



WINDS OF CHANGE

17 FEBRUARY 2021

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INTRODUCTION

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WHY CHANGE?

03

WHAT TO CHANGE?

→ 04

HOW TO CHANGE?

05

NEW FINANCIAL TRAJECTORY

01

GENERATION
& TRANSMISSION

02

DISTRIBUTION

03

USAGES

WHAT IS USAGES?

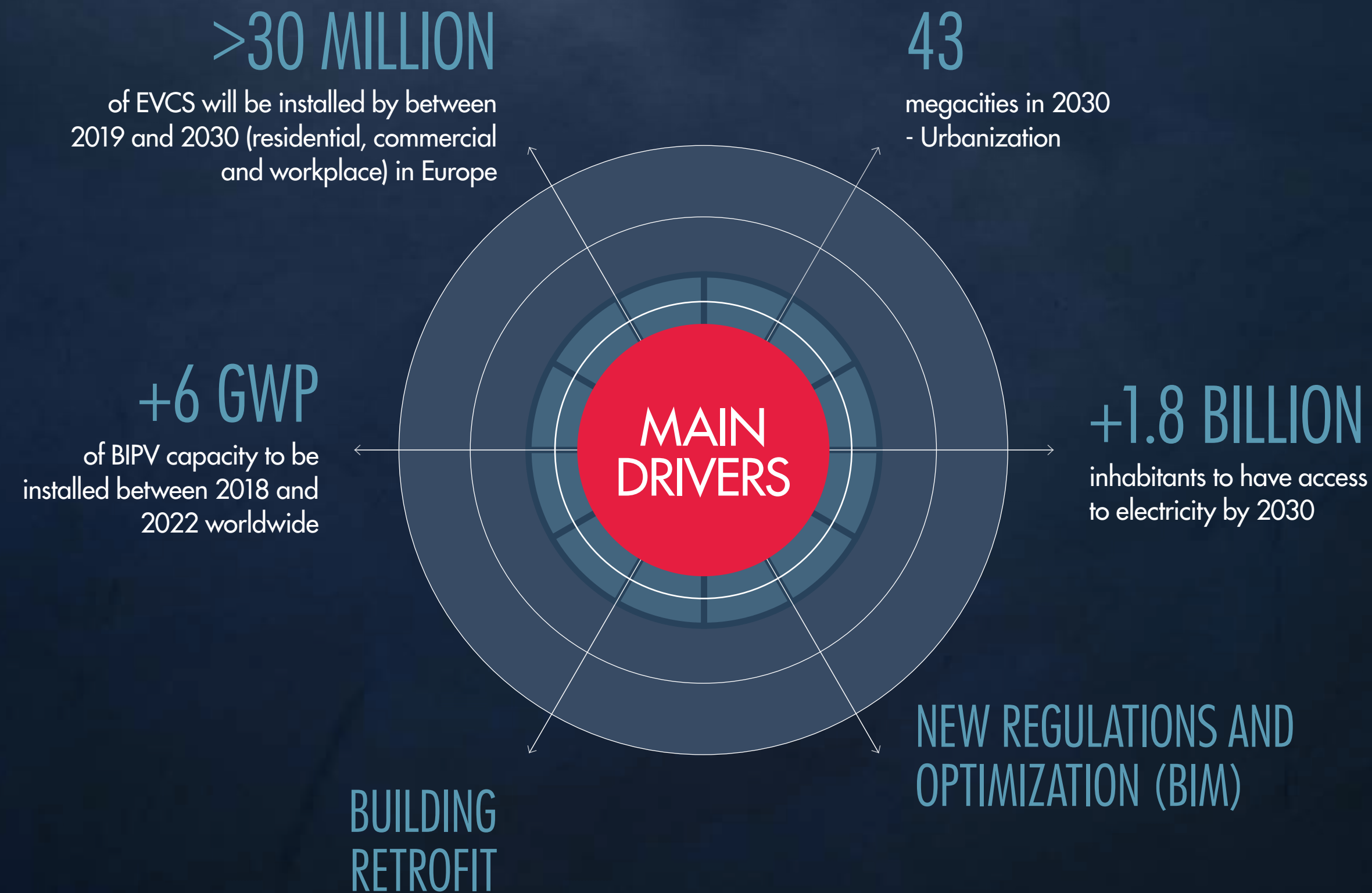


BUILDING CABLE MARKET BRING SAFE ELECTRICAL POWER AT THE HEART OF OUR LIFE PLACES

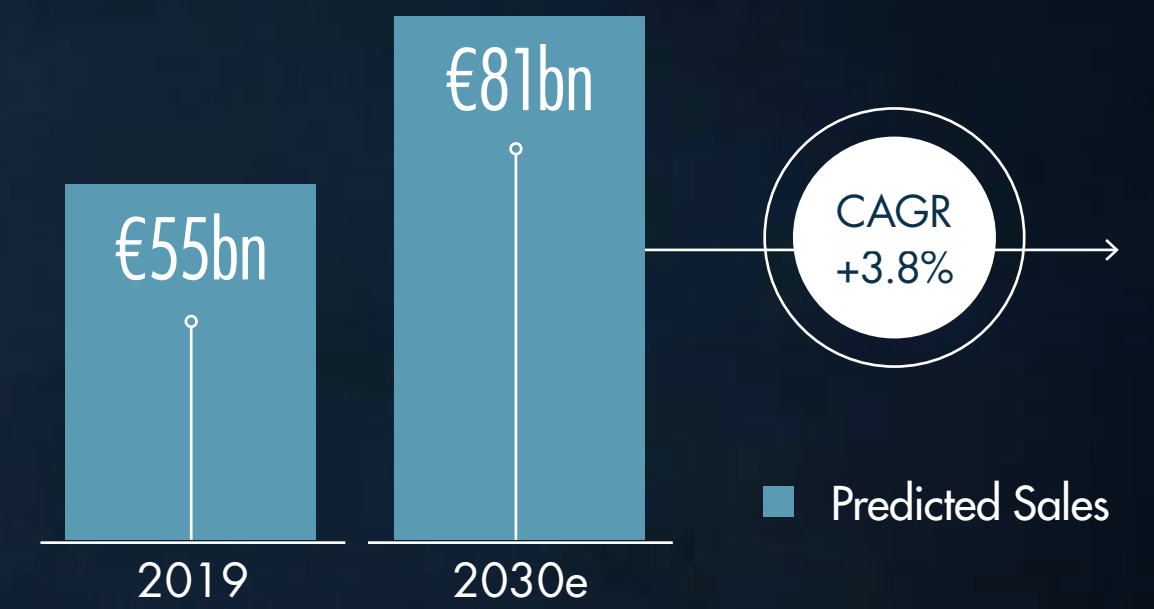


USAGES

BUILDINGS,
INFRASTRUCTURES,
MOBILITY, DATACENTERS



CABLE MARKET FORECAST



ELECTRICAL SAFETY



1 FIRE EVERY 2 MINUTES

caused by an electrical origin in the EU

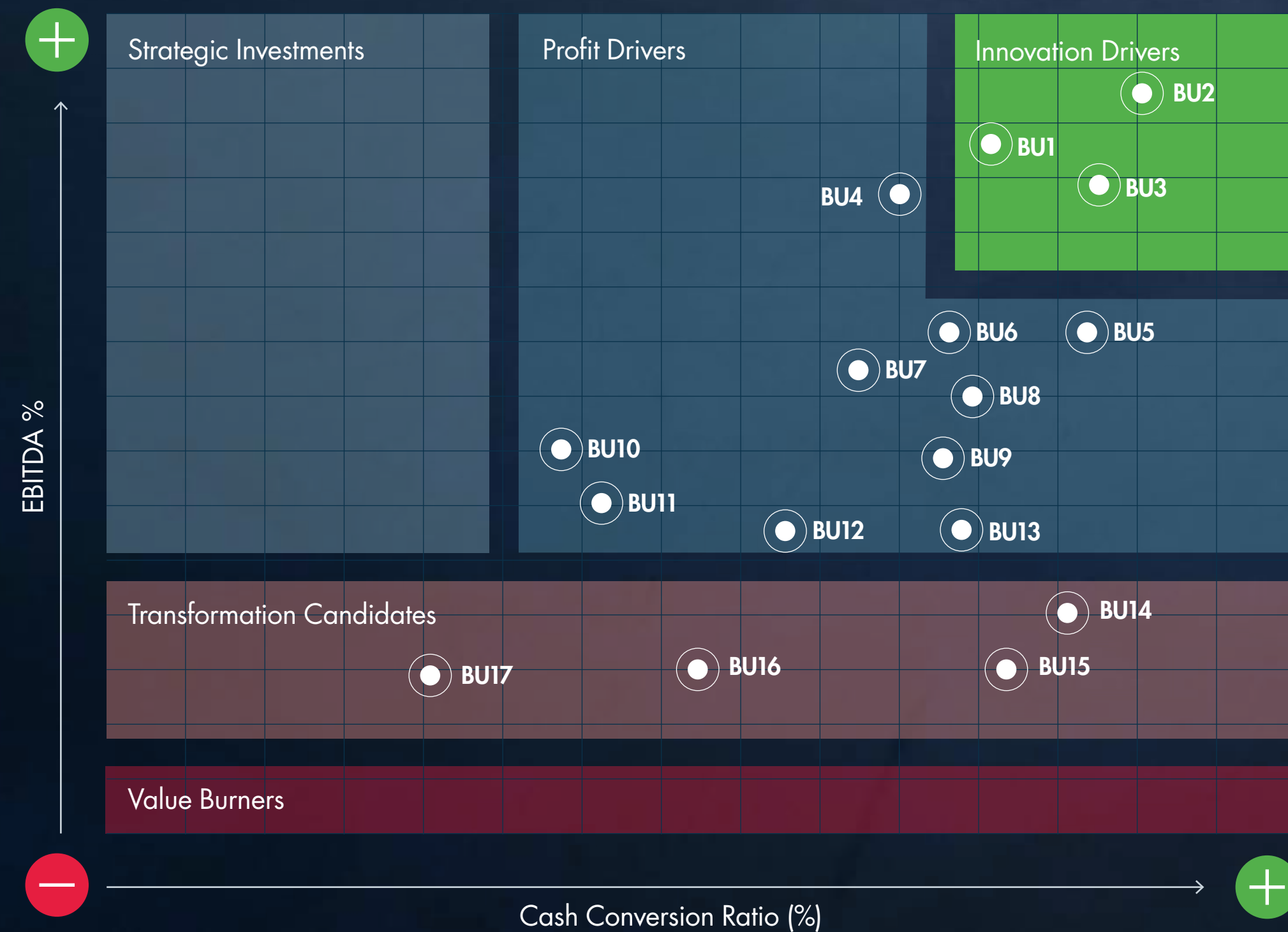
UP TO 80%

of fire outbreaks due to counterfeit cables in emerging countries

BUSINESS UNIT PORTFOLIO MANAGEMENT 2.0

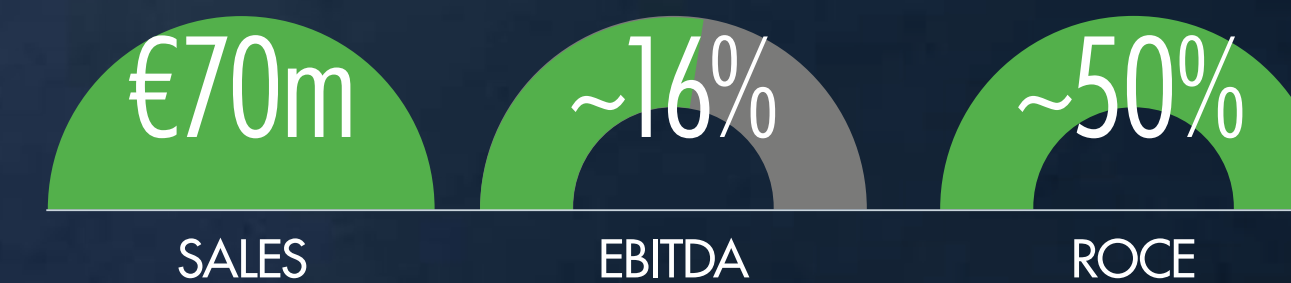
SCALE UP SUCCESSFUL UNITS DNA SEQUENCE

BUILDING BUSINESS UNITS PORTFOLIO



BUSINESS UNIT 1

SHIFT PERFORMANCE & SHIFT PRIME DEPLOYED:
Branded product innovation program focused on ease to use & packaging



BUSINESS UNIT 2

SHIFT PERFORMANCE & SHIFT PRIME DEPLOYED:
Branded differentiation based on product safety and full electrification kit delivery



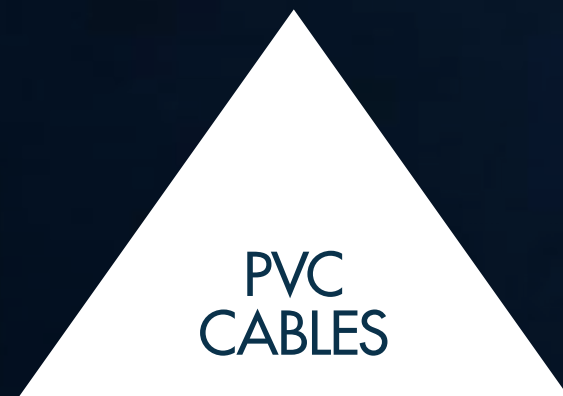
shift
PRIME

shift
PERFORMANCE

STRENGTHEN THE DISTRIBUTION NETWORK RESILIENCE AND EFFICIENCY TROUGH SMART SOLUTIONS

FROM:

PRODUCT OFFERING



amplify
BY NEXANS

TO:

SOLUTIONS OFFER



25%

NEXANS
CONNECTED
PRODUCTS BY
2024

80

DEDICATED
PEOPLE

6

REGIONAL
DESIGN LABS

3

SPECIALTY
DESIGN LABS

ONE UNIQUE
PLATFORM

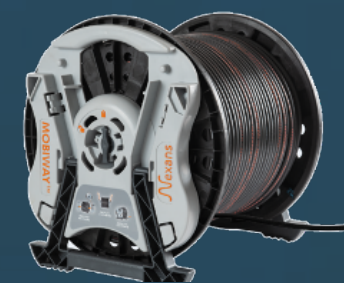
- IoT/Connected products
- End-to-end Supply Chain
- Digital Customer Apps, Web



Fire Resistant

HFFR

Product Innovations to ease installation & transport, enhance safety and increase installer productivity



MOBIWAY®

50% of interviewed client would be ready to change distribution branch to have it

End-to-end
supply chain

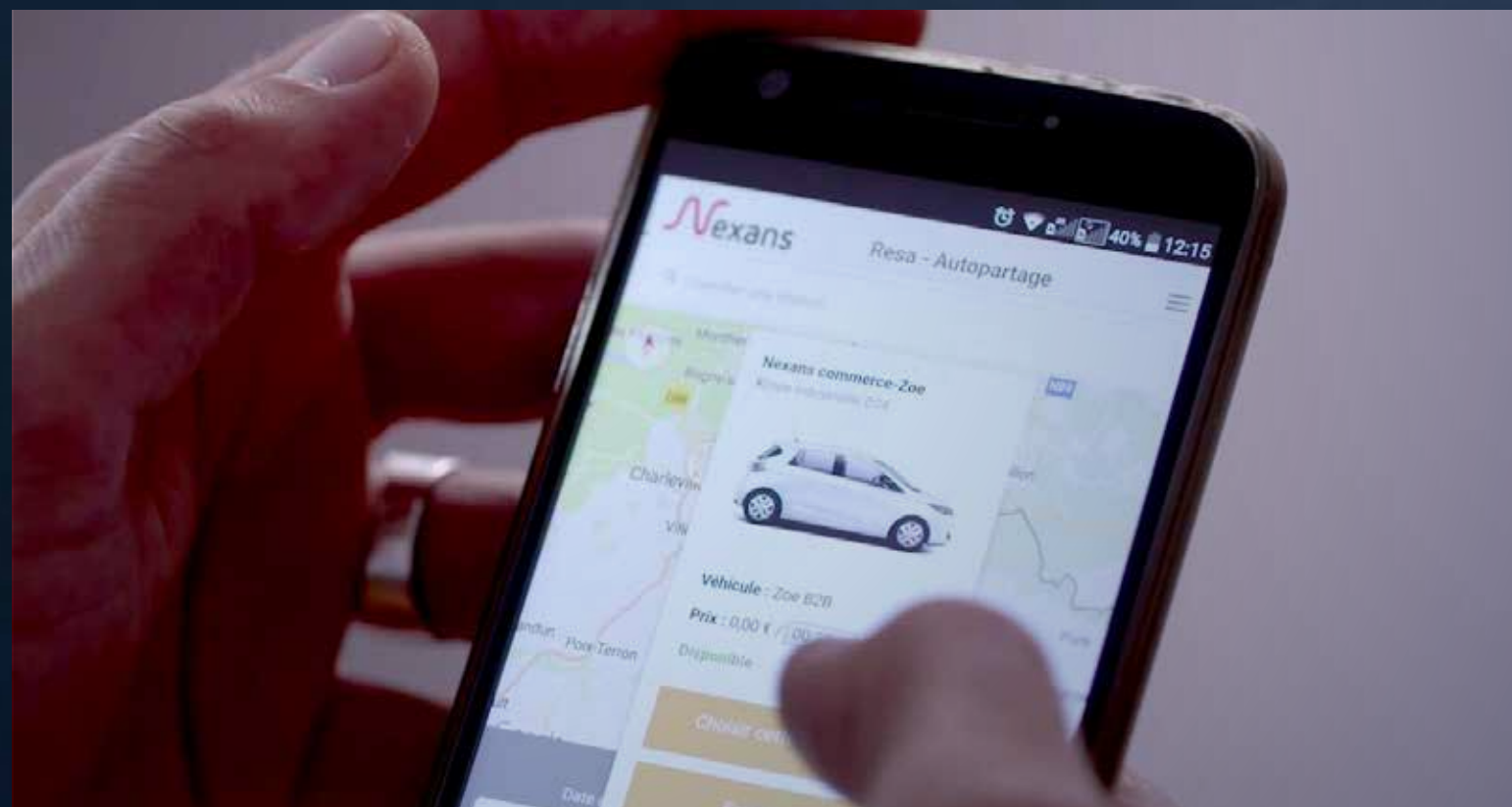
EASYCALC
Cable
Dimensioning
App



AGICITY®

AGICITY®

ELECTRIC VEHICLES CHARGING STATIONS SOLUTIONS



SERVICES BY AGICITY

A hotline, a real-time supervision software, experts, to guarantee faultless operation of the installations.

Nexans offers preventative and on-going maintenance services based on real-time supervision tools (SIGP).

From power distribution to asset management, Nexans offers a complete solution for AC and DC Electrical Vehicles Charging Stations (EVCS)

AN END-TO-END SOLUTION

POWER CONNECTION

EVCS

INSTALLATION

ASSET MANAGEMENT

EVCS: ELECTRICAL VEHICLE CHARGING STATION



AGICITY AP
7 TO 22KVA-AC

AGICITY FAST
24 KVA DC



NEXANS UNIQUE VALUE PROPOSITION END-TO-END SUPPLY CHAIN



NEXANS SUPPLY CHAIN 4.0: AMPLIFY OUR IMPACT



END-TO-END SUPPLY CHAIN TO OPTIMIZE ROCE²

CABLE FIRE
TECHNOLOGIES
FOR A SAFER
ELECTRIFICATION



1 FIRE EVERY
2 MINUTES

caused by an electrical
origin in the EU

25% TO 30%

of domestic fires caused by
an electrical origin in the EU

1,000
FATALITIES

in the EU each year

GROWING POWER IN
RESIDENTIAL BUILDING

24M EVCS to be installed in
residential building by 2030

NEXANS OWNS
+150 PATENTS THAT
ARE FIRE SAFETY
RELATED

	PVC / PE STANDARD CABLES	FIRE RESISTANT & RETARDANT CABLES
FIRE IGNITION	Catch fire easily in case of short circuit	Heat but does not burn
FIRE PROPAGATION	Transmit fire between rooms across cable pipes	HFFR Does not transmit fire
TOXIC FUMES	Fire smoke opacity blocks visibility at 5m	50m visibility through HFFR cables smoke
SAFETY SYSTEMS RELIABILITY	Melt and stop powering safety systems such as lighting or ventilation	HFFR withstand 1000 °C more than 2 hours still transmitting electric current



The Construction Products
Regulation (CPR) in Europe,
is setting fire requirements
for cables which can prevent
or accelerate fire depending
on the chosen technology

INDUSTRY 4.0 MANUFACTURING COMPETITIVENESS



PERFORMANCE MONITORING

Process Efficiency & Data Visibility

ENERGY MONITORING

Carbone Emission Reduction

AUGMENTED OPERATOR

In Hands Information (Real Time Data and Analytics Model Combination)

On-line Training Support



INTEGRATION OF DIGITAL SOLUTION IN INDUSTRIAL PROCESS AND DATA DRIVEN FACTORY

PREDICTIVE MAINTENANCE

Analytics to increase Overall Equipment Effectiveness (OEE)

CONTROL TOWER

Quality Reliability and Stability

LEAN DIGITALISATION SYSTEM

Kanban, Work Instructions, Work Orders