

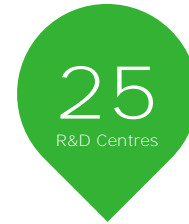
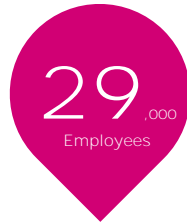


# Current Challenges and Future Opportunities for Port and Terminals – from the viewpoint of a manufacturer

J. Blechschmidt

May 29th, 2020

# Prysmian Group - #1 cable maker in the world



- Our Offer

Providing customers and communities worldwide with cable solutions based on state-of-the-art technology, consistent excellence in execution and in-depth understanding of the needs of an evolving market.

At our R&D centers and plants in Germany we specialize in different segments within the **cable industry**. **Germany is home of Prysmian's Competence Center for Crane cables.**

- Our mindset

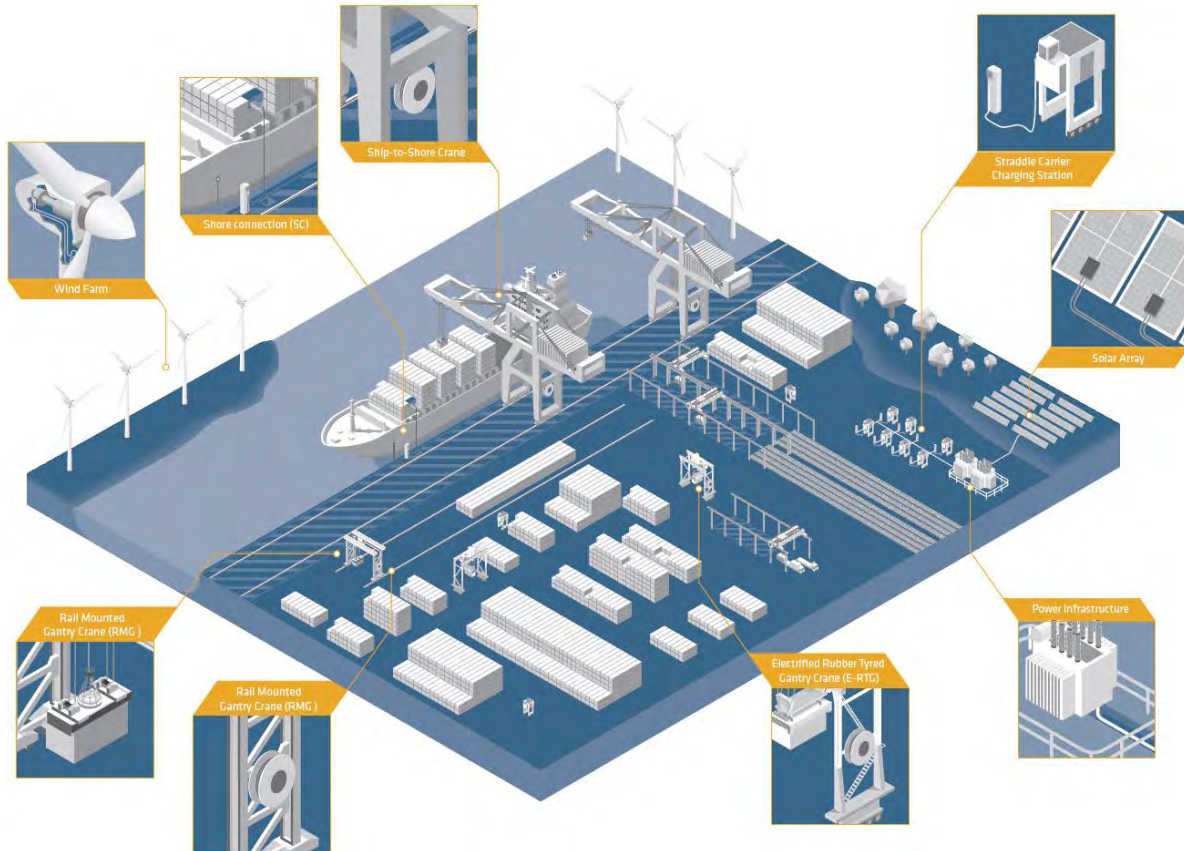
Customer satisfaction is our number one priority and fundamental to our future growth. Hence, the very core of our business is to provide our customers with technologically innovative, safe and sustainable solutions.

# Needs of modern Port Infrastructure

Main KPIs of port operators are focusing more than ever on productivity and safety:

- Minimizing downtimes of crane operation
- Increasing throughput
- Ensuring faster and trouble-free container load/unload
- Achieving accident/fatality-free operation
- Reducing the number of people on site
- Increasing the level of automation
- Environmental friendly port operation

# Our Roadmap for sustainable Port Operation



- Shore Connection
- MV and LV reeling cables for E-RTG
- Green-labeled crane cables
- EV charging station
- Renewable energy generation
- Eco-friendly power distribution and transmission

# PROTOLON(SMK+HS) – made for high speed

- VERY HIGH TENSILE FORCE  
reached by a central carrier element
- Highest travel speed → 300m/min and faster
- **“AIRBAG”**  
better mechanical protection due to further optimization  
of insulation to give more room for the extreme robust  
sheath system as a buffer to keep the mechanical stress away from core assembly (OD conform)
- stronger anti-torsion braid for better resistance to torsion
- extra elements: **FO's, pilots, BUS**



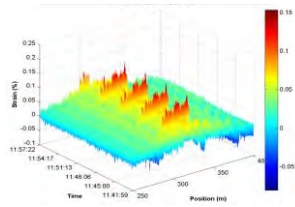
# PROTOLON(IQ) – monitoring cable solution

**We can't control what we can't measure.**

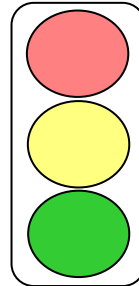
• Why:



• How:



DITEST-DSM – DYNAMIC STRAIN MONITORING SYSTEM



Improve  
reliability  
extend  
cable lifetime



Keep the wheels of industry turning – Made by Prysmian  
Thank you!