

2016 OVERVIEW

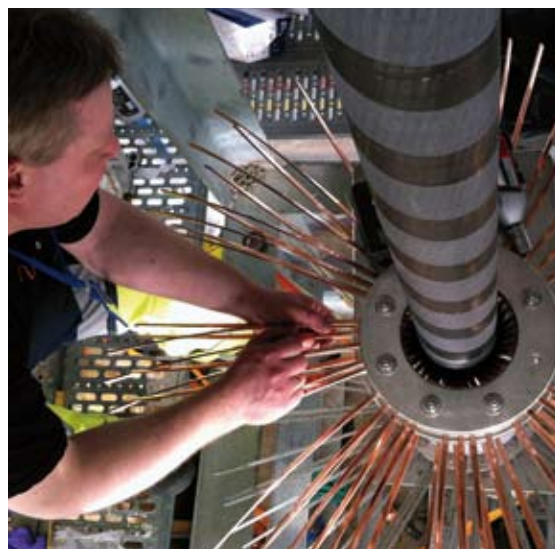


Energy infrastructure



NORDLINK: POWER EXCHANGES

Germany and Norway are planning to exchange their surplus green energy production via Nordlink, as a way of strengthening energy supply security and developing renewable energies. Nexans has won a landmark 500 million euro contract for the turnkey construction of this submarine link. It includes the design, manufacture and installation of two high voltage direct current 525 kV cable subsystems with a record total length of 700 km.



Electricity is essential for modern life, and its availability is vital for many sectors. As well as being a world leader in submarine high voltage cables, we also propose leading-edge solutions for overhead power lines and underground cable systems. By using composite core cables, superconducting cables, power line carrier (PLC) technology and smart grids, our innovations are paving the way to new performance standards in terms of safety, energy efficiency and capacity. They reduce power line losses and facilitate the transmission of electricity produced by intermittent renewable sources, as well as power supply for major cities and electricity access for emerging markets.



Energy resources

FRANCE: EUROPE'S FIRST SOLAR POWER PLANT

Inaugurated on December 1, 2015, the Cestas solar plant southwest of Bordeaux, France, will produce more than 350 GWh a year, which is equivalent to the domestic consumption of a city of 240,000 people, with peak power of 305 MW. The site features one million solar panels covering 250 hectares, and includes 5,000 km of medium- and low-voltage cables, photovoltaic cables and KEYLIOS® fiber optic cables, which were produced and delivered by Nexans as construction progressed.



Worldwide energy demand is set to increase 40% by 2040.

The challenge is to develop competitive resources without sacrificing safety or environmental protection.

We are developing advanced, robust and reliable solutions for tapping new sources of energy produced in the most demanding environments. These include hybrid and umbilical cables to power and control installations, direct current cables to transport electricity produced offshore and heating cables to maintain flow in submarine pipelines.

Transport



RIO DE JANEIRO: A NEW GENERATION TRAM

A new 28 km tram line will link the Porto Maravilha district, the central train station and Santos Dumont airport in Rio de Janeiro, Brazil. A third rail will supply power and a supercapacitor will recover braking energy. Nexans is the

exclusive supplier of power, data and control-command cables for the 32 Alstom tram cars on the line, which is the first in the world to use this combined system.

Rapid growth in mobility requires new solutions to limit emissions and ensure the safety of heavily used infrastructure.

In response to demand for safe, lightweight solutions and on-board communications systems, we provide light, compact, and recyclable cables and harnesses for cars, planes, ships, trains and large temperature subways; cables that are resistant to fire, temperature variations and interference; innovative signaling systems; high-availability systems for freight terminals and zero-emission power systems for taxiing aircraft and docking ships.





Buildings

DENMARK: SECURED HOSPITALS

Central Jutland has selected Nexans' Micro-Switch Medical solution for its hospitals. These Ethernet micro-switches, which are optimized for medical environments, enable hospitals to deploy their fiber optic network all the way into cleanrooms, and to connect all medical devices to improve the quality of service for patients and users. Fitted with IEC60601-1 certified insulators, our micro-switches guarantee unparalleled electrical safety.



Two thirds of the world's population will live in cities by 2050. Ensuring safety, energy efficiency and ease of installation are the main challenges for cabling buildings that are increasingly large, sophisticated and connected. We meet all these challenges with halogen-free, fire-resistant energy and data cables, and solutions that make life easier for fitters and comply with sustainable performance requirements. We provide solutions for ultra-high bandwidth transmission and critical applications, as well as advanced systems to manage and control data center connections and consumption.

Mission

BRINGING ENERGY TO LIFE

Every day, our energy and data cables make it possible for millions of people to take action, make things, get around, stay informed, communicate, have fun and stay healthy.

OUR MISSION: to design, produce and market cables and cabling systems that transmit the electricity and data we need in our daily lives and societies safely, reliably, efficiently and sustainably. On the leading edge of our industry for over a century, we provide solutions for the most complex applications in the most demanding environments. A world leader in the cable industry, we contribute to development and quality of life.

OUR STRATEGIC FOCUSES

Competitiveness

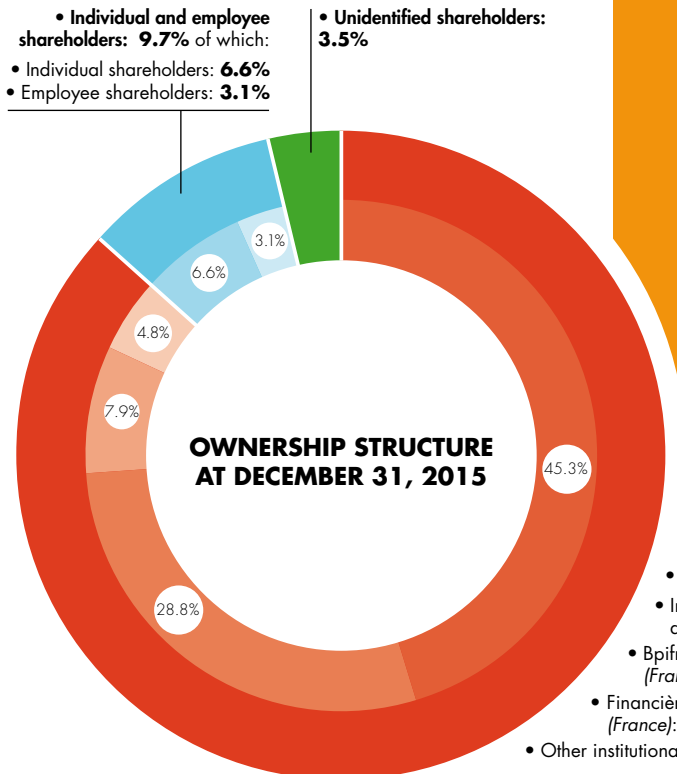
We are improving our costs, efficiency and productivity to reach the highest levels in each market.

Leadership

We are innovating and developing services to better meet the needs of our customers and thereby strengthen our leadership in our key markets.

Selectivity

We are giving priority to activities that make the most of our technologies and services so we can create shared value.



26,000 employees

6.2 billion euros in sales ⁽¹⁾

Nexans is listed on NYSE Euronext Paris.

(1) At current metal prices.

- Institutional investors: **86.8%** of which:
 - Invexans (Quiñenco group, Chile): about **28.8%**
 - Bpifrance Participations (France): **7.9%**
 - Financière de l'Echiquier (France): **4.8%**
- Other institutional shareholders: **45.3%**

Markets

FOUR MAJOR GROWTH MARKETS

Population growth, rising living standards, urbanization, industrialization in emerging markets, increased mobility, global trade and the digital revolution are all generating

huge needs for energy, infrastructure, transport and buildings. These factors are driving demand for cables. Meeting these growing needs with minimal impact on the environment and climate is a challenge we share with our suppliers and customers.



ENERGY AND DATA INFRASTRUCTURE

- High-, medium- and low-voltage submarine, underground and overhead electricity transmission and distribution networks
- Land-based and submarine telecommunication networks, using copper and optical fiber cables



ENERGY RESOURCES

- On and offshore wind farms, solar power
- On and offshore oil and gas
- Thermal and nuclear power plants
- Mining



TRANSPORT

- Automotive
- Aeronautical and spatial
- Shipbuilding
- Rolling stock and railway networks
- Airports, railway stations and ports



BUILDINGS

- Industrial, logistics, tertiary and commercial buildings
- Community facilities
- Collective buildings
- Housing
- Data centers

THE LENGTH OF CABLES FOR...



A car:

3 to 5 KM



A 1,500 sq.m building:

15 to 30 KM



A plane:

650 KM



An oil rig:

1,500 KM



An offshore wind:

1,750 KM



A cruise ship:

3 000 KM



A data center:

75 KM

International

SUPPORTING OUR CUSTOMERS WHERE THEY LIVE AND WORK

We serve a range of different types of customers – including network operators, energy producers, engineering firms, mining companies, equipment manufacturers, installers and distributors, and infrastructure

and construction companies – which have local, regional or even global needs.

Bid processes and major projects are overseen by specialized teams that can mobilize all of the Group's resources to provide the most suitable industrial and logistics solutions.

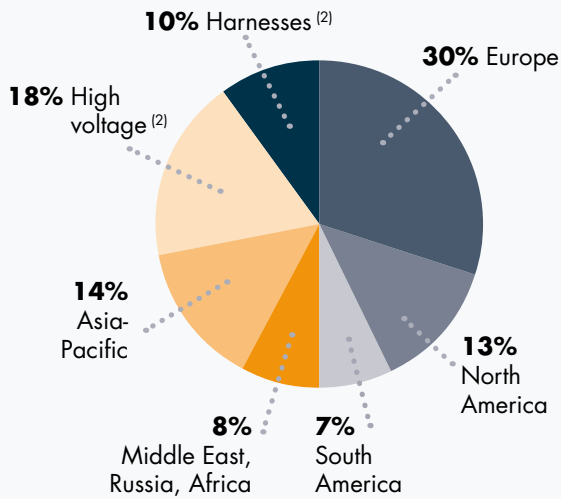
A worldwide sales presence.
Manufacturing sites in 40 countries
across 5 continents.

WE HAVE EARNED THEIR TRUST:



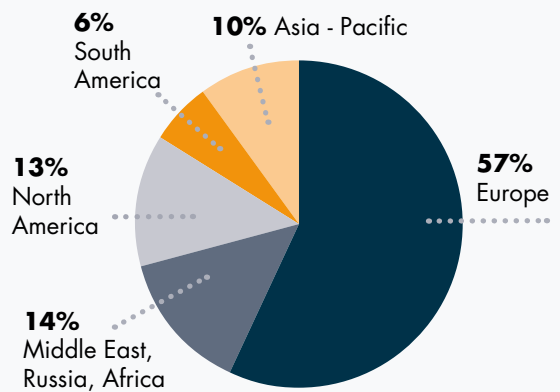
Net sales 2015

€4.6 billion ⁽¹⁾



Headcount 2015

26,000 employees



(1) By origin, at constant metal prices.

(2) Global business group.

NORTH AMERICA

Canada, Mexico, United States.

SOUTH AMERICA

Brazil, Chile, Colombia, Peru.

EUROPE

Belgium, Bulgaria, Czech Republic, Denmark, Finland, France, Germany, Greece, Italy, Lithuania, Norway, Poland, Romania, Slovakia, Spain, Sweden, Switzerland, Ukraine, United Kingdom.

MIDDLE EAST, RUSSIA, AFRICA

Angola, Ghana, Lebanon, Morocco, Nigeria, Qatar, Russia, Senegal, Tunisia, Turkey.

ASIA-PACIFIC

Australia, China, Japan, New Zealand, South Korea.

BOMBARDIER



FINCANTIERI



Solutions

HELPING OUR CUSTOMERS ACHIEVE THEIR OBJECTIVES

Our customers expect solutions to help them optimize their infrastructure, enhance its reliability, cut costs, reduce their environmental footprint and boost performance. We work closely with our customers to provide them with this support.

All our teams are committed to providing the best advice, the best products and the best services. From the design stage through recycling, we develop comprehensive solutions by market segment as well as bespoke services. Our ergonomic designs and packaging enhance the precision of lengths, optimize inventory management and accelerate cabling, generating time savings of up to 50%.

COMPREHENSIVE SOLUTIONS BY MARKET SEGMENT

- Industrial automation: MOTIONLINE®
- Shipbuilding: SHIPLINK®
- Mining: POWERMINE®
- Solar power: KEYLIOS®
- Medical equipment: NEWSENSE®
- Rolling stock: FLAMEX®
- Optical fiber networks: KINOPTIC®
- Fire safety systems in buildings: ALSECURE®
- Wind turbines: WINDLINK®
- Thermal and nuclear power plants: ENERGEN™



SERVICES COVERING THE ENTIRE VALUE CHAIN

Design, supply and installation

- Design, production.
- Installation, tests, training.
- Studies, specifications, consulting.
- Engineering.
- Turnkey projects.

Life cycle management

- Life cycle assessment.
- Product environmental profiles.
- Preventative maintenance, repairs.
- Optimization.
- Recycling.

Uninterrupted operation

- Call centers.
- 24/7 technical assistance.
- Emergency inventory, express deliveries.

Services

- Just-in-time, grouped and paced deliveries.
- Inventory management.
- Custom cable lengths.
- Ready-to-install cable and harness sets.

INNOVATING TOGETHER

We leverage our powerful, productive applied research to anticipate changing standards and meet the challenges of safety, energy efficiency and sustainability.

We work very closely with our customers, opening up our application centers so they can test and compare cable performance under real operating conditions. Our engineers also work with a number of carmakers as part of their research teams for joint projects. We also nurture active relationships with academic partners.

ONE OF THE TOP 50 INNOVATIVE FRENCH COMPANIES

- **600** researchers, engineers and technicians
- **52** patents filed in 2015
- **670** patent families in our portfolio
- **83** million euros worth of investments in 2015

OUR WORLD RECORDS

- The highest voltage for an insulated cable (AC): **500,000 V**
- The cable laid at the deepest depth: **- 2,400 m**
- The most cold-resistant cable: **- 65°C**
- The most heat-resistant cable: **1,100°C**
- The longest single stretch of cable: **240 km**
- The heaviest cable: **135 kg/m**
- The longest superconducting cable: **1,000 m**



USEFUL APPLICATIONS

NEXANS APP

A free mobile application where customers can access our comprehensive catalogue of cables and accessories, as well as installation guides.

EASYCALC®

A free mobile application that enables quick and easy cable sizing for electrical installations.

EcoCalculator®

A tool for selecting the best and most cost-effective low voltage cable solution for improving energy efficiency, reducing environmental impact and ensuring fire safety.

NEXANS TRACKER™

An online tool that enables customers to easily access regulatory information about products. NEXANS TRACKER™ provides up-to-date information and complete traceability for the substances of very high concern (SVHC) defined by the European Union body in charge of REACH regulations⁽¹⁾.

(1) Registration, Evaluation, Authorization and Restriction of Chemicals. These regulations were introduced to offer protection for the use of these materials in any quantity.

Solutions

OFFERING OUR CUSTOMERS A COMPETITIVE EDGE

We have put in place a global continuous improvement initiative with a view to increasing our competitive edge, helping customers to become more competitive and enhancing our performance. It is the talent and dedication of Nexans' people that make us stand out from the competition. We give our employees the resources they need to build their careers and we reward their achievements.

Nexans Excellence Way

Nexans Excellence Way draws on commitment from employees, best practice sharing, standardization and lean leadership to manage resources efficiently, ensure high performance standards and maximize customer satisfaction. All of our sites now participate in the Nexans Excellence Way program, which has been extended to supply chain functions. Nexans Excellence Way is becoming our shared work methodology, which will be deployed across all processes in 2016, at operational and corporate level, as well as for the development of new products and innovation.

Competitiveness is being improved as part of a worldwide plan that involves redesigning products, streamlining our offering and aligning production processes with best practices.



100% of activities hold ISO 9001 or 9002 quality certification

Safety is the primary performance indicator

The frequency rate of workplace accidents fell by about 35% in one year to 2.10⁽¹⁾ in 2015.

(1) Number of lost-time accidents per million hours worked.

Purchasing helps give us a competitive edge, through technology intelligence, openness to supplier innovation and joint developments.

Nexans is one of the world's largest purchasers of copper, buying 445,000 metric tons in 2015.

SKILLS AND DEVELOPMENT

Our recruitment and career development policies are shaped by managerial and business-based competency models. Discussions between each employee and his or her manager serve as the basis for personal development and training plans. Nexans University, which is an integral part of the Group and is open to all employees, promotes shared values, the exchange and development of skills and collaboration. Project and change management are at the heart of new training programs.

MOTIVATION AND COMMITMENT

We use a wide range of individual and collective incentive systems, including in-house challenges, short-, medium- and long-term profit-sharing and employee share ownership programs to encourage our employees to reach high performance levels, unleash their creativity and directly involve them in achieving our targets.



OBJECTIVE: 80% OF POSITIONS FILLED THROUGH INTERNAL PROMOTIONS

SIX EMPLOYEE SHARE OWNERSHIP PROGRAMS IN 12 YEARS

AN INTERNAL SURVEY EVERY TWO YEARS

NEXANS REMARKABLE PEOPLE: AN AWARD GIVEN OUT EACH YEAR TO RECOGNIZE THE EMPLOYEES WHO BEST REPRESENT THE "NEXANS SPIRIT"

ETHICS AND COMPLIANCE:

- A new dedicated Intranet site with all the necessary information is available for all Group employees.
- A Compliance Program Officer has been appointed.
- A procedure has been put in place for signaling any violations of the Code of Ethics and Business Conduct.

Commitment

PLAYING AN ACTIVE ROLE IN RESPONSIBLE DEVELOPMENT

We are committed to reducing our consumption and minimizing the environmental impact of our activities and products. Our suppliers are also involved in this responsible approach. We use our expertise and cables to help protect the world's heritage and improve energy access for disadvantaged communities, and we encourage our sites and employees to get involved in outreach projects.

MINIMIZING OUR ENVIRONMENTAL IMPACT

Innovations and improvements in our machinery, business practices and processes enable us to optimize the use of raw materials and reduce the environmental impact of our products and activities.

As a pioneer in recycling, we have put in place a comprehensive solution for recycling and reusing cables at the end of their useful lives.

We are taking steps to increase our sustainable purchasing and improve our environmental footprint. Ready-to-lay cables, grouped deliveries, river transport and the reuse of drums are all ways in which we can cut down on over-consumption and CO₂ emissions.

73% of sites certified ISO 14001
 95% of manufacturing waste recycled
 3.5 million euros invested in energy efficiency
 34% of the Group's investments targeted at improving energy performance
 22,700 tons of copper recycled through continuous casting in Montreal (Canada) and Lens (France)
 81% of suppliers representing
 80% of purchases have signed our Supplier CSR Charter

Nexans FOUNDATION

THE NEXANS FOUNDATION: FOR FAIR ACCESS TO ELECTRICAL POWER

Created in 2013, the Nexans Foundation helps bring electricity to disadvantaged communities by working with local non-profit organizations on renewable energies and sustainable solutions. Its main objectives are to provide electricity to villages, schools and training centers and to develop solar-powered solutions to supply drinking water. About 570,000 people in Africa and Asia have already or will shortly have access to hydraulic, solar or wind power thanks to this initiative.

WE ARE VOLUNTEERS: COMMITTED EMPLOYEES

In 2015, Nexans created We are Volunteers, an outreach program that allows all of the Group's employees to contribute their personal or professional skills to charities supported by the Nexans Foundation on a voluntary basis.



MADAGASCAR

Six health centers and six women's centers belonging to the SOS Villages d'Enfants charity are now supplied with solar power in Madagascar. This will enable them to remain open to provide care at night and improve treatment.

FRANCE

A tertiary training program has been set up in collaboration with Apprentis d'Auteuil for treating energy flows in the same way as data flows. The equipment used in the program will help young people to hone their skills in the field of fiber optics and improve their chances of finding work.

NEPAL

Our Foundation supported the charity Un Enfant par La Main's emergency project to rebuild homes in Nepal following two earthquakes on April 25 and May 12, 2015. The project's goal is to provide the electrical installation for 56 of the reconstructed houses (392 people) in the city of Ramechhap and connect them to the power grid.

33 electrification projects funded in **18 countries**, through partnerships with **22 non-profit organizations**. An annual budget of **300,000 euros**.

www.nexansfoundation.com

ENERGY FOR AFRICA

In Sub-Saharan Africa, almost 70% of residents had no access to electricity in 2015, despite the continent's vast hydraulic, solar, wind and geothermal resources. Nexans is a member of Energies for Africa, a foundation that intends to leverage these resources to bring power to 600 million Africans by 2025 and provide the continent with the electricity it needs for its development.

NEXANS TAKES ACTION TO SUPPORT AFRICAN ELECTRIFICATION

Nexans supports the African Renewable Energy Initiative (AREI) presented at COP21, as well as the project for a Pan-African Electrification Agency. To support this agency, several French companies and institutions, including Nexans – which has been the driving force behind the project – have committed to pooling their skills to provide a comprehensive offering that meets the needs of African states, while respecting their diversity and sovereignty.

Our values

- Think customer
- Value people
- Commit to excellence
- Take action
- Be responsible
- Work globally



As a member of the United Nations Global Compact, Nexans supports the implementation of ten universally-accepted principles in the areas of human rights, labor, the environment and anti-corruption.



Nexans is a member of Europacable, the European Association of Wire and Cable Manufacturers, which is listed in the European Commission's transparency register.

Nexans

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www.nexans.com



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BRINGS ENERGY TO LIFE