

 Nexans



A global cable expert

t o m e e t a l l y o u r m a r k e t n e e d s



: a global leader for a world industry

The sheer magnitude and variety of cables used today require a cable manufacturer with vision and extensive production and service capability.



The sheer magnitude and variety of cables used today...

• Infrastructure

As electricity and telecom companies continue to deregulate, Nexans provides cables and systems to upgrade networks, and keep them competitive. Whether for information or energy, our cables meet the challenges of distance, capacity, and installation in tough environments. Recent breakthroughs include superconductors for energy transmission, offshore wind park installations, innovative right-of-ways, broadband copper and advanced plastic fiber solutions for home networking.

• Industry

The overriding concern of global manufacturers is to produce better and more competitive products. Nexans cables make it possible to incorporate better, more durable, higher-performing products and components whose cost has been lowered through innovative materials and designs. We provide a complete portfolio of solutions and advanced technologies for sectors as diverse as the automotive and aerospace industries, shipbuilding, railways, telecommunication and energy networks, oil & gas, etc.

• Buildings

Ecologically-sustainable, high-tech buildings continue to be built worldwide, mainly in the form of smaller, energy- and data-efficient structures. Both require cabling designs with advanced building management capability. Aside from providing cables for lighting and energy, equipment and elevators, Nexans proposes integrated fiber and copper solutions to optimize Local Area Networks. With a permanent concern for safety, Nexans supplies a wide range of zero-halogen, low-smoke, fire resistant/retardant cables.



...require a cable manufacturer with vision...



...and extensive production and service capability.

Nexans has the **EXPERTISE**, the **GLOBAL PRESENCE**, the **PERFORMANCE**, and the **PARTNERSHIP** skills that only a truly world-class cable manufacturer can provide.





Wires and cables are at the heart of modern life. Without them, not only would our basic primary needs not be met, but secondary needs, like research, medicine, entertainment, communications, mobility, would be utterly impossible. Remove the trillions of kilometers of cables on the planet, and life would return to primitive conditions, with humanity at the mercy of hunger, cold, and the harsh natural elements.

The vast maze of cables is virtually everywhere: in the air, undersea and overland, carrying vital telecommunications and energy. Without our national and urban infrastructures, cities would be dark, travel would be difficult, life would lack nearly every modern convenience.

Cables and cabling systems are also omnipresent in industries and the countless products we use: from the

fine wires in watches to electrical motors and transformers; from domestic appliances to ships, trains and airplanes.

The oil & gas industry, petrochemicals, telecoms, power utilities, the automotive sector, etc. are all dependent on a whole range of cables for control, energy and data.

In addition, our homes, buildings, offices, business complexes, hospitals, airports - indeed entire cities - use every kind of wire and cable imaginable for lighting, power, and communications. Within the human habitat and in public places, the overriding concern is safety and security. Often invisible, but always present, cables provide the nerves and sinews of developed industrial economies. Increasingly they are becoming a world phenomenon, with almost limitless potential for growth.

The diversity and future development of the wide world of cable demand a company with global capability and expertise...

EXPERTISE: a broad range of cables and cabling systems for any market

Fully dedicated to cables and cabling systems, Nexans manufactures a broad spectrum of energy and telecom cables and electrical wires, in addition to all accessories and complete turnkey systems.

The fact that cables are our core business means that we have special expertise and a wide family of products and solutions for every market segment. Our energy products range from long-distance submarine cables to underground and aerial cables for land-based grids. We also manufacture special and equipment cables for

industry and buildings. Our telecom cables include copper and fiber solutions for long-distance, metropolitan and subscriber access networks, in addition to data, control and instrumentation cables for aerospace, medicine, railways, shipbuilding, etc. We also produce a full range of accessories, terminations

and interconnect solutions for both energy and telecommunications. Nexans is also an expert in casting molten metals and a skilled manufacturer of rods, conductors, and other value-added wire and cable products. Nexans offers a complete family of cables, accessories and systems:

- Fluid-filled and advanced XLPE insulations for land and submarine environments
 - Future-safe copper solutions including connectors for high-speed LANs (Category 7)
 - Efficient self-bonding wires and continuous transposed cable (CTC)
 - Underwater installation expertise using patented ROVs (Capjet)
 - Expertise in combining energy and data functions (hybrids and umbilicals)
 - Mastery of connectivity: joints, terminations, splicing, distribution, etc.
- Complete range of LV/MV/HV energy cables and accessories, from 1kV to 600kV
 - Full scope of telecommunications and data cables, both fiber and copper
 - Special cables and harnesses to transmit data and power



Nexans supplied and installed over 3,000 km of halogen-free and fire resistant cables for the world's largest cruise-ship, the Queen Mary 2.

Nexans produced electrical harnesses for the comet probe "Rosetta" for Astrium, under a European Space Agency (ESA) contract.



The Long Island Power Authority (LIPA) chose Nexans for the cryogenic cable for its superconductive power transmission system.



GLOBAL: a local presence around the world

To reinforce its customers' global competitiveness, Nexans promotes teamwork, customizes products and delivery logistics, and is a prime mover for international standards.

of-the-art knowledge at the local level in keeping with national and international standards.



Nexans is continuing to expand its capacity and services worldwide. Our global awareness is especially evident in international teamwork and cooperation. Also, as manufacturers move from economies-of-scale towards customized products with shorter production runs, Nexans is increasingly adding value to cables so as to facilitate modularity and easy installation. In addition, our logistics

network accommodates "just in time" manufacturing practices and deliveries. Standardization is another long-term concern for Nexans, which plays a leading role on international standard committees to facilitate multi-supplier platforms and networks, and interconnectability. Thus, Nexans combines size and global reach with state-

- Broadest geographical presence in the cable industry
- Experienced workforce of 17,000 people located around the world
- Industrial presence in 29 countries on five continents
- Commercial and marketing activities in 65 countries
- One international research center supplemented by 10 competence centers in 5 countries
- Full mastery of all international, national and local standards
- A workforce with multiple languages and extensive cultural skills

ThyssenKrupp awarded Nexans an order for the supply and installation of long stator winding wires for the levitation system of Shanghai Transrapid.

For two new terminals at Madrid international airport, Nexans supplied halogen-free cables and conductors for luggage conveying systems.

The Swiss railway company BLS Alptransit chose Nexans to supply the integral cabling for the new Lötschberg railway tunnel, the longest in Europe.



PERFORMANCE: innovation and respect for the environment

Nexans heavily reinvests in R&D to invent new products and manufacturing processes, adapt technologies, improve safety, and develop customized solutions with and for customers.

R&D is carried out at three levels. Upstream activities, based on rigorous scientific research, are concentrated on polymers, plastic optical fibers, special enamels for winding wires, advanced metal alloys, deep-sea technologies, superconductors, etc. Applied research is done in an international research center. Once feasibility is proven, responsibility for industrial integration is transferred to 10 competence centers located in

various countries. Onsite R&D is done in our plants, and in association with our customers.

All of our facilities operate under the highest ISO standards, and are concerned with reducing risks to both persons and the environment, for example, by replacing lead with safe and user-friendly aluminum wherever possible. All raw materials are carefully tracked to facilitate recycling. Because of our strong record in innovation and safety, our customers have shown us their confidence by making us industry leaders:

- N° 2 worldwide for LAN and power cables
- Portfolio of 420 families of patents through a Continuous Improvement Process
- State-of-the-art cable laying on sea and land, and for right-of-ways (ROWs)
- Safe halogen-free cables that can continue operating up to 1,000° C
- Clean and time-saving self-bonding winding wires for motors
- World records for the longest (125 km) and deepest (2,300 m) offshore umbilicals
- Recyclable cable products designed to have minimum impact on the environment
- N° 1 in Europe for rods, equipment cables, and data transmission special cables

Nexans provided combined high voltage/fiber optic cable for the **Smøla Wind Farm** (Norway), one of Europe's largest offshore wind power projects.

Nexans supplied **Gothnet of Gothenburg** (Sweden) with cables and components, including LAN copper, optical fiber, splice systems, etc.

Nexans is to supply power cables worth 50 million Euros to the **Salt River Project (SRP)**, a major US electrical utility.



PARTNERSHIP: a preferred supplier, guaranteeing both product quality and service

Nexans takes partnership seriously in everything from cable design, integrated systems and networking to turnkey projects, delivery logistics, maintenance and after-sales service.



supply chain, we offer products and technologies that can improve performance, prolong product life, and enhance attractiveness to final users. Quality control and delivery logistics are an important part of our service commitment. We share market intelligence with customers to widen opportunities for major contracts. Our aim is to become a preferred partner offering customers counseling in terms of design, implementation, and maintenance, and assuming total responsibility for installing complete networks

and systems in major turnkey projects:

- Financial solidity, and coordinated manufacturing capability and delivery logistics worldwide
- Support for customers' global activities by consistent quality and standardized products
- Online e-service catalogues to better identify and satisfy customer needs
- Customized shielding, pre-determined lengths, pre-processing of cables
- Shared information database with customers on trends and technologies
- Proven ability to put together cross-functional, multicultural teams
- Maintenance, training and after-sales guarantees

Nexans has gained its experience through close cooperation with utilities, manufacturers, installers, and engineering firms. By understanding the entire

Statoil purchased Nexans' electrical heating cables, risers and protective equipment for **subsea flowlines** serving the Norwegian Kristin field.

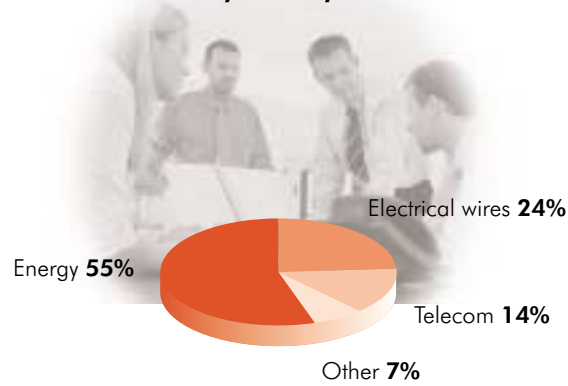


The Romanian power company Nuclearelectrica SA chose Nexans to supply **special cables and cabling systems** for the Cernavoda nuclear power plant.

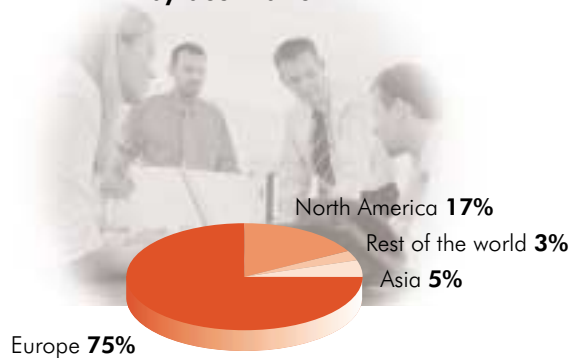
Nexans supplies **cables for heavy trucks (Scania), and heat-resistant, under-the-hood sensor cables for automotive OEM's.**



Sales breakdown by activity*



Sales breakdown by destination*



* on the basis of 3,924 million euros excluding copper price variation

Nexans is the worldwide leader in the cable industry, with an industrial presence in 29 countries and commercial activities in 65. The Group employs 17,000 people. Its sales amount to 4 billion euros. Nexans brings an extensive range of advanced copper and optical fiber cable solutions to the infrastructure, industry and building markets. Its cables and systems can be found in every area of people's lives, from telecommunications and energy networks, to aeronautics, aerospace, shipbuilding, automobile, railways, building, petrochemical, medical applications, etc. Nexans is listed on the Paris Stock Exchange.



Global expert in cables and cabling systems

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