I. Introduction
   A. Who is Nexans
   B. Ownership & Management
   C. QICC / Nexans Mesaieed Plant
   D. QICC Management Team

II. Quality & Plant Qualification
   A. Quality Control department
   B. ISO 9001:2008
   C. KEMA Type Tests
   D. HSE

III. Industrial Management
   A. Product Range
   B. Main Production Processes
   C. Supply Chain
   D. Equipment & Technology

IV. Human Resources
   A. HR Perspective
   B. Training & Development
   C. QICC Academy

V. Raw Material Sourcing and IT/IS
   A. Raw Material Sourcing and Qualification
   B. ERP System

VI. Factory Tour
I. Introduction
A. Who is Nexans
• Industrial presence in 40 countries and commercial activities worldwide
• Employs 22,400 people and had sales in 2009 of 7 billion USD
• Listed on NYSE Euronext Paris, compartment A.
• Supplied / installed many projects in Qatar:
  • KAHARAMAA Expansion (Multiple phases)
  • QP GTL Pearl Shell- QGas Beth6, Qatalum, etc.
A. Who is Nexans

World leader in each business

**Infrastructure**
- No. 1 worldwide for submarine power cables
- No. 1 European for telecom network copper cables
- No. 2 worldwide for power cables
- No. 2 European for high voltage and medium voltage power accessories

**Industry**
- No. 1 worldwide for winding wires
- No. 1 European for wire rod
- No. 1 European for data transmission special cables
- No. 2 European for bare wires

**Building**
- No. 1 European for equipment cables
- No. 2 worldwide for LAN cables
• **Qatar International Cables Company (QICC)** - a Nexans Company is fully managed by Nexans

• Nexans has transferred and is maintaining the state of the art cables technology

• Nexans is Partnering with local sponsors:
  - Special Projects Company
  - Al Neama Holding
C. QICC / Nexans Mesaieed Plant

QICC Factory

Shipping & Storage Area

For Future Expansion

Kahramaa GTC/363/2010 Storage Area
II. Quality & Plant Qualification
A. Quality Control Department

→ Quality Control Plan: Incoming Product / in Process / Final Product
• First audit at management level has been successfully conducted on the September 8th 2010

• Second and final for certification is confirmed on November 9th 2010

• Certification obtained by the end November 2010
C. KEMA Type Tests

• The 4 types of cables have been manufactured and sent to KEMA in October 2010

• Confirmation received from KEMA that Type Test will be carried out by November 2010

→ The Type Tests will be carried out exactly according to Kahramaa latest specifications
D. HSE

SAFETY BEGINS WITH "S" BUT STARTS WITH "YOU"

➢ Our Target: 0 Accident

➢ We have today passed 159 days without injury with absence

➢ OHSAS 18001 BY END OF 2011.

THINK smart, job SAFE, ALWAYS remain healthy
III. Industrial Management
A. Product Range

Production covers:

- Low Voltage
- Medium Voltage
- High Voltage (66kV-132kV)
- Copper Conductors
- LSF and fire resistant cables
- IEC, BS, and customer related standards
B. Main Production Processes

- **Metallurgy**
- **Drawing**
- **Cabling**
- **Bunching**
- **Insulation**
- **Test**

Production of LV 1Core Conductor (up to 800 mm²)

Average lead time: 3 weeks
B. Main Production Processes

Production of LV 4Core Cables / Pilot (up to 300 mm²)

Average lead time: 4 weeks
Production of 3C 11 kV Cable

Average lead time: 4 weeks
The full Chain is controlled: from the supplier to the customer
Suppliers’ follow up:

- Supplier OTIF (On Time In Full)
- Target is to implement VMI, consignment stock

The supply of materials is followed precisely to ensure the availability for production.
C. Supply Chain

Throughput time: 25 days

Key Performance Indicators: Throughput time, Production OTIF, WIP level

Improvement tool: Value Stream Mapping

QICC
A Nexans company

Metallurgy | Insulation | Screening | Assembling / Armouring | Jacketing

SUPPLIERS — SUPPLIERS — SUPPLIERS — SUPPLIERS — SUPPLIERS

CUSTOMERS — CUSTOMERS — CUSTOMERS — CUSTOMERS — CUSTOMERS

Information

Physical

Financial
C. Supply Chain

A customer oriented production:

✓ Measurement of OTIF (On Time In Full)
✓ Measurement of inventory level VS target
✓ Inventory policy
✓ Flexibility for Customer’s need
D. Equipment & Technology

- Brand new machines from reputable first class suppliers
- Machines equipped with device enabling a 24/7 online trouble shooting
- Design and implementation of the machines according to Nexans state-of-the-art standards
- QICC owns an ongoing technical assistance contract from Nexans Group
IV. Human Resources
A. HR Perspective

HR Perspective

We do believe that people are the biggest asset of the company. Thus, treatment and training are very essential.

QICC Statistical Data

<table>
<thead>
<tr>
<th>Description</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total number of employee at the end of October 2010</td>
<td>91</td>
</tr>
<tr>
<td>Total number of employee at the end of December 2010</td>
<td>137</td>
</tr>
<tr>
<td>% new hires with cable background service</td>
<td>75</td>
</tr>
<tr>
<td>% Employee turn-over</td>
<td>3.3</td>
</tr>
</tbody>
</table>
B. Training & Development

High Investment in Technology Transfer

1. Production Training is a very vital operational requirements in producing quality cables and to ensure compliance to the Nexans Excellence way standards.
2. QICC is able to induce training to other departments as part of continuous development and learning.

<table>
<thead>
<tr>
<th>Training Statistical Data</th>
<th>Production Training</th>
<th>6.3 days</th>
</tr>
</thead>
<tbody>
<tr>
<td>ratio per employee</td>
<td>Total number of staff who completed the Production training</td>
<td>207</td>
</tr>
<tr>
<td></td>
<td>Total number of days of the Production training achieved</td>
<td>1,305</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>Engineering Training</th>
<th>4.5 days</th>
</tr>
</thead>
<tbody>
<tr>
<td>ratio per employee</td>
<td>Total number of staff who completed the Engineering training</td>
<td>20</td>
</tr>
<tr>
<td></td>
<td>Total number of days of the Engineering training achieved</td>
<td>81</td>
</tr>
</tbody>
</table>

Training Plan Forecast – All QICC Department

25 more trainings
As a corporate governance, QICC is willing to give back to the community by developing an Academy dedicated to Cable Technologies in collaboration with Qatar University and Kahramaa:

- Develop new products with Kahramaa
- Train Nationals on various jobs related to cable manufacturing
- Encourage and Participate in Contribution to the local community and Charitable causes (Social Initiatives)
- Mapping the career growth of all employees in the company
V. Raw Material Sourcing and IT/IS
A. Raw Material Sourcing and Qualification

Supplier Management PROCESS

- Supplier Evaluation
- Fairness in Competitive Tendering
- Performance Evaluation & Feedback (through KPI's)

- Nexans approved suppliers only
- Close monitoring of supplier performance (score card)
B. ERP System

• Fully integrated Enterprise Resource Planning (ERP) system

• Electronic Data Interchange (EDI) Management
VI. Factory Tour
THANK YOU
Appendix A. Innovations

- Superconductors: the world’s longest superconducting cable, installed for LIPA in New York.
- Safety: unique Alsecure Premium fire resistant cables for buildings, based on INFIT™ technology
- High temperature cable for hybrid vehicles, reducing car weight and gasoline consumption
- Iceflex ultra-cold resistant cable to allow cargo ships to use new arctic shipping routes
- Hybrid ship-to-shore cables to connect ships to land-based power and telecom, reducing pollution in harbours
Appendix B. State of the art Technologies

- The most powerful cable: 550,000 Volts
- The most heat resistant cable: up to 1,000°C
- The longest cable: 156 km
- The deepest undersea cable: 2,300 m water depth
- The heaviest cable: 135 kg per meter
- The longest and most powerful superconducting cable: 600m, 600 MVA
Appendix C. Advanced technological achievements

- **Horns Rev**: the biggest offshore windfarm worldwide

- **Queen Mary II**: one of the biggest cruise ships in the world

- **Jin Mao Tower**: China – one of the highest towers in the world

- **Airbus A380**: a new generation of passenger aircraft

- **Transrapid**: the first magnetic levitation train in Shanghai
Appendix D. Research Turned to Innovations

- 1 international Research Center
- 1 Metallurgy Center
- 6 Competence Centers
- 3 Application Centers
- 450 researchers, engineers and technicians
- 450 families of patents registered
- An average of 2 new products per week
Appendix E. Some of our Clients

OEMs
- ALCATEL
- NOKIA
- Haled Networks
- Marconi
- SIEMENS
- ERICSSON

Aeronautics
- BOEING
- AIRBUS
- EADS
- Snecma
- Labinal
- DASSAULT AVIATION

Automotive
- FORD
- DIE TUN WAS
- FORD.
- VOLVO

Geophysics
- SAGA

Defence
- THALES
- DGA

Electronics
- Druck
- Crouzet

Medical
- PHILIPS
- HP
- INVENT
- TROPHY
Appendix F. Going Green

- Protecting the environment: strict environmental management in plants, recycling...
- Reinforcing workforce health & safety: Nexans Excellence Way
- Nexans’ principles, developed in our Business Ethics & Conduct Code
- Supporting the United Nations Global Compact
- National and local partnerships: solidarity actions, preservation of world heritage (e.g. Château de Versailles)
Appendix G. Products End of Life

Copper recycling
RECYCABLES

Drums recycling
0810-Touret

Plastic Recycling
Appendix H. Cables in Daily Life

Cables In daily life...

- 3 to 5 km of cables to equip a car
- 50 m of cables in a watch
- 650 km of cables in an advanced civil aircraft

- 1,000 to 1,500 km of cables to equip an oil platform
- 2,500 km of cables to equip the world's largest cruise ship
Appendix I. Why choose QICC as your Partner?

• MADE IN QATAR

• World Class flag-ship facility for Nexans

• Key Account Management

• Environment Responsibility

• 113 years international Reference List

• Supplier Management

• Nexans Group:
  • Excellence Way Programme
  • Access to Nexans Research & Development center
  • Nexans University
## Appendix J. List of Test Equipments

<table>
<thead>
<tr>
<th>Item No.</th>
<th>Equipment</th>
<th>Supplier</th>
<th>Usage</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Bridge Resistance with automatic temperature compensation</td>
<td>AESA Cortaillod</td>
<td>Conductor Resistance Measurement</td>
</tr>
<tr>
<td>2</td>
<td>Automatic Measuring machine</td>
<td>KSM</td>
<td>Thickness Measurement Insulation / sheathing</td>
</tr>
<tr>
<td>3</td>
<td>Ageing Ovens</td>
<td>Memmert</td>
<td>Artificial ageing of polymers / Hot Set Test/ Hot pressure test</td>
</tr>
<tr>
<td>4</td>
<td>Infra Red camera FLIR</td>
<td>Equip Scientifiq</td>
<td>Check of temp.</td>
</tr>
<tr>
<td>5</td>
<td>Fault location unit</td>
<td>SEBA</td>
<td>Electrical defect locator</td>
</tr>
<tr>
<td>6</td>
<td>Thermostat with translucide bath and lamp</td>
<td>LAUDA</td>
<td>For testing of sample cable</td>
</tr>
<tr>
<td>7</td>
<td>Compact universal testing machine</td>
<td>Testometric</td>
<td>Tensile Strength and Elongation Measurement</td>
</tr>
<tr>
<td>8</td>
<td>Digital Ohmmeter</td>
<td>Megger</td>
<td>Conductor resistance</td>
</tr>
<tr>
<td>9</td>
<td>Precision Balances</td>
<td>Fisher Bioblock</td>
<td>Weight measurement</td>
</tr>
<tr>
<td>10</td>
<td>Densimeter and Analog hardness tester</td>
<td>Hildebrand</td>
<td>Hardness Measure</td>
</tr>
<tr>
<td>11</td>
<td>Spark tester</td>
<td>Zumbach 25 kV AC</td>
<td>Spark tester</td>
</tr>
<tr>
<td>12</td>
<td>Faraday Cage</td>
<td>DIELEC, Electro Technics 5,000 kVA</td>
<td>Testing MV and HV Cable up to 132 kV</td>
</tr>
<tr>
<td>13</td>
<td>Field test</td>
<td>DIELEC 750 kVA</td>
<td>Testing LV and MV Cable up to 33 kV</td>
</tr>
</tbody>
</table>
On line extrusion measurement:

- Samp extrusion lines (2) are fitted with Zumbach in line thickness measuring devices for extrusion control

- Maillefer CCV line fitted with X-Ray extrusion measuring equipment

- HFSAB lead extrusion line controlled by Ultra sonic measuring gauge
## Appendix K. List of Trainings

<table>
<thead>
<tr>
<th>Training</th>
<th>Trainers</th>
<th>Employee categories</th>
<th>Location</th>
<th>Numbe r staff</th>
<th>Numbe r days</th>
</tr>
</thead>
<tbody>
<tr>
<td>Technical process training</td>
<td>NEXANS Lebanon</td>
<td>Operators, Supervisors &amp; Foremen</td>
<td>Liban cables (Lebanon)</td>
<td>24</td>
<td>235</td>
</tr>
<tr>
<td>Technical process training</td>
<td>NEXANS trainers (from France, Germany, Switzerland, Ireland)</td>
<td>Operators, Supervisors &amp; Foremen</td>
<td>QICC (Qatar)</td>
<td>24</td>
<td>480</td>
</tr>
<tr>
<td>Machine suppliers training</td>
<td>Supplier trainers for each machine</td>
<td>Operators, Maintenance technicians, Sup &amp; Foremen</td>
<td>QICC (Qatar)</td>
<td>33</td>
<td>396</td>
</tr>
<tr>
<td>Scrap reduction</td>
<td>NEXANS University (Paris)</td>
<td>Operators, Supervisors &amp; Foremen</td>
<td>QICC (Qatar)</td>
<td>24</td>
<td>48</td>
</tr>
<tr>
<td>10 NEXANS Electric. Safety rules</td>
<td>NEXANS University (Paris)</td>
<td>Operators, Maintenance technicians, Sup &amp; Foremen</td>
<td>QICC (Qatar)</td>
<td>33</td>
<td>2</td>
</tr>
<tr>
<td>Extrusion I + practical training</td>
<td>NEXANS University (Paris)</td>
<td>Extrusion Operators, Supervisors &amp; Foremen</td>
<td>QICC (Qatar)</td>
<td>12</td>
<td>36</td>
</tr>
<tr>
<td>Material over-usage reduction</td>
<td>NEXANS University (Paris)</td>
<td>Operators, Supervisors &amp; Foremen</td>
<td>QICC (Qatar)</td>
<td>22</td>
<td>44</td>
</tr>
<tr>
<td>Generalist Foreman training</td>
<td>NEXANS state-of-the-art factory</td>
<td>QICC plant Foreman</td>
<td>NEXANS Hanover (Germany)</td>
<td>1</td>
<td>5</td>
</tr>
<tr>
<td>NEXANS General Safety training</td>
<td>QICC Safety Officer / NEXANS University (Paris)</td>
<td>Operators, Maintenance technicians, Sup &amp; Foremen</td>
<td>QICC (Qatar)</td>
<td>17</td>
<td>34</td>
</tr>
<tr>
<td>Basic 1st aid training</td>
<td>Local training provider (Doha, Qatar)</td>
<td>Operators &amp; Maintenance technicians</td>
<td>QICC (Qatar)</td>
<td>8</td>
<td>16</td>
</tr>
<tr>
<td>Basic Fire fighting</td>
<td>Local training provider (Doha, Qatar)</td>
<td>Operators &amp; Maintenance technicians</td>
<td>QICC (Qatar)</td>
<td>9</td>
<td>9</td>
</tr>
</tbody>
</table>

**Total training**  
staff : 207  
days : 1,305

**Training ratio 2010 y.t.d.**  
= 6.3 days of training per employee
## Appendix K. List of Trainings

<table>
<thead>
<tr>
<th>Training</th>
<th>Trainers</th>
<th>Employee categories</th>
<th>Location</th>
<th>Numbe r staff</th>
<th>Numbe r days</th>
</tr>
</thead>
<tbody>
<tr>
<td>QC / Test-in-production</td>
<td>NEXANS Lebanon</td>
<td>Faraday cage / Final Testing , and Process Controller Engineers</td>
<td>Liban Cables (Lebanon)</td>
<td>2</td>
<td>10</td>
</tr>
<tr>
<td>Cable design / Calculation</td>
<td>NEXANS Lebanon</td>
<td>Cable Design Engineer, Calculation Engineer</td>
<td>Liban Cables (Lebanon)</td>
<td>2</td>
<td>10</td>
</tr>
<tr>
<td>Technical services</td>
<td>NEXANS Lebanon</td>
<td>Technical Services Engineer</td>
<td>Liban Cables (Lebanon)</td>
<td>1</td>
<td>5</td>
</tr>
<tr>
<td>Production Planning</td>
<td>NEXANS Lebanon</td>
<td>Production Planning Engineer, PP Metallurgy</td>
<td>Liban Cables (Lebanon)</td>
<td>2</td>
<td>10</td>
</tr>
<tr>
<td>Production Planning</td>
<td>NEXANS state-of-the-art factory</td>
<td>Production Planning Engineers</td>
<td>NEXANS Hanover (Germany)</td>
<td>3</td>
<td>10</td>
</tr>
<tr>
<td>Forklift training</td>
<td>Local training provider</td>
<td>Forklift drivers</td>
<td>QICC (Qatar)</td>
<td>4</td>
<td>12</td>
</tr>
<tr>
<td>Specification</td>
<td>NEXANS Lebanon</td>
<td>Specification Engineer</td>
<td>Liban Cables (Lebanon)</td>
<td>1</td>
<td>5</td>
</tr>
<tr>
<td>Technology training</td>
<td>NEXANS Lebanon</td>
<td>Technology Assistant</td>
<td>Liban Cables (Lebanon)</td>
<td>1</td>
<td>5</td>
</tr>
<tr>
<td>Time &amp; motion study</td>
<td>NEXANS Lebanon</td>
<td>Time &amp; Motion study engineer</td>
<td>Liban Cables (Lebanon)</td>
<td>1</td>
<td>5</td>
</tr>
<tr>
<td>Continuous Improvement</td>
<td>NEXANS state-of-the-art factory</td>
<td>Continuous Improvement Engineer</td>
<td>3 factories (France)</td>
<td>1</td>
<td>5</td>
</tr>
<tr>
<td>NEXANS General Safety training</td>
<td>QICC Safety Officer / NEXANS University (Paris)</td>
<td>Operators, Maintenance technicians, Sup&amp; Foremen</td>
<td>QICC (Qatar)</td>
<td>2</td>
<td>4</td>
</tr>
</tbody>
</table>

**Total training** = **staff** \* **days**

### High investment in technology transfer!

**ENGINEERING**

Training ratio 2010 y.t.d.

\[ \text{Training ratio} = \frac{4.5 \text{ days}}{\text{employee}} \]
**Training Plan (forecast)**

**ALL QICC DEPARTMENTS**

**Q4 2010 & 2011**

<table>
<thead>
<tr>
<th>Training</th>
<th>Training</th>
</tr>
</thead>
<tbody>
<tr>
<td>Single Minute Exchange of Dies (SMED)</td>
<td>Safe Handling of Drums</td>
</tr>
<tr>
<td>Facilitation Skills (for all Trainers)</td>
<td>PPE in production</td>
</tr>
<tr>
<td>Training design skills</td>
<td>Behavior in the Plant</td>
</tr>
<tr>
<td>Metallurgy (theory &amp; practice)</td>
<td>Accident Prevention</td>
</tr>
<tr>
<td>Initiation to Cable business</td>
<td>Small and Power tools</td>
</tr>
<tr>
<td><strong>Nexans Excellence Way</strong></td>
<td>Waste Management</td>
</tr>
<tr>
<td>implementation</td>
<td>Chemical Handling</td>
</tr>
<tr>
<td>Marketing &amp; Sales price management</td>
<td>Fire Wardens</td>
</tr>
<tr>
<td>Technical sales techniques</td>
<td>Advance First Aid</td>
</tr>
<tr>
<td>NEBOSH certification</td>
<td>Defensive Driving</td>
</tr>
<tr>
<td>Sales forecast</td>
<td>Welding training</td>
</tr>
<tr>
<td>IRIS training</td>
<td>ISO certification / Auditors training</td>
</tr>
<tr>
<td>Navision training (ERP)</td>
<td></td>
</tr>
<tr>
<td>Siemens PLC training</td>
<td></td>
</tr>
</tbody>
</table>

**QICC : TRAINING EXCELLENCE through individual CERTIFICATIONS !**
Appendix L. Supplier Management

Key Differentiators

- Selection of best suppliers by using cross functional commodity teams, scorecards and total cost of ownership analysis
- Stringent qualification process for suppliers
- Deployment of Best Operating practices
- Improve vendor Performance through supplier Performance Management program
- Purchase Communication System (PCS) and Benchmarking Tools
- Improve Risk Management and optimize supplier relationship
Appendix M. Information Systems & Technology Initiatives

- Fully Integrated Enterprise Resource Solutions
- Intranet - information data sharing and speedy decision making
- Future plans include Electronic Data Interface (EDI)
- Using Technology in optimization of the response time without compromising on the controls and risk management
- Technology as tool for implementation of lean management practices
- Implementation of dashboards & Scorecards as tool for performance measurement