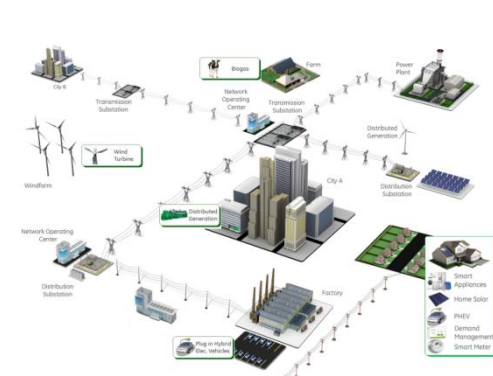


Grid's EFFICIENCY improvement

Communications

Control & Management

Sensing



Trencher Strategy: Efficiency

YESTERDAY

Linear Excavation

Oil, Gas, Water pipelines

Dewatering and drainages

Telecom networks and power cable installation

Bulk excavation of rock and quarries



FROM TODAY

Linear Excavation

Oil, Gas, Water pipelines

Dewatering and drainages

Telecom networks and power cable installation

Bulk excavation of rock and quarries



Services for EFFICIENT management of job site

Feasibility Surveys

Engineering Services

Rental Services



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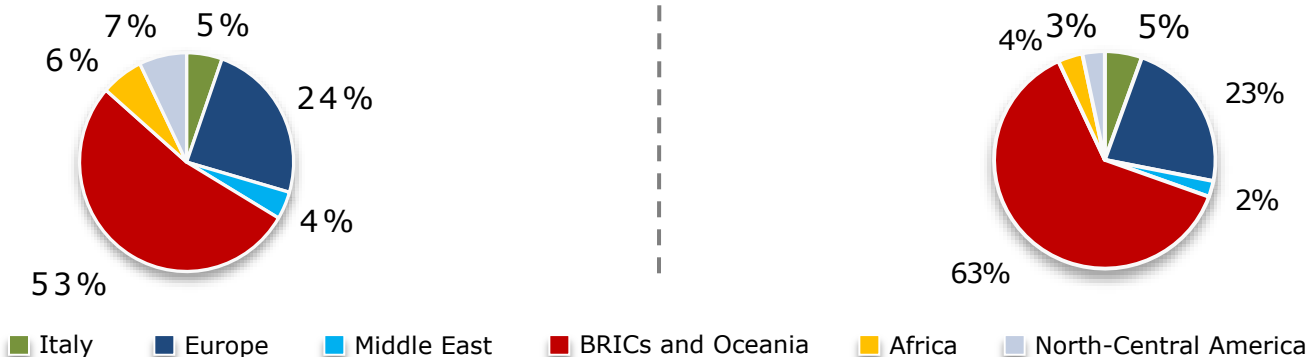
First Half 2011 - Revenues

International scale and exposure to growing economies

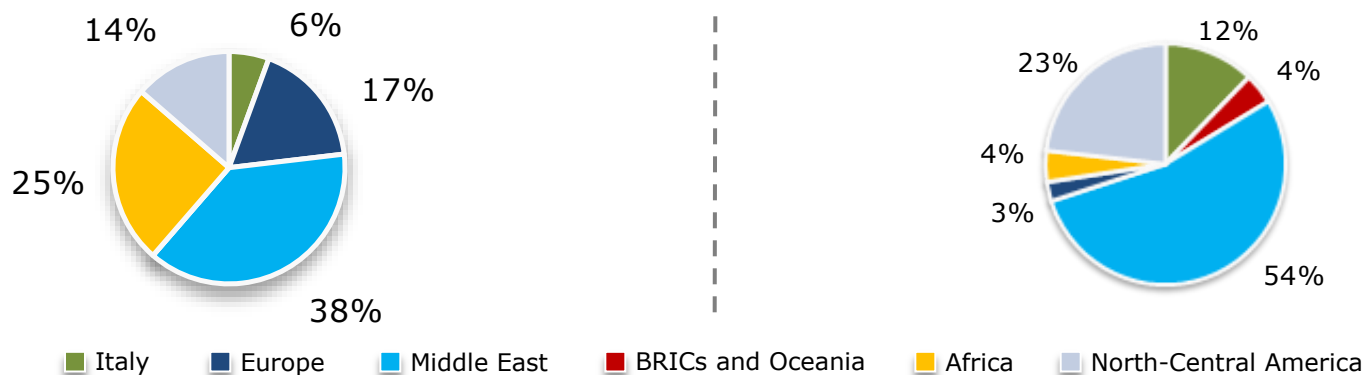
2010

2011

Stringing equipment



Trenchers





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