



Nexans Group 2020



A worldwide leading expert in advanced cabling and connectivity solutions

Sales in 2019 of 6.5 billion Euros ⁽¹⁾
Listed on Euronext Paris, Compartment A

13%⁽²⁾
High Voltage

23%
North America

38%
Europe

12%
Asia, Pacific

7%
South America

7%
Middle East,
Russia, Africa

- **Serving customers on all continents**
- **Industrial footprint in 34 countries and commercial activities worldwide**
- **26,000 local experts**

1. Sales at constant metal prices, 2019 data restated with change in copper standard price in force since January 2020

2. Global Business Group

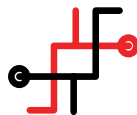
3. % sales by Geography based on sales at constant metal prices new standard, excluding Harness

Serving key markets



Support customers from the beginning (design, engineering, funding, asset management) to the end (system management) in finding the right cable system solution to address their efficiency and reliability challenges.

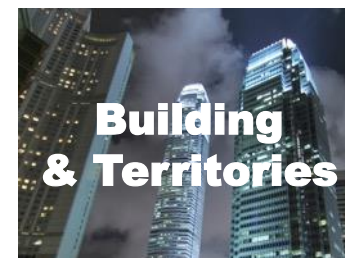
Land-based and submarine telecommunication networks, using copper and optical fiber cables.



Support OEMs and industrial infrastructure projects in customizing their cabling and connectivity solutions addressing their electrification, digitalization and automation challenges.



Help customers to easily deploy optical fiber infrastructure with "plug-and-play" cable, connectivity and solutions.



Provide reliable cabling and smarter energy solutions to support buildings and territories to become more efficient, livable and sustainable.

Aligned with customers

High voltage & project

- Offshore wind farms
- Interconnections
- Land high voltage
- Smart solutions for Oil & Gas (DEH, subsea heating cables)



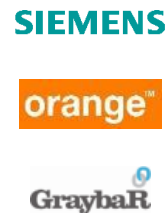
Industry & Solutions

- Transportation
- Automation
- Renewables
- Resources (Oil & Gas, mining)
- High-tech (nuclear, medical)



Telecom & Data

- Data transmission (submarine fiber, FTTx)
- Telecom network
- Hyperscale data centers
- LAN cabling solutions



Building & Territories

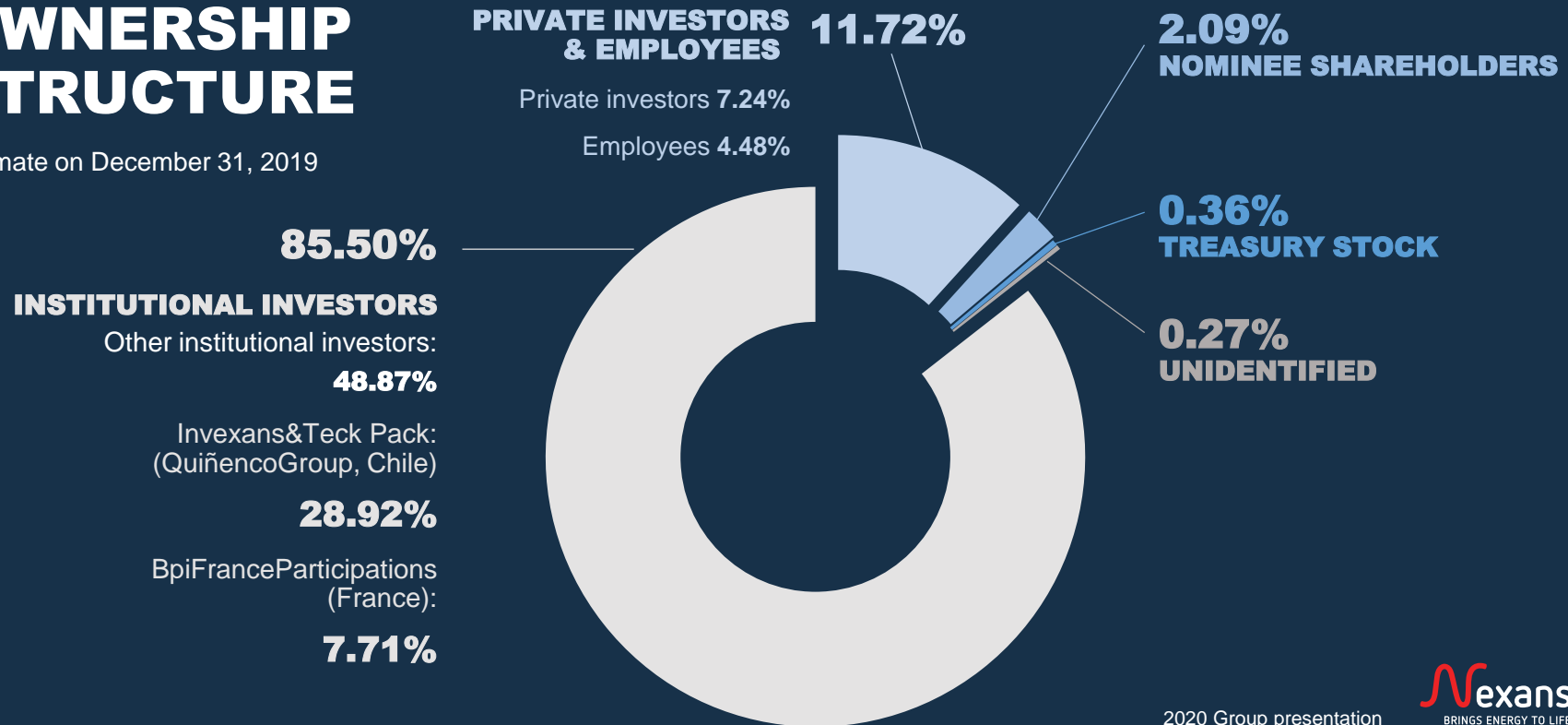
- Building
- Smart Cities/Smart Grids
- E-mobility
- Local infrastructure
- Decentralized energy systems
- Rural electrification



A fully independent group with an international and balanced shareholder base

OWNERSHIP STRUCTURE

estimate on December 31, 2019



Lead the value growth

1/2

Long term perspectives are excellent and require a move alongside the value chain leading to value growth more than volume growth.

By capturing new services, building modules and systems, Nexans will:

1. Deliver the **best value for money for its clients**
2. **Escape the commodity traps** and future intermediation risks
3. Address the **€120Bn services market** with new offerings and strategic partnerships

2030



- The World population will increase by **+20%**, and urbanization by **+40%**
- **Energy consumption** will jump by **+40%**
- **Renewable energy will double**
- Energy transition bringing **huge needs in Infrastructures and Networks**
- **Cable & connectivity production will grow 3.9% per year to 2030**
System management will grow up to **9.2% per year to 2030**

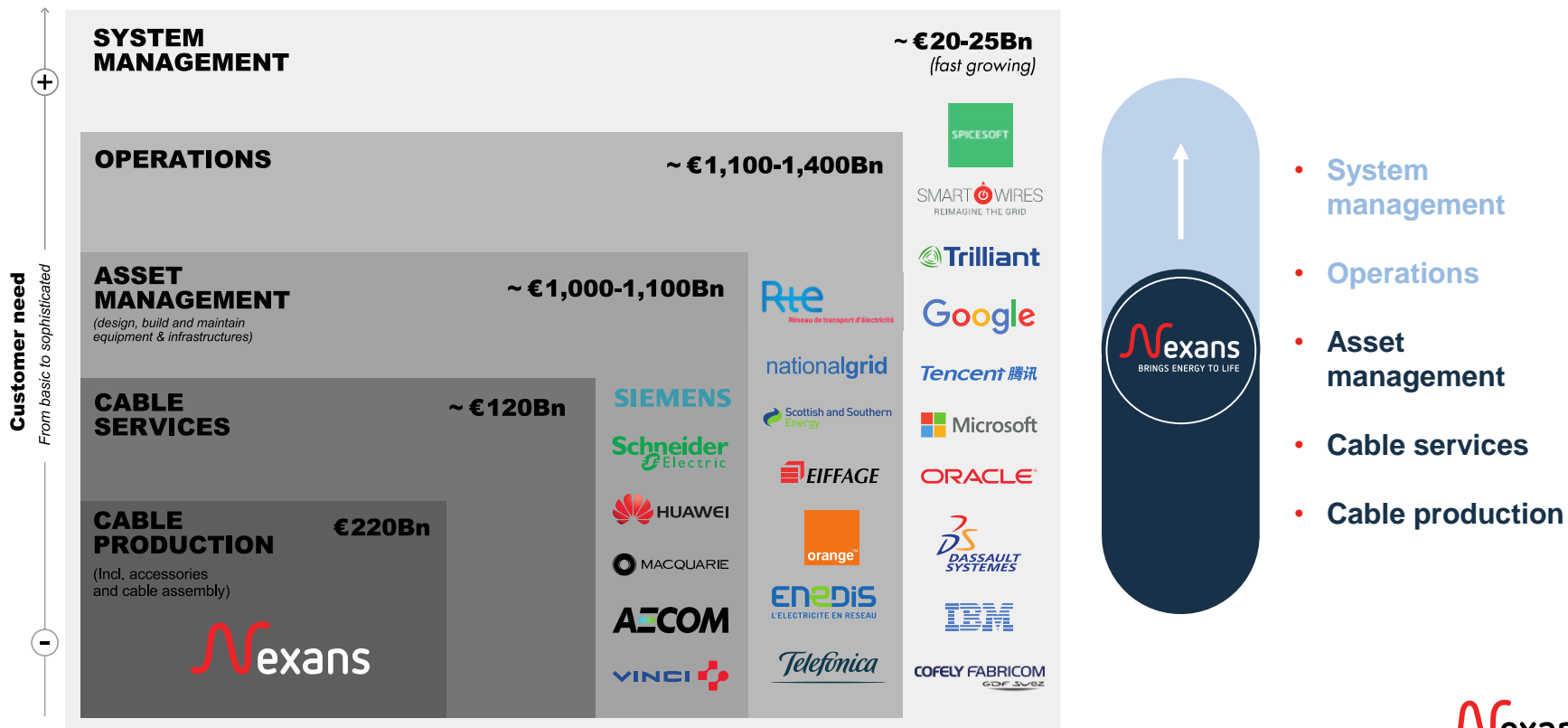
2018

Lead the value growth

2/2

Big picture view of the energy & data management market
Focus on Transmission & Distribution (power & data out of scope)

Total ~ 2,700Bn
First estimate



All third party trademarks (including logos and icons) referenced here remain the property of their respective owners. Unless specifically identified as such, Nexans' use of third party trademarks does not indicate any relationship, sponsorship, or endorsement between Nexans and the owners of these trademarks.

Customer driven research, focusing on innovation

900 RESEARCHERS, ENGINEERS AND
TECHNICIANS OVER THE FULL VALUE
CHAIN FROM INNOVATE TO PRODUCE

1,800 PATENTS REGISTERED
IN PORTFOLIO

100 MILLION EUROS R&D
INVESTMENTS IN 2019

59 PATENTS FILED IN 2019

Top 20 AMONG THE COMPANIES INVOLVED IN
R&D INVESTMENT AND TECHNOLOGICAL
INNOVATION IN ELECTRONIC AND
ELECTRICAL SECTOR IN EUROPE



A new Executive team to lead the New Nexans



Christopher Guérin,
Chief Executive Officer

FOUR BUSINESS LEADERS:



Vincent Dessale,
Chief Operating Officer and Senior
Executive Vice President of Building
& Territories Northern Business Group



Ragnhild Katteland,
Executive Vice President
Subsea & Land Systems Business Group



Julien Hueber,
Executive Vice President Industry
Solutions & Projects Business Group



Vijay Mahadevan,
Executive Vice President Middle East,
Russia, Africa and South America

FIVE FUNCTIONAL DIVISION LEADERS:



Jean-Christophe Juillard,
Chief Financial Officer
and Information Systems



Nino Cusimano,
General Counsel
and Secretary General



Juan Ignacio Eyzaguirre,
Corporate Vice President
Strategy and Mergers
& Acquisitions

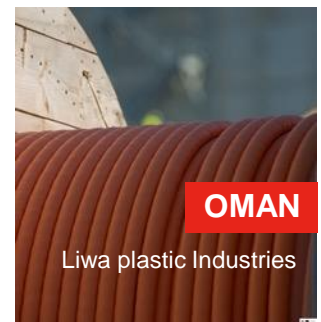
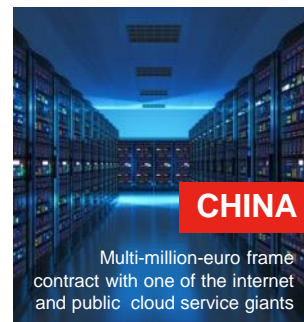
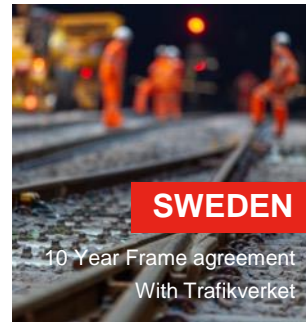


Jérôme Fournier,
Corporate Vice President
Innovation, Services & Growth



David Dragone,
Senior Corporate Vice President &
Chief Human Resources Officer,
CSR and Communication

Success stories around the world



Success Stories: Beatrice Offshore Windfarm

More clean energy for scottish homes



In Scotland, Nexans' underwater cables are set to deliver 588 megawatts of wind-generated energy from the Beatrice Offshore Windfarm to the mainland power grid. Located 13 kilometers from County Caithness, it was the first of its kind in Scotland when it began operating in 2007.

Nexans cables now relay enough energy to meet the needs of 450,000 Scottish households. This project adds to the more than 3,500 megawatts of energy from offshore wind farms that Nexans has integrated into power grids around the globe.

450,000
SCOTTISH HOUSEHOLDS

84

NEW INDIVIDUAL TURBINES
ADDED SINCE 2016 TO THE
TWO TURBINES ORIGINALLY
INSTALLED IN 2007

588 mw

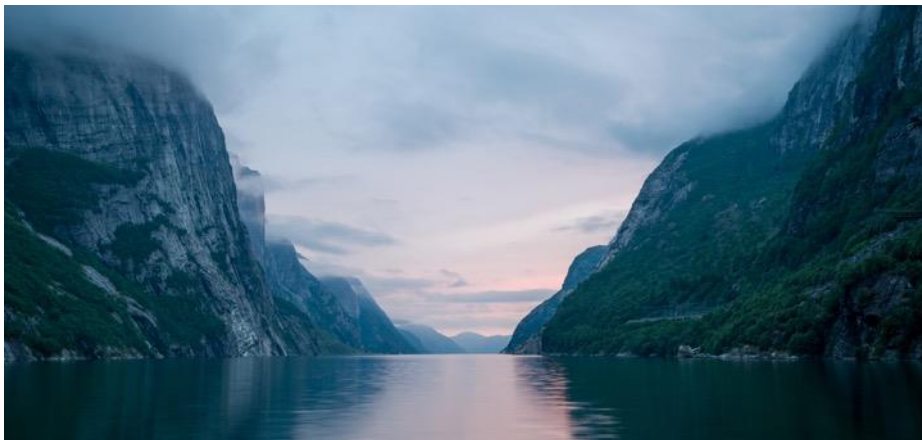
OF WIND ENERGY TO BE
GENERATED BY THE BEATRICE
OFFSHORE WINDFARM

Success Stories:

Nordlink

A Major Step in the Energy Transition

Nordlink is now providing Green Energy for millions of households in Germany and Norway



- Nexans has successfully manufactured and installed the interconnection between Germany and Norway to exchange green energies (solar/wind and hydropower)
- Nexans designed, manufactured and installed between 2015 and 2019 six 525 kV mass-impregnated (MI) high voltage direct current (HVDC) interconnector cables with a total length of 735 km
- Project completed on-time, including the final test which was ahead of schedule
- Skagerrak laid 6 cables on the seabed and 4 in-line joints



NordLink in a nutshell

Client: **Statnett, TenneT and the German promotional bank KfW**
Facility: **Halden, Norway**
Contract value for Nexans: **500 M€**

Success Stories: Key partnership for the North American Offshore windfarm development

Nexans, Eversource and Ørsted sign Framework Agreement for North American Offshore Wind Farm development with the opportunity to provide up to 1,000 kilometers of export cable for multiple Ørsted projects till 2027 in United States

The partnership with Ørsted and Eversource will accelerate the energy transition in North America and bring Nexans' industry-leading subsea cable technology to the U.S.

1ST PLANT IN THE US TO MANUFACTURE HV SUBSEA CABLES FOR OFFSHORE WIND FARMS

According to the US Department of Energy, even if only 1% of the technical potential of the offshore wind energy in the US is captured, nearly **6.5 million** homes could be powered.

Nexans' reliable XLPE cables resist extreme temperatures, stress and salty water so that **less power is lost** on the way.

Manufacturing up to **1,000 km** of cable till 2027 will create up to **250 jobs** in the US

Nexans
BRINGS ENERGY TO LIFE

Success Stories:

Nexans Asset Management service for DSOs



Nexans introduces a new asset management service for Distribution System Operators (DSOs) in partnership with Cosmo Tech, **and is the first cable manufacturer that has been able to propose this solution for utilities.**

The solution allows to find the balance between network performance, centralize and organise data, create and test scenarios and provide decision-making tools.

In total it can deliver TOTEX (CAPEX + OPEX) savings up to 10-15% on mid- and long-term strategies.

Success Stories:

Connection of Kype Muir wind farm, Scotland

Nexans completed High Voltage cable project to connect Kype Muir wind farm to Scotland's power grid

Nexans completed a project to provide a 16 km 132 kilovolt (kV) underground grid connection to SP Energy Networks, for the 88 megawatt (MW) Kype Muir wind farm.



Success Stories:

Advanced LANsense® AIM and LANmark®ENSPACE solutions

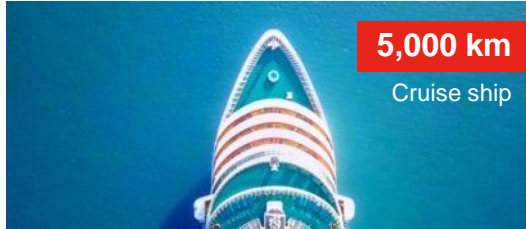
Nexans simplifies Data Center Network monitoring and scale-up with launch of LANsense® AIM and new high-density copper & fibre solutions



Nexans launches its new LANsense® Automated Infrastructure Management (AIM) solution for port to outlet network monitoring and optimisation.

The Group presented its cutting-edge LANmark®ENSPACE ultra high density fibre solution and Slimflex solution aimed at minimising footprint and maximising scalability.

Nexans in everyday life



Record breaking technologies

240 km

The longest cable
in one length

135 kg/m

The heaviest cable

525,000 V

The highest voltage for an
insulated cable (DC)

1,000 km

The longest
superconducting cable

-2,400 m

The deepest
undersea cable

<1,100°C

The most
heat-resistant cable

>-65 °C

The most
cold-resistant cable

CSR : Strategy

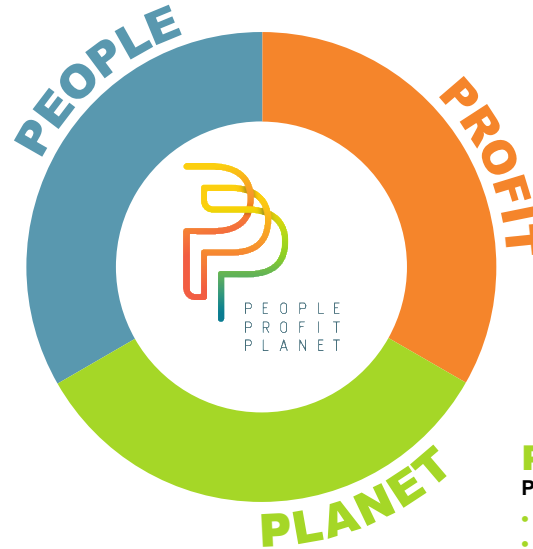
PEOPLE

PERFORMANCE INDICATORS

- Workplace safety
- Absenteeism
- Measuring engagement and diversity

THE 3PS, UNIFIED

In 2020 and 2021, Nexans is introducing a fundamental change by refocusing its management on the **3Ps: People, Planet and Profit**. Business Units will no longer be rewarded solely for their ability to generate profits, and each quarter, they will be assessed on the basis of performance indicators.



PROFIT

PERFORMANCE INDICATORS

- EBITDA
- Working capital requirement (WCR)
- Free cash flow

PLANET

PERFORMANCE INDICATORS

- Water and energy consumption
- CO₂ emissions
- Waste recycling and recovery

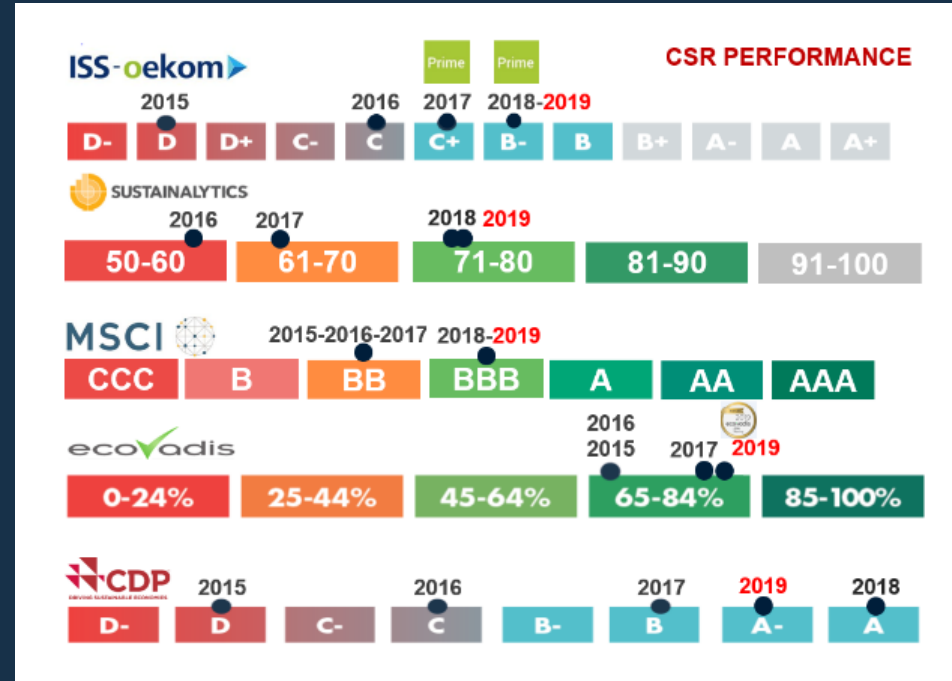
CSR : Performance

Continuous improvement in corporate social responsibility performance

The Group's CSR initiatives and progress recognized by non-financial rating agencies



Nexans is the winner of The Integrated Thinking Award 2018. This European prize for integrated thinking, particularly rewards the Group's expression of its ambition and the interaction of its stakeholders in its ecosystem at the core of its strategy



Nexans Foundation since 2013

FOR FAIR ACCESS TO ELECTRICAL POWER

SINCE
2013

ACTIONS IN
38
COUNTRIES

122 PROJECTS
DEPLOYED WITH
62 NGOs

NEARLY
1,800,000
BENEFICIARIES



Nexans
FOUNDATION
For fair access to electrical power

People, the driving force to deliver our ambition

We want to attract and develop the best appropriate local talent and teams in every market where we operate, who are innovative, market driven and performance oriented

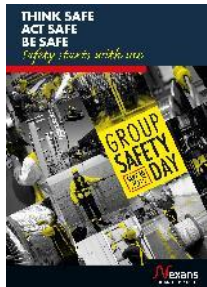
- **We Act as a Business Partner** Helping all our entities achieve their objectives by putting in place an efficient organization, and contributing to the new Nexans
- **We Act as People Supporters** - Taking care of ALL employees
- **We Act as Change Agents** - Supporting innovation by implementing some key HR initiatives, such as
 - Culture change, including employee engagement
 - Diversity & Inclusion (Women in Nexans, ...)
 - MyLearning (Nexans Business fundamentals, Functions e-Academies, digital learning, online induction...)
 - Annual Recognition program – Nexans Remarkable People
 - Review of performance process (annual appraisal)
 - Competitive compensation & benefits policies
 - Internal mobility
 - Digitalization of HR tools (MyClick)
 - Constructive social dialogue
 - Regular Employee Shareholder campaigns (e.g. “ACT” 2020)
 - Safe and satisfactory/modern workplace environments
 - Fair and non discriminatory hiring practices



We are Nexans !

Women in Nexans

- Global diversity mission statement
- Objective: 25% of women in management by 2022
- Actions: IWD & Pink October campaigns, trainings, events onsite, interviews, newsletter...



Safety Day

- A common and dedicated day to engage all employees
- Objective: reduce LTI's and improve Safety culture
- Common theme of 2021 edition: hand safety



NLH (Nexans Living History)

- A global project to develop sense of pride and belonging within Nexans
- Short & long version movie, dedicated website, photo contest, onsite events...



NRP (Nexans Remarkable People)

- Provide the management with a tool to recognize their direct reports.
- Acknowledge merit, wherever it is. All employees, in all countries, all levels...
- An annual recognition program since 5 years.



www.nexans.com



2020 Group presentation

