

# 2021 ANNUAL SHAREHOLDERS' MEETING

PARIS, 12 MAY 2021

# **AGENDA**

- 2020 HIGHLIGHTS AND MAIN ACHIEVEMENTS
  Christopher Guérin, CEO
- 2020 FINANCIALS

  Jean-Christophe Juillard, CFO
- NEXANS SA FINANCIAL STATEMENTS

  Jean-Christophe Juillard, CFO
- Q1 2021 SALES
  Jean-Christophe Juillard, CFO
- WINDS OF CHANGE
  Christopher Guérin, CEO

- ZOOM ON NEXANS ACTIVITIES
  Vincent Dessale, COO & SEVP Building & Territories
  Northern Business Group
- 7 FINANCIAL TRAJECTORY 2021-2024
  Jean-Christophe Juillard, CFO
- NEXANS LIVING STORY

  David Dragone, Chief Human Resources Officer, CSR &

  Communication
- OPPORATE GOVERNANCE AND COMPENSATION

  Anne Lebel, Lead Independent Director
  Chairwoman of the Appointments & Corporate Governance Committee
  Chairwoman of the Compensation Committee
- REPORT OF STATUTORY AUDITORS

  Isabelle Sapet, Mazars
  Edouard Demarcq, Pricewaterhousecoopers Audit
- PRESENTATION OF RESOLUTIONS
  Nino Cusimano, SCVP, General Counsel & Secretary General



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2020 HIGHLIGHTS & MAIN ACHIEVEMENT

### FY 2020: NEXANS STEERED FOR GROWTH



FOCUS ON VALUE UNLOCKING PERFORMANCE

Steady EBITDA supported by continuous cost savings and selective growth

ROCE exceeds expectations at 10.2%

MEW CASH MANAGEMENT METHODS EMBEDDED

Free Cash Flows outrun targets and Net Debt at 10 year low

Outstanding improvement of Operating Working Capital thanks to SHIFT Program

#13 TRANSFORMATION ANCHORED

Disciplined execution, dedicated team and engaged customers

Nexans steered for its strategic ambition 2021-2024



<u>→ 01 | 02 | 03 | 04 | 05 | 06 | 07 | 08 | 09 | 10 | </u>

2020 HIGHLIGHTS & MAIN ACHIEVEMENTS

# FY 2020: DEMONSTRATING SUCCESSFUL TRANSFORMATION AND MORE

OBJECTIVES	2020 GUIDANCE (1)	2020 PERFORMA'NCE	
EBITDA	Between €320 & 360m		IN LINE
ROCE <sup>(2)</sup>	Between 8% to 10%	10.2%	OUTSTANDING  • • • • • •
	Between €50 & €100m <sup>(3)</sup> excl. M&A	T 13/111-	OUTSTANDING
FREE CASH FLOW	Between €200 & €250m (4) incl. M&A	€310m <sup>(3)</sup>	
ESG COMMITMENTS	3 Pillars for a sustainable future		IMPROVING  • • • • • •

<sup>(1)</sup> As per 2020 third quarter financial information November 5, 2020

<sup>(2) 12</sup> months Operating Margin on end of period Capital Employed, excluding antitrust provision

<sup>(3)</sup> Excluding M&A and equity operations

<sup>(4)</sup> Including M&A and equity operations



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158

Q3 2020

Sales(1) (€m)

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2020 HIGHLIGHTS & MAIN ACHIEVEMENTS

# RESILIENT SALES IN BUILDING & TERRITORIES SUPPORTED BY H2 2020 RECOVERY BEST-IN-CLASS HIGH VOLTAGE & PROJECTS SELECTIVE GROWTH MODEL

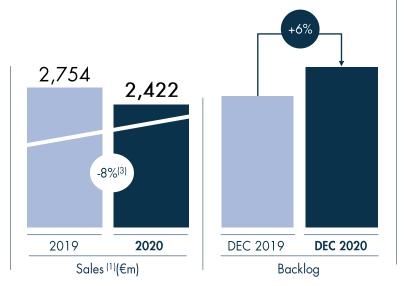
#### **BUILDING & TERRITORIES**

**BUILDING:** Sales impacted by Covid-19 lockdown measures and increased customer selectivity

590

Q4 2020

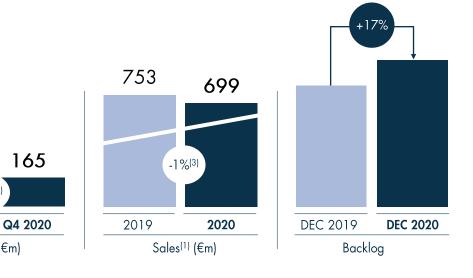
**TERRITORIES (UTILITIES):** Resilient activity throughout the year, supported by grid modernization and client frame-agreements



#### **HIGH VOLTAGE & PROJECTS**

**SUBSEA HIGH-VOLTAGE:** Performance in line with well-balanced and low-risk €1.4 bn adjusted backlog<sup>(2)</sup> and the activity benefitted from sound project execution

**LAND HIGH-VOLTAGE:** Breakeven as planned **FULL EPCI TURNKEY MODEL:** Well positioned to capitalize on energy transition



<sup>(1)</sup> Standard sales at constant metal price. Starting January 1st 2020, change in copper standard price from 1,500 €/ton to 5,000€/ton. 2019 data restated accordingly

-3%(3)

Sales(1) (€m)

600

Q3 2020

<sup>(2)</sup> Adjusted subsea backlog including contracts secured not yet enforced



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2020 HIGHLIGHTS & MAIN ACHIEVEMENTS

# INDUSTRY & SOLUTIONS AND TELECOM & DATA SALESIMPACTED BY COVID-19 STRONG RECOVERY IN H2 2020 FOR AUTO HARNESSES AND SOUND GROWTH IN 2020 FOR SPECIAL TELECOM

#### **INDUSTRY & SOLUTIONS**

**WIND TURBINES:** Solid momentum thanks to Nexans' leading position in the OEM market

**TRANSPORT**<sup>(2)</sup>: Mixed organic growth, while Rolling Stock remained stable, Aerospace & Defense was challenged by pandemic

**AUTOMOTIVE HARNESSES:** Strong recovery in H2 2020 thanks to record Q4

#### **TELECOM & DATA**

**LAN CABLES AND SYSTEMS:** Slowdown in line with challenging market and Berk-Tek divestment

**TELECOM INFRASTRUCTURE:** Weak optical fiber equipment orders due to Chinese competition and installation capacityconstraints

**SPECIAL TELECOM (SUBSEA):** Organic growth supported by solid fundamentals

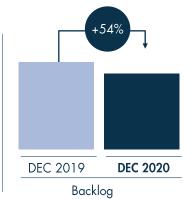












<sup>(1)</sup> Standard sales at constant metal price. Starting January 1st 2020, change in copper standard price from 1,500 €/ton to 5,000€/ton. 2019 data restated accordingly

<sup>(2)</sup> Transport: Aerospace & Defense, Shipbuilding and Railway Infrastructure & Rolling Stock

<sup>(3)</sup> Organic growth



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2020 HIGHLIGHTS & MAIN ACHIEVEMENT

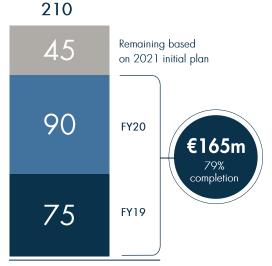
# COST REDUCTIONS AND WORKING CAPITAL IMPROVEMENT EXCEEDING TARGETS

KEY ENABLER TO WEATHER THE STORM AND UNLOCK VALUE

#### LEANER AND MORE AGILE GROUP **INDIRECT SPEND PRODUCTIVITY FIXED COSTS REDUCTION WORKING CAPITAL CAPEX** REDUCTION (€30m) **RE-ENGINEERING** & REORGANIZATION (€60m) LARGE-SCALE REDUCTION (€120m) Leaner, rationalized & cost Revamped and amplified Margin improvement Focus on Cash conversion Strategic capex on HV due to Covid-19 through cost reallocation, (SHIFT Methods) & Projects (Aurora and effective organization Charleston) manufacturing variances 80% structural operating improvement working capital improvement Other capex (maintenance, safety and environment) MANUFACTURING WORKING CAPEX RESTRUCTURING INDIRECT COST & OWC PERFORMANCE **PROJECT** REDUCTION CAPITAL Progress vs. 2020 ambition: **OUTSTANDING OUTSTANDING** IN LINE **IN LINE IN LINE** $lackbox{0}{\bullet}lackbox{0}{\bullet}lackbox{0}{\bullet}$ $\bullet \bullet \bullet \bullet \bullet \bullet \bullet$ $\bullet \bullet \bullet \bullet \bullet \bullet$ $\bullet \bullet \bullet \bullet \bullet \bullet$

# COST REDUCTION FINANCIAL SAVINGS FY 2020

Restructuring implementation in Europe started in September 2019.



EBITDA Growth (in €m)

2021 Annual Shareholders' Meeting



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2020 HIGHLIGHTS & MAIN ACHIEVEMENTS

# STRENGTHENING OUR STRATEGIC CAPEX TO ADDRESS BUOYANT OFFSHORE WIND AND INTERCONNECTION MARKET

FULL EPCI LAND/SUBSEA INTEGRATED SOLUTIONS

#### CHARLESTON, USA



#### **Progress**:

close to 90% upgrade, €40m capex pushed into 2021

#### Delivery date:

fully operational by the summer 2021

#### **Projects:**

- Offshore Wind Farm Seagreen (started Summer 2020)
- Ørsted (up to 1,000 km of export cables up to 2027)

#### AURORA, NORWAY



#### **Progress:**

Close to 95%, ready forfinal vessel certification

Delivery date: May 2021

#### **Projects:**

- Offshore Wind Farm Seagreen(UK) installation starting Q3 2021

#### R&D

- 400 experienced R&D engineers
- AC & DC cable technologies expertise

#### FEED(1) & ENGINEERING

- Early engagements and long term partnerships with customers
- Design capabilities

#### MANUFACTURING

- 3 state of the art cable manufacturing facilities in the USA, Norway and Japan
- MI and XLPE cables

#### PROJECT MANAGEMENT

 Turnkey projects and solid risk management know-how

#### INSTALLATION

2 proprietary vessels:
 Skagerrak in service and
 Nexans Aurora newbuild

#### MAINTENANCE

 Inspection, Maintenance and Repair services

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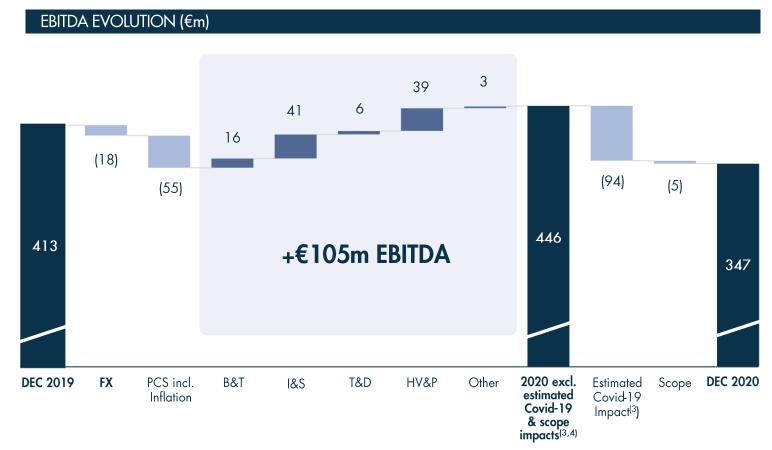




## ROBUST PERFORMANCE ACROSS ALL BUSINESS UNITS

KEY FIGURES		
In million euro	2019	2020
Sales At Current MetalPrices	6,735	5,979
Sales At Standard MetalPrices(1)	6,489	5,713
Organic Growth	4.5%	(8.6)%
EBITDA	413	347
EBITDA Rate <sup>(2)</sup>	6.4%	6.1%
Operating Margin	249	193
Operating Margin Rate <sup>(2)</sup>	3.8%	3.4%

Resilient EBITDA rate at 6.1% in 2020 despite negative Covid-19 impacts, divestments and adverse foreign exchange



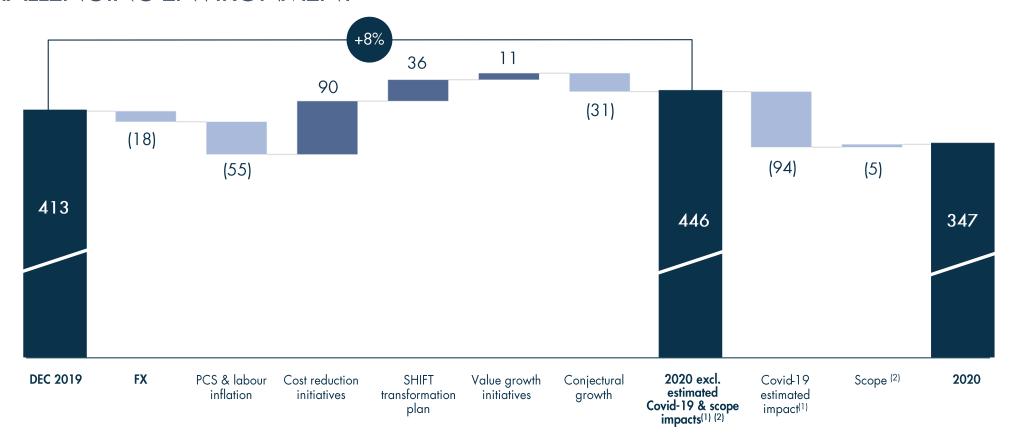
<sup>(1)</sup> Starting January 1st 2020, change in copper standard price from 1,500 €/ton to 5,000€/ton. 2019 data restated accordingly. (2) Margin on Sales at constant metal prices

<sup>[3]</sup>Covid-19 estimated impact in EBITDA of -€94m (compared to €64m in H1 2020) is computed by netting (j) the impact on the margin of lower sales volumes in H1-2020 versus H1 2019, in countries and regions impacted with lockdowns, plants closure, and/or reduced level of commercial activity, (ii) Government subsidies and premium to workers and (iii) the impact on the margin of lower volume sales volumes in H2-2020 versus H2-2019 for businesses with very limited recovery (Aerospace, O&G, Mining).

[4] Scope impact including 3 months EBITDA of Berk-Tek disposed of in third quarter 2020 for -€5m cope impact related to fourth quarter 2020.



# SOUND EBITDA PERFORMANCE SUPPORTED BY TRANSFORMATION PLAN IN CHALLENGING ENVIRONMENT



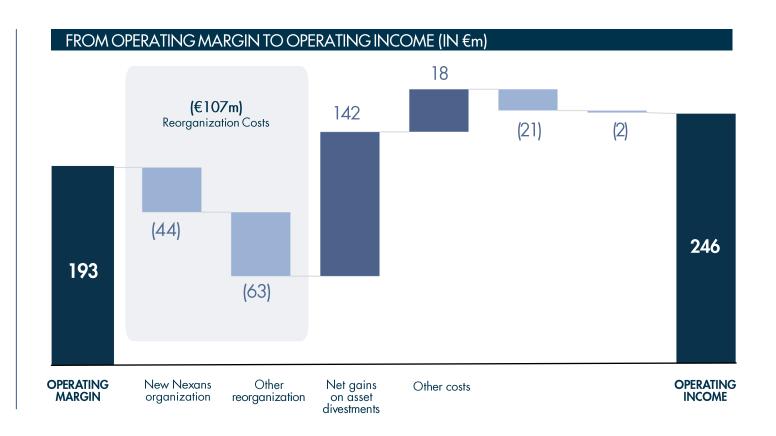


FINANCIALS

## POSITIVE NET INCOME. SUCCESSFUL ASSET DIVESTMENTS

In million Euro	2019	2020
Operating margin	249	193
Reorganization costs	(251)	(107)
Other operating items	(9)	160
Operating income	(11)	246
Financial charge	(63)	(54)
Income before tax	(73)	192
Income tax	(44)	(111)
Net income from operations	118	80

Net income estimated Covid-19 impact<sup>(1)</sup> of negative -€102m. Excluding this impact net income lands at €182m

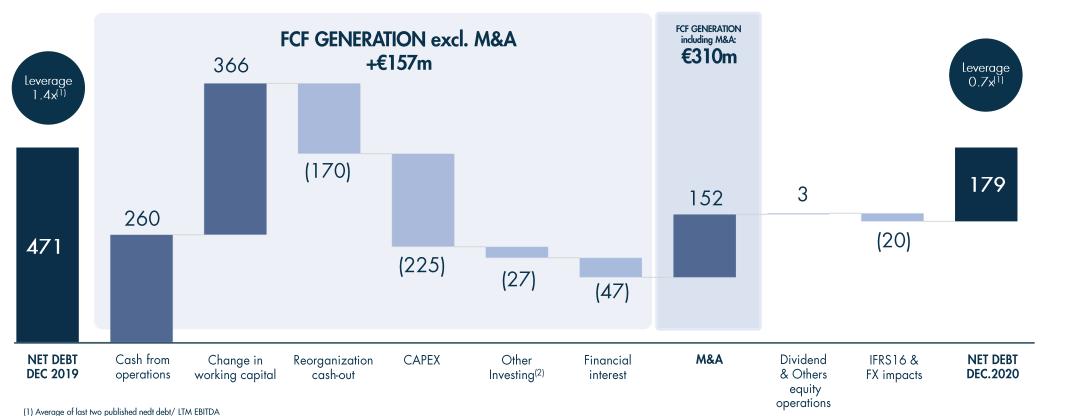




NET DEBT LAST 12 MONTHS EVOLUTION IN€m:

**FINANCIALS** 

# NET DEBT REACHING RECORD LOW LEVEL THANKS TO STRUCTURALLY STRONGER FREE CASH FLOW CONVERSION



<sup>(2)</sup> Covid-19 estimated impact on Free Cash Flow of -€38m is computed with (i) lower EBITDA net of taxes and (ii) estimated positive impact on OWC generated from lower activity compared to 2019



# BEST-IN-CLASS WORKING CAPITAL REFLECTING FASTER THAN EXPECTED TRANSFORMATION

#### OPERATING WORKING CAPITAL AND SALES ACTUAL EVOLUTION — 12 MONTH ROLLING AVERAGE IN €m

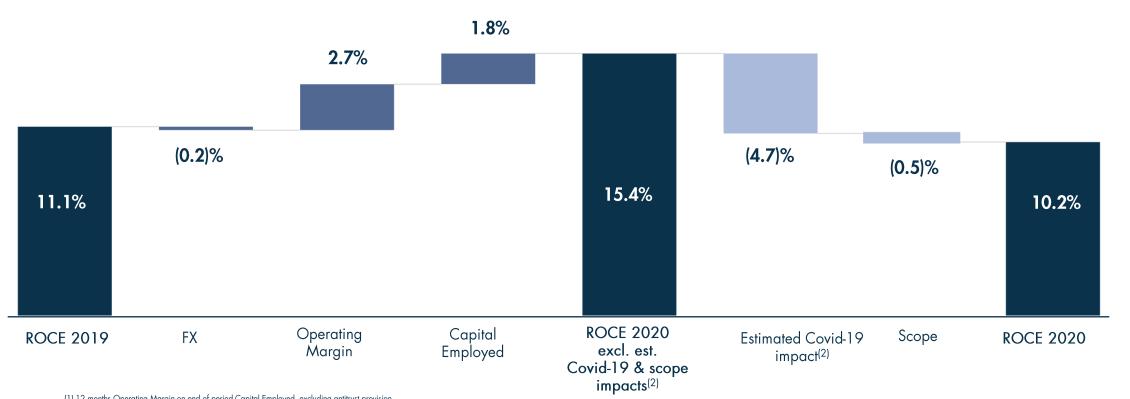


80%
Operating Working Capital Improvement is structural
- SHIFT program
- Amplified focus on cash conversion and down payment



ROCE EXCEEDING EXPECTATIONS AT 15% **EXCLUDING ESTIMATED COVID-19 IMPACT** 

#### ROCE(1) 12 MONTH EVOLUTION (IN%):



**FINANCIALS** 



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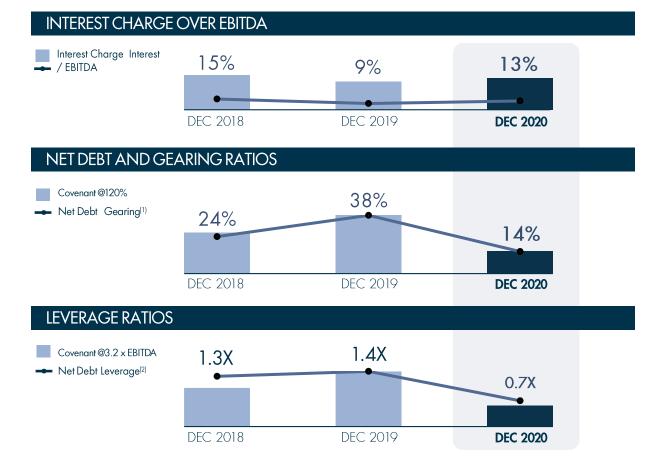
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# SOLID BALANCE SHEET AND S&P OUTLOOK REVISED TO POSITIVE

**S&P Global** 

BB/B outlook Positive

In million Euro	2019	2020
Fixed assets and other non-currentassets	1,878	1,827
of which goodwill	242	232
Deferred tax assets	175	115
Non-current assets	2,053	1,942
Working Capital	465	176
Total to finance	2,518	2,118
Net financial debt	471	179
Reserves	671	550
Deferred tax liabilities	118	133
Derivative liability noncurrent	7	0
Shareholders' equity and minorityinterests	1,251	1,256
Total financing	2,518	2,118



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NEXANS SA FINANCIAL STATEMENT

# NEXANS SA FINANCIAL STATEMENTS

In million euro	2019	2020
Operating Income / (loss)	(36)	(34)
Non operating	59	48
o/w Financial income / (loss)	58	40
o/w Non-recurring income / (loss)	1	8
Net income	23	14
Share capital	44	44
Total Equity	1,841	1,863
Financial Debt	819	1,079
Total consolidated assets	2,812	3,095

19 2021 Annual Shareholders' Meeting





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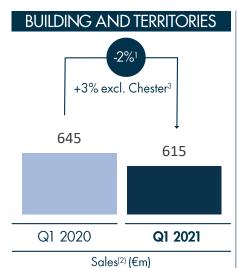
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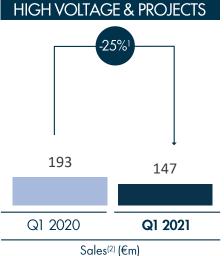
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Q1 2021 SALE

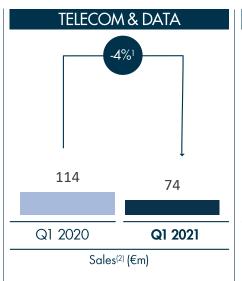
# +1.4%(1) SALES GROWTH SETTING ROBUST BASIS FOR THE YEAR HEALTHY BACKLOG & CONTINUED CUSTOMER SELECTIVITY



- Dynamic Building activity in South America and in Africa & Middle East supported by upturn in construction market and customer stocking
- Mixed activity across geographies in Territories



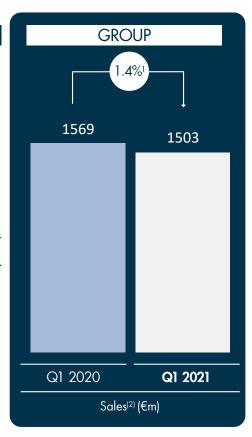
- Affected by Q1 2020 base effect with 2 Repair projects
- Sales acceleration throughout the year thanks to €1.5Bn adjusted backlog<sup>(4)</sup>, Charleston conversion and Nexans Aurora completions

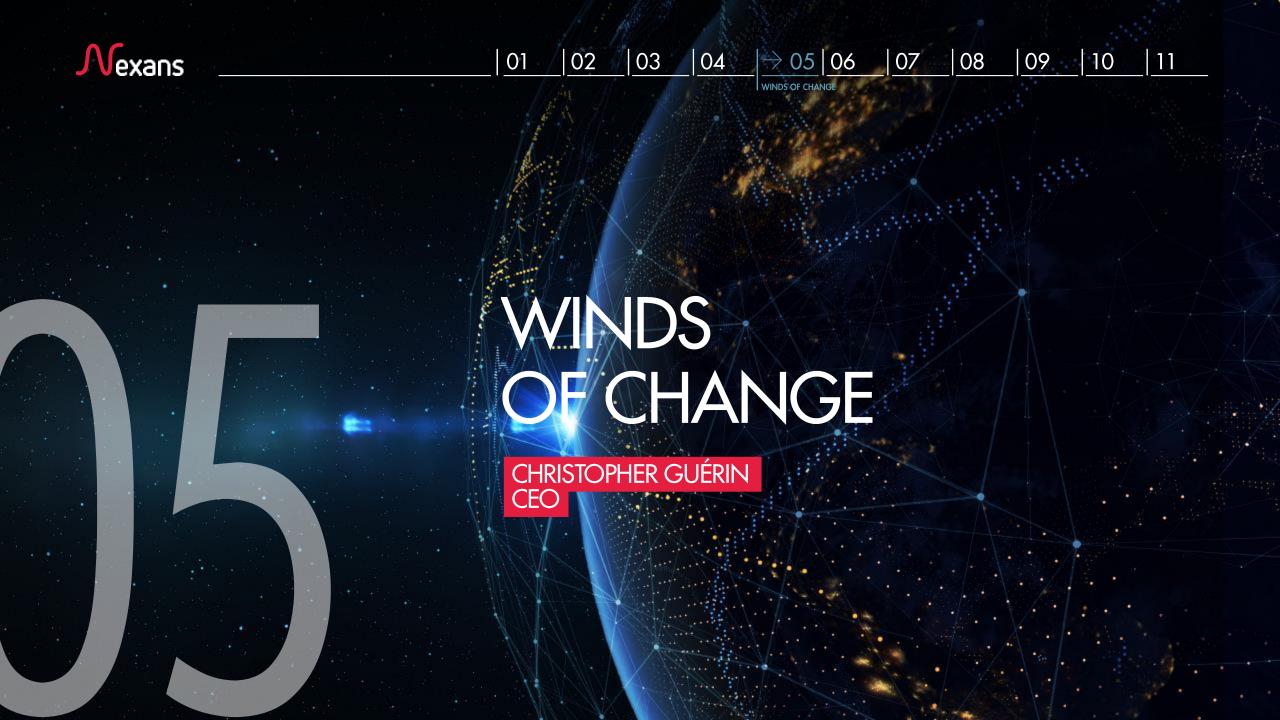


- Significant upturn in LAN cables & Systems and Special Telecom
- Soft demand in fiber



- Boosted by Auto harnesses record quarter and strong recovery in Automation
- Aerospace & Defense remained challenged by Covid-19 environment







WINDS OF CHANGE

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# PURPOSE

ELECTRIFY THE FUTURE

# OUR VALUES

WE ARE PIONEERS OF ENERGY TRANSITION.
WE ARE DEDICATED TO DELIVERING TO THE HIGHEST STANDARDS OF PERFORMANCE.
WE ARE UNITED TO ACHIEVE OUR AMBITIOUS GOAL: ELECTRIFY THE FUTURE.

# STRATEGY

SIMPLIFY OUR BUSINESS TO AMPLIFY OUR IMPACT

# OUR SOLUTIONS

FROM GENERATION OF ENERGY, TO TRANSFORMATION OF ENERGY, TO DISTRIBUTION OF ENERGY, TO USAGE OF ENERGY

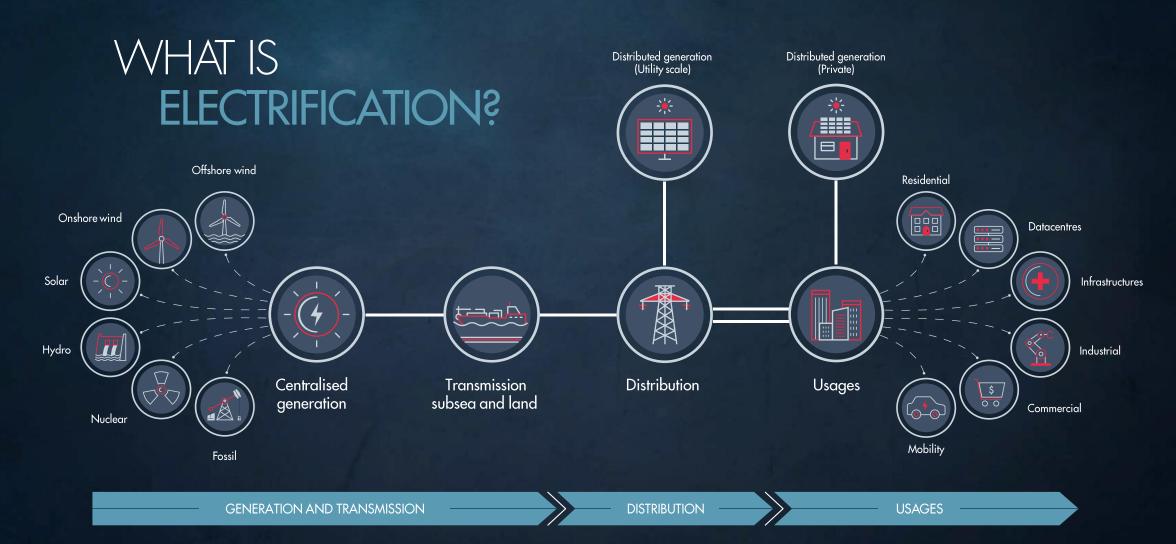
# OUR PATH

VALUE GROWTH BY FOCUSING ON ELECTRIFICATION

# OUR COMMITMENT

CONTRIBUTE TO CABRON NEUTRALITY BY 2030

**√**exans



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WINDS OF CHANGE

WINDS OF CHANGE

FROM:

Nexans is historically a 6 Billion Euro generalist covering 8 macro sectors offering mainly components





34 SUBSECTORS

**OTHERS** 

Sales:

2020



Network



Buildings <u>Territories</u>



Industry



Harnesses

Telecom

45%



Subsea Grid

55%



Grid



Metallurgy

ELECTRIFICATION

€6bn

Nexans will **simplify** to amplify its role as **Electrification Pure Player** 

A COMPANY SUPPORTED BY

MACRO **SECTORS** 

100%

SUBSECTORS



Generation & Transmission



Distribution



Usage

Sales:

2030

ELECTRIFICATION

25

WINDS OF CHANGE

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# 2021 TO 2050 THE WORLD WILL BECOME ELECTRIC AND CARBON NEUTRAL. ONLY A DECADE TO MAKE THE BIG SHIFT









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# ELECTRIFICATION

RISKS RISE FASTER THAN SOLUTIONS. ACTION IS NEEDED

**MAJOR UPCOMING RISKS** 



**NEW NEEDS NEW STAKES** 



IMPACTING THE **ELECTRIFICATION**  FIGHT GLOBAL WARMING & BIODIVERSITY ATTRITION



**GREEN DEAL NEEDED** 

€7 TRILLION

Investments in energy transition by 2030

X4.3

Renewable capacity between 2019 and 2040



**GENERATION** AND TRANSMISSION **AVOID BLACKOUT IN BIG CITIES** 



**GRID MODERNISATION NEEDED** 

30 YEARS

Life time of a cable

+40 YEARS

Average age of grids in Europe & North America.



DISTRIBUTION

**GUARANTEE END USERS ELECTRICAL SAFETY** 



**ELECTRICAL SAFETY NEEDED** 

1 FIRE EVERY 2 MINUTES

caused by an electrical origin in the EU

UP TO 80% OF FIRES

are triggered by counterfeit cables in emerging area



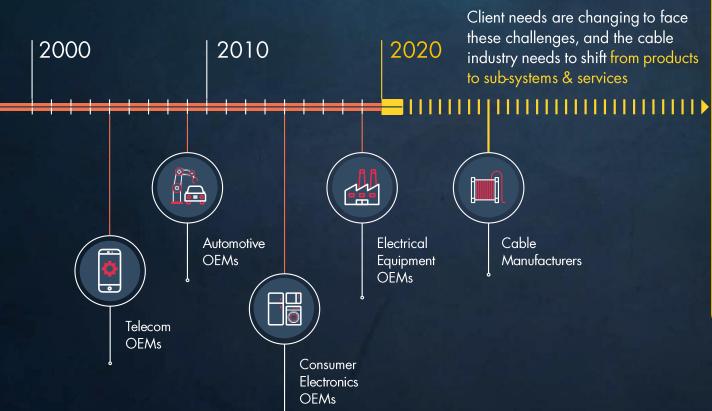
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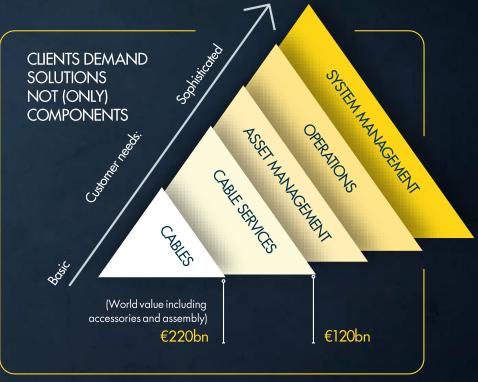
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WINDS OF CHANGE

# NEW CHALLENGES LEADING TO NEW CLIENT NEEDS







# ELECTRIFICATION PURE PLAYER ENGINEERING A NEW MODEL

#01

A HUGE ELECTRICITY
BOOM TO COME
REQUIRING SELECTIVITY

#

A NEED FOR SYSTEMS AND SOLUTIONS ENABLED BY AN ECOSYSTEMIC VIEW



#U3

A NEED FOR GLOBAL REACH IN A FRAGMENTED MARKET OFFER







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ZOOM ON NEXANS ACTIVITIES



**700M ON NEXANS ACTIVITIES** 

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### OFFSHORE WIND FARMS ENABLE THE GREEN TRANSITION

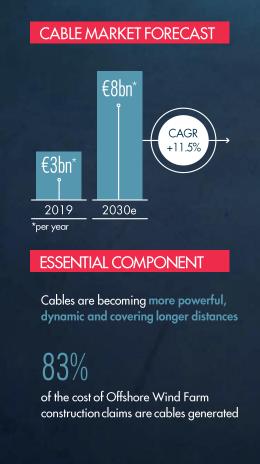
### 2.5X CABLE MARKET GROWTH NEXT DECADE

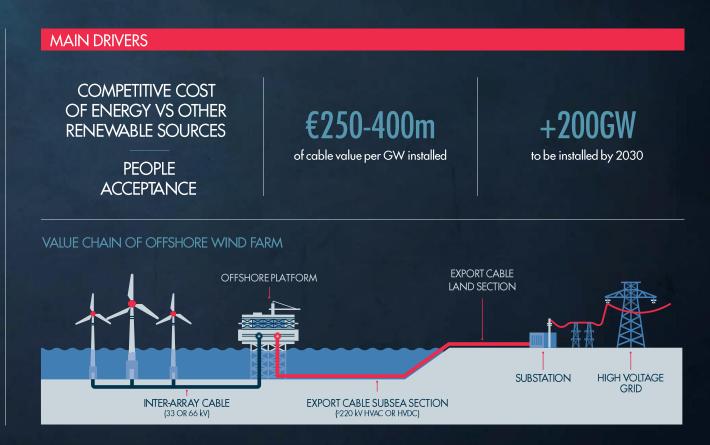


**WIND FARMS** 

CENTRALISED

**GENERATION** 





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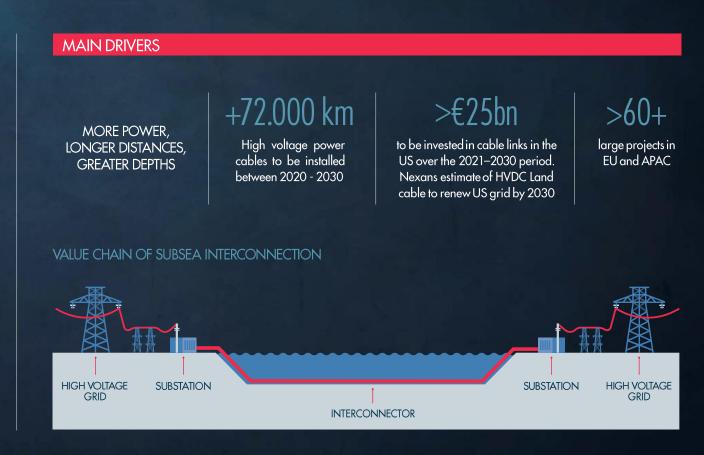
ZOOM ON NEXANS ACTIVITIES

### BUILDING THE ENERGY HIGHWAY

### BRINGING ENERGY FROM THE GENERATION AREA TO THE CONSUMPTION AREA







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ZOOM ON NEXANS ACTIVITIES

### PUSHING TECHNICAL FRONTIERS

### BROADENING THE SCOPE OF POSSIBILITIES FOR OUR CLIENTS

# 2020

#### **CUTTING EDGE TECHNOLOGY**

#### **HVDC** Extruded:

525kV Subsea and Land cable system

#### Long Distances:

World's longest HVDC interconnector 525 kV - 623 km

#### Deep Water Applications:

- World's deepest 420 kV XLPE cable 550 m water depth
- Nexans' deepest HVDC interconnector installed at 1,500 m water depth
- Hybrid cable at 2,300m

#### Dynamic Applications:

Dynamic HV cables to world's first floating offshore wind farm



OFFSHORE WIND FARMS



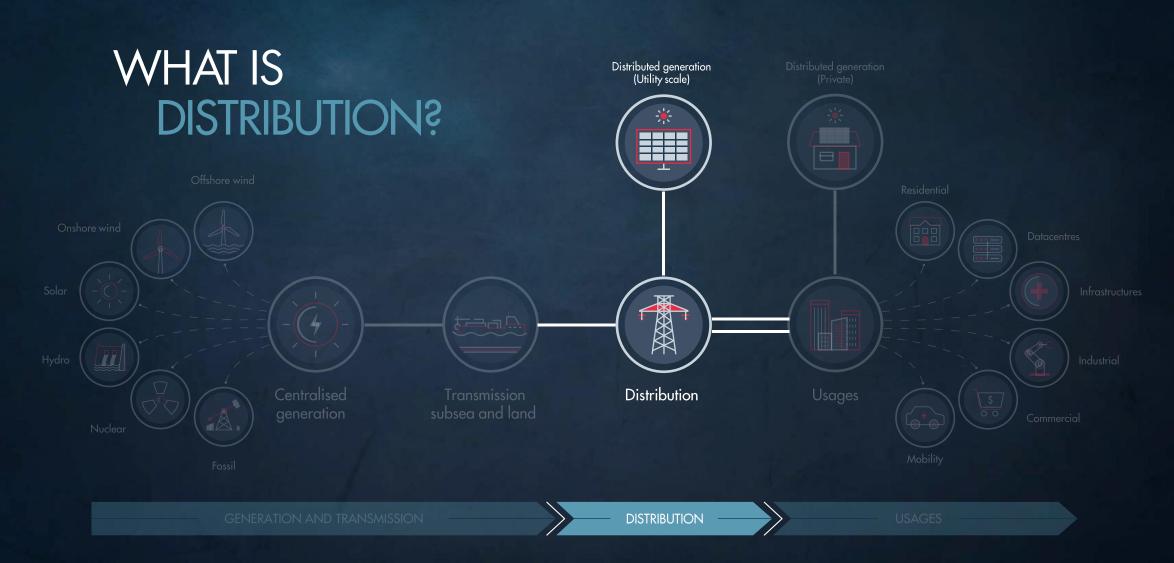
# 2024

#### AMPLIFY TECHNOLOGY LEADERSHIP

- Increase voltage levels beyond 525kV for our subsea and land cables systems
- Deep water applications down to 3,000m
- Advanced cable systems for floating Offshore Wind Farms
- Next generation cable installation and protection
- Amplify technological leadership through HVDC
   Powerboost<sup>™</sup>, Nexans proprietary solution for thermoplastics

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ZOOM ON NEXANS ACTIVITIES



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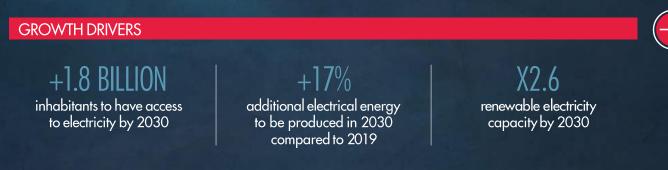
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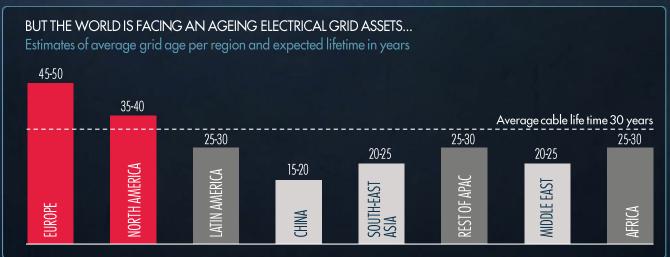
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A GROWING ENERGY DEMAND
BUT THROUGH AN AGEING GRID ASSET



GENERATION







to be invested from 2020 to 2030 for electrification, renewables & network replacement

#### CABLE MARKET FORECAST



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# **NEOGRID®** TURNKEY SOLUTIONS FOR ELECTRIFICATION



#### **PIONEER PROJECT**

ELECTRIFICATION PROJECT IN IVORY COAST, FULL TURNKEY

€10m Project

villages to electrify

completed

Nexans NEOGRID® offer is dedicated to emerging area searching solutions to electrify safely, rapidly and at the best cost a specific region

#### **NEOGRID® TURNKEY SOLUTION**

**FINANCING** 

ARCHITECTURE DESIGN

**CABLES** 

**ACCESSORIES** 

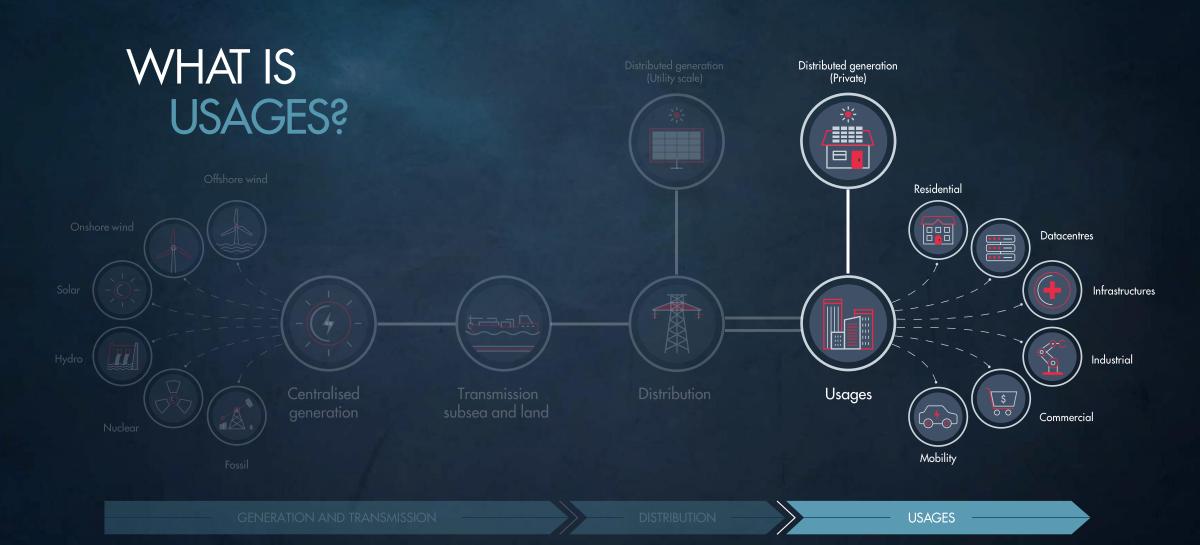
INSTALLATION



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ZOOM ON NEXANS ACTIVITIES



ZOOM ON NEXANS ACTIVITIES

## **BUILDING CABLE MARKET**

## BRING SAFE ELECTRICAL POWER AT THE HEART OF OUR LIFE PLACES



INFRASTRUCTÚRES, MOBILITY, DATACENTERS



#### CABLE MARKET FORECAST



#### **ELECTRICAL SAFETY**



# 2 MINUTES caused by an electrical origin in the EU

UP TO 80%

of fire outbreaks due to counterfeit cables in emerging countries

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ZOOM ON NEXANS ACTIVITIES

CABLE FIRE
TECHNOLOGIES
FOR A SAFER
ELECTRIFICATION



1 FIRE EVERY2 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

NEXANS OWNS +150 PATENTS THAT ARE FIRE SAFETY RELATED

GROWING POWER IN RESIDENTIAL BUILDING

24M EVCS to be installed in residential building by 2030

	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

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# STRENGTHEN THE DISTRIBUTION NETWORK

RESILIENCE AND EFFICIENCY TROUGH SMART SOLUTIONS







TO: **SOLUTIONS OFFER** 

> FIRE SAFETY CABLES

> > Fire Resistant

**HFFR** 

Product Innovations to ease installation &

transport, enhance safety and increase installer productivity

ERS TO HANDLE

**MOBIWAY®** 

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

End-to-end supply chain

EID-TO-EID OFFRIORS

**EASYCALC** Cable **Dimensioning** App



NEXANS CONNECTED

PRODUCTS BY

2024

IoT/Connected products

80

DEDICATED

PEOPLE

- End-to-end Supply Chain

- Digital Customer Apps, Web

REGIONAL

**DESIGN** 

LABS

Microsoft

**SPECIALTY** 

**DESIGN LAB** 

**AGICITY®** 



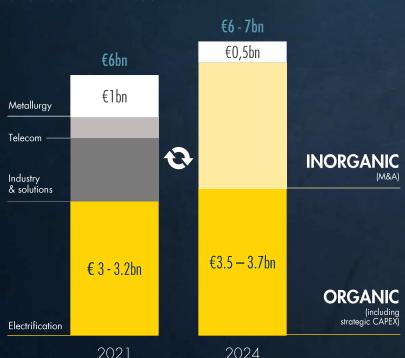
FINANCIAL TRAJECTORY 2021-2024

# **OUR COMMITMENTS**

AMPLIFY AND SCALE-UP WITH DISCIPLINE

### ROTATE TO ELECTRIFICATION

**SALES AT STANDARD METAL PRICES** 



## SCALE-UP IN VALUE

	(Organic	CTRIFICATION , including c CAPEX)		<b>L GROUP</b> A, Divestments)
1	2021	2024	2021	2024
REVENUES Sales standard metal price	€3 - 3.2bn	€3.5 - 3.7bn	~€6bn	€6 - 7bn
<b>EBTIDA</b> % Sales	8 - 10%	11 - 13%	6 - 8%	10 - 12%
NCCR (1)	≥ 30%	≥ 40%	≥ 20%	≥ 40%
<b>ROCE</b> (2)	≥ 15%	≥ 20%	12.5 - 14.5%	N/A

- (1) NCCR (Normalized Cash Conversion Ratio) defined as Normalized Free Cash Flow / EBITDA NFCF excludes strategic capex, PP&E divestment, one off-change in working capital and material restructuring plans cash out. Segment NCCR computed after allocation of Group mutualized costs
- (2) Excluding potential goodwill and PPA assets arising from M&A / Assuming Nexans cumulated depreciation ratios for acquired fixed assets

## SUSTAINABLE & SOUND **BALANCE SHEET**

OWC % (3)	< 6%
CAPEX % (4)	≤ 2.5%
Leverage Ratio (5)	≤ 2.5x

- (3) OWC% as Closing / (Previous Quarter Actual Sales x 4)
- (4) CAPEX% as Recurring CAPEX / 12 months Standard Sales
- (5) Leverage Ratio: Average of last two published net debt on Last Twelve Months EBITDA

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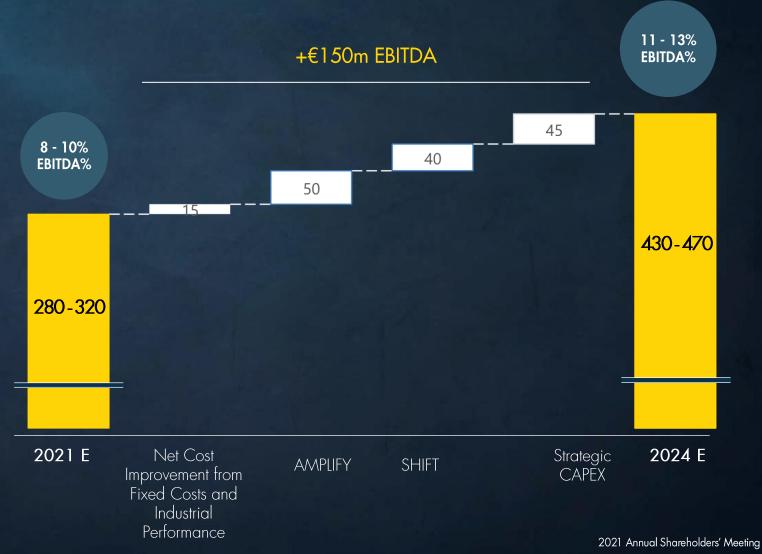
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FINANCIAL TRAJECTORY 2021-2024

**AMPLIFY ELECTRIFICATION ACTIVITIES 2021-2024** A €150m **EBITDA STEP-UP** 

**EXISTING ELECTRIFICATION** EBITDA (€M) **EXCLUDING M&A** 



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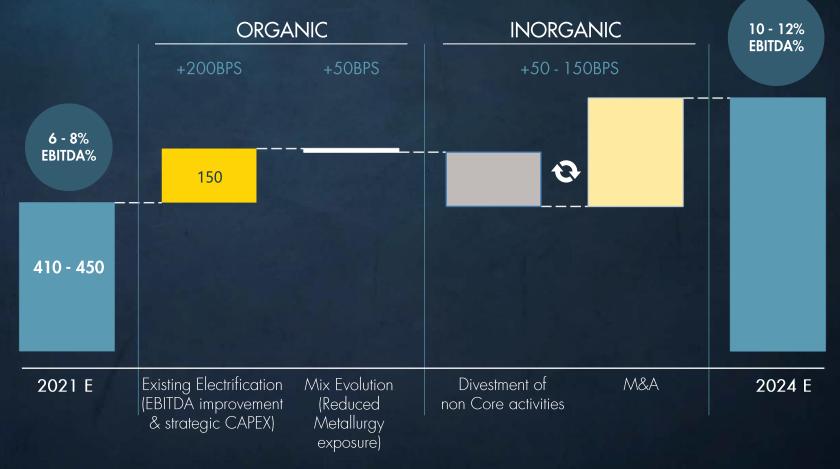
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FINANCIAL TRAJECTORY 2021-2024

# **OVERALL NEXANS GROUP**

EBITDA BRIDGE

NEXANS GROUP EBITDA (€M) -INCLUDING STRATEGIC CAPEX, M&A AND DIVESTMENTS



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FINANCIAL TRAJECTORY 2021-2024

# 2022-2024 CASH ALLOCATION PRE M&A



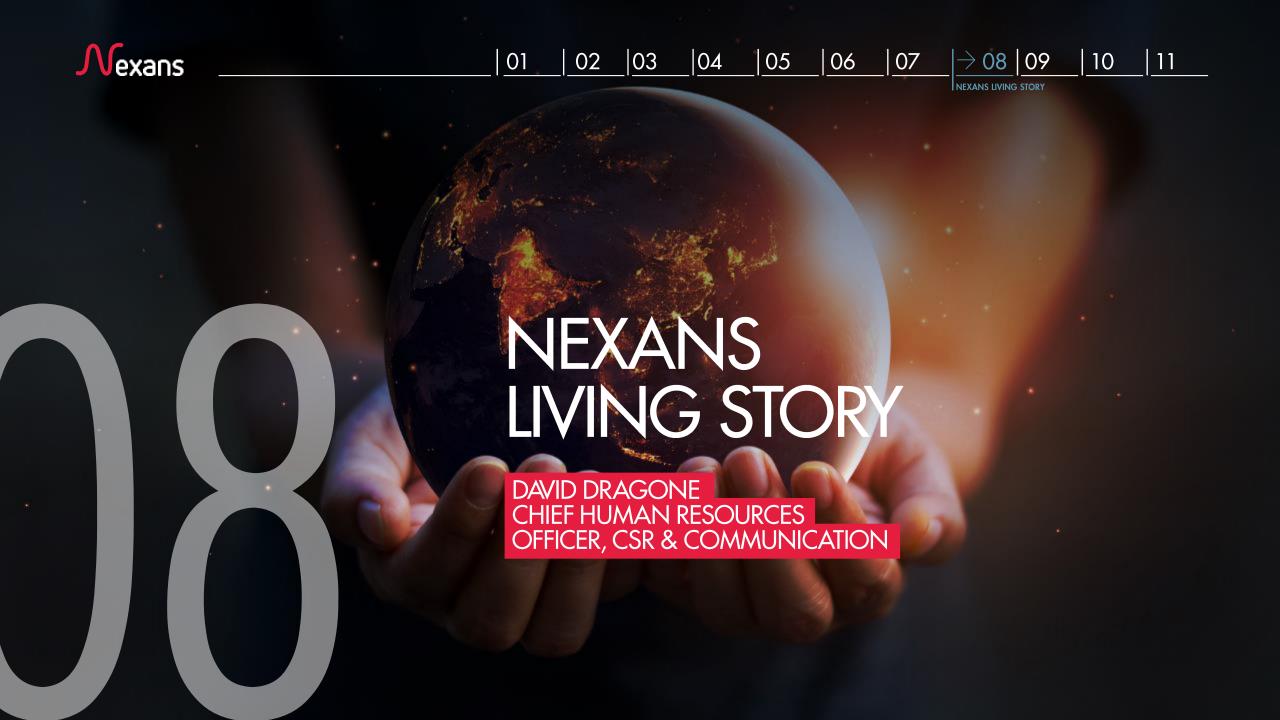


## ...WHILE ENABLING SIGNIFICANT FIRE POWER FOR M&A

# UP TO €2bn

before divestitures at leverage ratio  $\leq 2.5x$ 

Potential divestitures will free up more liquidity



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**NEXANS LIVING STORY** 

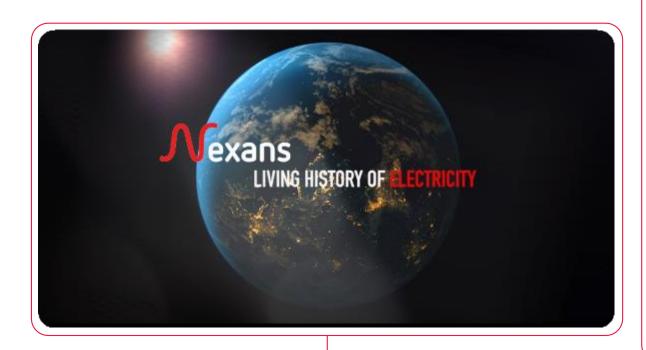


Photo Contest #NexansLivingHistory

May 2020 Nexans Living History August 2020

Photo Contest

48



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NEXANS LIVING STORY

# PEOPLE ARE AT THE HEART OF OUR PURPOSE:

#### **ELECTRIFY THE FUTURE**

# AND OUR MISSION:

ELECTRIFICATION IS IN OUR DNA. It is at the heart of our existence. It's the reason why we give the best of ourselves to build a better future for the world. We want a diverse, talented and engaged workforce to help make our purpose a reality.



# WE HAVE DONE A VALUES SURVEY:

Engaging employees to participate in the new Values that reflect the new Nexans

November 2020

Purpose, Mission & Introduction of values

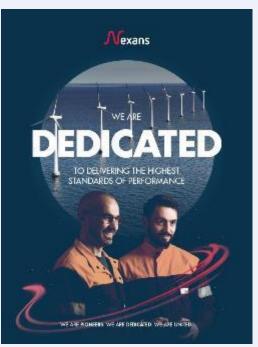
December 2020 Values Survey

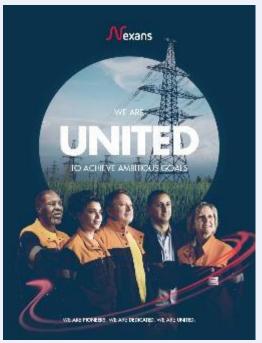


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NEXANS LIVING STORY







February 2021 Values Released



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NEXANS LIVING STORY



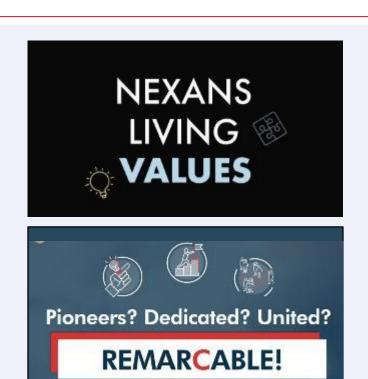
May 2021

Employee become writers of the culture story



01 | 02 | 03 | 04 | 05 | 06 | 07 |  $\rightarrow$  08 | 09 | 10

NEXANS LIVING STORY



# BUILDING CULTURE AT EVERY STAGE TO BRING VALUES TO LIFE

Make culture (rituals, routines, behaviors, beliefs) visible and appropriated by each employee.

Bring proof points, all along employee life cycle (from recruitment, through performance review, and employee listening). Inspire, attract and empower!

April 2021

Employee become writers of the culture story



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NEXANS LIVING STORY

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# HOW TO INFUSE THE GROUP STRATEGY... EVERYWHERE

Each BU creates its own Ambition plans to leverage the translation of the Group Strategy to a more meaningful local Strategy.

01

The goal is for every employee to be aware of the Group strategy.



2021

Employee become writers of the culture story







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CORPORATE GOVERNANCE AND COMPENSATION

# ROBUST CORPORATE GOVERNANCE AND BOARD PRACTICES



**Nexans** 

**JEAN MOUTON** Independent chairman



MARC GRYNBERG Independent director



JANE BASSON Independent director



MARIE-CÉCILE DE **FOUGIÈRES** Director representing employee shareholders



ANGÉLINE AFANOUKOÉ Director representing employees



**HUBERT PORTE** Independent director



**KATHLEEN WANTZ-**O'ROURKE Independent director



SYLVIE JÉHANNO Independent director



**ANNE LEBEL** Lead Independent director



FRANCISCO PÉREZ **MACKENNA** Director proposed by shareholder Invexans Limited (UK) Quiñenco

Group



**BJØRN ERIK NYBORG** Director representing employees



**CRAIG** Director proposed by shareholder Invexans Limited (UK), Quiñenco Group

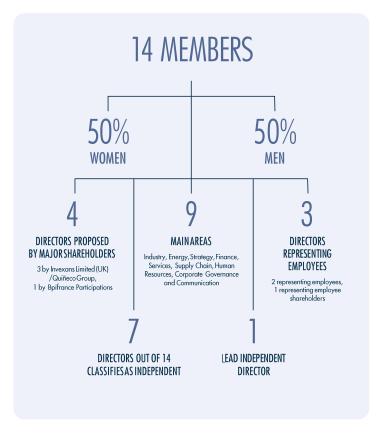
ANDRÓNICO LUKSIC



OSCAR HASBÚN MARTÍNEZ Director proposed by shareholder Invexans Limited (UK), Quiñenco Group



**ANNE-SOPHIE** HÉRELLE Permanent representative of Bpifrance **Participations** 



# **Nexans**

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# DIRECTORS' INDEPENDENCE

- Compliance with the AFEP-MEDEF Code: 63.6% of independent directors
- Full transparency on independence criteria
- Independent Chairman
- Lead Independent Director
- Well-balanced powers within the Board:
- Separation of the functions of Chairman and Chief Executive Officer
- Strategic decisions (projects > €50 million) submitted to the Board for approval
- Stakeholder representation: employees, employee shareholders and two shareholders



CORPORATE GOVERNANCE AND COMPENSATION

# VERY ACTIVE COMMITTEES OF THE BOARD

#### ACCOUNTS, AUDIT AND RISK COMMITTEE

Chair: K. Wantz -O'Rourke

**5 MEMBERS 60% INDEPENDENT** 60% WOMEN 5 MFFTINGS 100% PARTICIPATION

#### Mains activities in 2020

- Annual and half-year financial statements and financial press releases

**Nexans** 

- Investments, reorganisation costs, Group's liquidity, financing and accounting treatment of the financial impacts of the pandemic
- Internal audit and internal control, risk management, information system risks
- Compliance programme, presentation of the Ethics Correspondent on alerts and warnings
- Presentations by Statutory Auditors, Statutory Auditors' assianments

#### APPOINTMENTS AND CORPORATE **GOVERNANCECOMMITTEE**

Chair: A. Lebel

5 MEMBERS **60% INDEPENDENT** 80% WOMEN 6 MFFTINGS 92% PARTICIPATION

#### Mains activities in 2020

- Work on the composition of the Board and its Committees, proposals for the appointment of Censors and Directors
- Succession plan for the Executive Committee
- Diversity policy within the Board of Directors and management bodies
- Qualification of the independence of Board members
- Results of the Board Assessment and actions to be implemented as a result of this assessment

#### COMPENSATION COMMITTEE

Chair: A. Lebel

6 MEMBERS **60% INDEPENDENT** 80% WOMEN 1 EMPLOYEE REPRESENTATIVE 8 MEETINGS 92.7% PARTICIPATION

#### Mains activities in 2020

- Compensation policy for executive directors and corporate officers
- Compensation of the Chairman of the Board and the CEO
- Review of publications on the compensation of executive directors

- Long Term Incentive Plans
- Review of the Board's Reports on Corporate Governance and on AGM resolutions
- International employee share ownership plan "Act 2020"

#### STRATEGY AND SUSTAINABLE DEVELOPMENT COMMITTEE

Chair: O. Hasbún

5 MEMBERS **40% INDEPENDENT** 40% WOMEN 9 MEETINGS 94.4% PARTICIPATION

#### Mains activities in 2020

- Review of the strategic plan and its timetable, the business portfolio, several strategic options and external growth projects
- Review of he Nexans Foundation activities
- Group's policies, priorities, actions, risks and performance in the areas of Social and Environmental Responsibility, the CSR scorecard, the extrafinancial performance statement and the duty of care plan



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CORPORATE GOVERNANCE AND COMPENSATION

#### RESOLUTIONS 4 TO 8 AND A

### PROPOSED BOARD OF DIRECTORS & STATUTORY AUDITOR

#### DIRECTORS

#### RENEWAL



MARC GRYNBERG
Chief Executive Officer
of Umicore



ANDRÓNICO LUKSIC CRAIG Chairman of the Board of Quiñenco



FRANCISCO PÉREZ
MACKENNA
Chief Executive Officer
of Quiñenco

#### **NEW (PROCESS AND PERSON)**



SELMA ALAMI
Deputy Chief Executive Director
of North West Africa Business
Unit at Nexans, supported by the
Board of Directors



SELIM YETKIN Second Candidate: ISP Sales Manager in Nexans United Kingdom

#### STATUTORY AUDITOR

#### RENEWAL



# mazars

MAZARS
Represented by Juliette DecouxGuillemot who succeeds Isabelle Sapet



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**RESOLUTION 4** 

## MARC GRYNBERG, INDEPENDENT DIRECTOR



MARC GRYNBERG
Chief Executive Officer
of Umicore
55 years old,
Belgian nationality

#### First elected as a director:

May 11, 2017

Member of the Strategy and Sustainable Development Committee

Number of shares held: 500

Review of independence by the Board: no significant business relationship between Nexans and Umicore in 2020

He brings global executive expertise to the Board in addition to his experience in finance and in the industry sector. He is a significant contributor to the effective work of the Board. In 2019, he also participated in the work of the Transformation Committee that regularly reviewed and monitored the deployment of the Group Transformation Plan.

#### 2020 attendance:

- 11 Board meetings
- 6 Strategy and Sustainable Development Committee meetings



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ORPORATE GOVERNANCE AND COMPENSATION

RESOLUTIONS 5 & 6

# DIRECTORS PROPOSED BY MAIN SHAREHOLDER INVEXANS LIMITED (UK), QUIÑENCO GROUP



ANDRÓNICO LUKSIC CRAIG
Chairman of the Board of
Directors of Quiñenco
66 years old,
Chilean nationality
Proposed by Invexans Limited (UK)

Proposed by Invexans Limited (L First elected as a director: May 14, 2013

Number of shares held: 6,740

His family indirectly owns 29% of Nexans share capital. He brings global executive expertise to the Board. He is involved in all strategic Board decisions, even when he is unable to attend Board meetings.

#### 2020 attendance:

6 Board meetings



FRANCISCO PÉREZ MACKENNA Chief Executive Officer of Quiňenco 62 years old, Chilean nationality

Proposed by Invexans Limited (UK)
First elected as a director:
May 31, 2011

Number of shares held: 500

#### Member of the:

- Accounts, Audit and Risk
   Committee
- Strategy and Sustainable Development Committee
- Appointments and Corporate Governance Committee
- Compensation Committee

He brings global executive expertise to the Board. His commitment, engagement and contribution are exceptional; he participates in the 4 Board Committees.

#### 2020 attendance:

- 14 Board meetings
- 5 Accounts, Audit and Risk Committee meetings
- 6 Appointments and Corporate Governance Committee meetings
- 8 Compensation Committee meetings
- 9 Strategy and Sustainable Development Committee meetings



**Expertise:** 

& MERA area

17 years within Nexans

group, holding CIO and other

leadership positions in Morocco

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#### RESOLUTIONS 7 & A

**Mexans** 

### DIRECTOR REPRESENTING EMPLOYEE SHAREHOLDERS



Candidate supported by the Board

**SELMA ALAMI Deputy CEO of North West Africa Business Unit at Nexans** 45 years old, Moroccan nationality

Elected by registered employee shareholders: January 2021

Number of shares held: 734

Number of corporate mutual fund units invested in **Nexans shares:** 97

Also Director of several Nexans subsidiaries in Morocco, Senegal and Ivory Coast and Member of Nexans North West Africa **Executive Committee** 



**SELIM YETKIN ISP Power Sales Managers at Nexans UK** 

40 years old. Turkish nationality

Designated by the Supervisory boards of mutual funds: January 2021

Number of shares held:

Number of corporate mutual fund units invested in Nexans shares:

60

#### **Expertise:**

B2B commercial manager specialized in business development, pricing, CRM and sales team management. He started his career in Nexans Turkey sales back office, moved to business development in Central Asia region, then took over the Turkish Export Sales Team.

Currently in UK (9 years experience), working as ISP Power Sales manager.



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CORPORATE GOVERNANCE AND COMPENSATION

# BJØRN ERIK NYBORG NEW DIRECTOR REPRESENTING EMPLOYEES



BJØRN ERIK NYBORG Responsible for Warehouse Consumables at the Halden plant in Norway

**Appointed by the European Works Council:** October 15th, 2020

44 years old, Norwegian nationality

He joined Nexans in November 2005 as an operator working shifts on the paper insulation line in the Submarine & Land Systems (SLS) Business Group. was a deputy member of the Board of Directors of Nexans Norway from 2014 to 2019. He represented the Norwegian workers in NEWCO from 2016 to 2020. He was also a deputy member on an external Board, OK Industri, which is responsible for educating apprentices in one of Norway's regions, from 2014 to 2019.

Bjørn Erik Nyborg joined the local union in 2005. He became full-time deputy leader of the union in 2013. During his time as union leader, Bjørn Erik Nyborg covered many aspects of union duties such as revising local agreements and negotiating salaries both at local and at national level, and dealing with individual employee legal cases.

ITEMS PAID DURING FISCAL YEAR 2020 OR ALLOCATED FOR FISCAL YEAR 2020

ORPORATE GOVERNANCE AND COMPENSATION

### RESOLUTIONS 11

**N**exans

# COMPENSATION OF CORPORATE OFFICERS AND DIRECTORS FOR THE YEAR 2020

Exhaustive presentation of the items of compensation in the 2020 Universal Registration Document (p. 82 to 94)

Chairman of the Board of Directors	Resolution 12
Chief Executive Officer	Resolution 13
Directors	€ 650,000
J. Mouton	€0
A. Afanoukoé	€0
J. Basson	€ 54,372
MC de Fougières	€0
M. Grynberg	€ 47,71
O. Hasbún	€ 64,226
AS. Hérelle	€ 69,731
S. Jéhanno	€ 45,593
A. Lebel	€ 75,236
F. Letier	€ 31,860
C. Lewiner	€ 45,655
A. Luksic Craig	€ 28,443
BE. Nyborg	€0
F. Pérez Mackenna	€ 83,494
H. Porte	€ 44,958
K. Wantz-O'Rourke	€ 58,721

Includes a Covid-related reduction for all Board members

15 BOARD MEETINGS 22 COMMITTEE MEETINGS

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CORPORATE GOVERNANCE AND COMPENSATION

#### RESOLUTION 12

# 2020 COMPENSATION OF JEAN MOUTON, CHAIRMAN OF THE BOARD OF DIRECTORS

COMPENSATION ITEMS PAID DURING 2020 OR AWARDED IN RESPECT OF 2020 TO JEAN MOUTON, CHAIRMAN OF THE BOARD OF DIRECTORS, UNCHANGED SINCE HIS APPOINTMENT IN 2019:

Fixed compensation *	€ 237,500
Compensation as Board members	€0
Benefits-in-kind	€0

<sup>\*</sup> Includes a Covid-related reduction.

As a reminder, the Chairman of the Board of Directors does not receive any short-term or long-term variable compensation or any other benefits

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RESOLUTION 13

**N**exans

# 2020 COMPENSATION OF CHRISTOPHER GUÉRIN, CHIEF EXECUTIVE OFFICER

2020 fixed compensation*	€ 570,000
Variable annual compensation for 2020 to be paid in 2021 (60% of collective objectives and 40% of individual objectives)	€ 882,360
Variable annual compensation for 2019 to be paid in 2020 (60% of collective objectives and 40% of individual objectives)	€ 776,400
Performance shares granted in 2020 (Valued at the time of grant in 2020)	<b>20,000 shares</b> Valued at € 299,800
Benefits-in-kind	€ 5,804

<sup>\*</sup> Includes a Covid-related reduction.

### Other commitments given:

- Contribution pension plan: premium of € 240,000
- Termination indemnity and noncompete indemnity (threshold of 2 years of fixed and variable compensation)
- Welfare plan
- Unemployment insurance plan: premium of € 11,261

ODDODATE COVEDNIANCE AND COMPENSATION

# RESOLUTIONS 14 & 15

**Nexans** 

COMPENSATION POLICY UNCHANGED FOR DIRECTORS AND THE CHAIRMAN OF THE BOARD FOR 2021

Exhaustive presentation of the items of the compensation policy in the 2020 Universal Registration Document (p. 76 to 81)

Compliance	Fixed compensation.
	Variable compensation related to attendance at Board and Committee meetings.
Comparability	With a sample of comparable companies from the SBF 120
Performance	Non applicable
RESOLUTION 15: CHA	AIRMAN OF THE BOARD
	AIRMAN OF THE BOARD  Fixed compensation.
RESOLUTION 15: CHA Compliance Comparability	

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RESOLUTION 16

CHANGES TO THE COMPENSATION POLICY FOR THE CHIEF EXECUTIVE OFFICER IN 2021

#### FIXED COMPENSATION:

Increase from €600,000 to €750,000 Set for 3 years



- Below the first quartile of the panel
- Nexans Stock Price at €60 v. €29.77 on the day of CEO appointment
- Market capitalization roughly doubled to €2.8 billion
- Record Free Cash Flow at more than €1,8 billion
- Management and anticipation of pandemic waves
- New long term perspective around Electrification, new corporate purpose (Electrify the Future), new corporate ambition, and new methodologies to accelerate Nexans carbon neutrality commitment

#### VARIABLE COMPENSATION:

50% of individual criteria on ESG



- Previously 15% of individual objectives (2020)
- Aligned with new long term perspective around electrification, new corporate purpose (Electrify the Future), new corporate ambition, and new methodologies to accelerate Nexans carbon neutrality commitment

#### LTIP:

performanceshares vested prorata temporis in case of retirement



- Post mandate vesting of the shares granted to the CEO prorata temporis in case of retirement

#### SEVERANCE PAY:

Strengthening performance criteria



 Overall achievement rate of objectives for target annual variable compensation of at least 80% (instead of 60%) over the 3 years prior to the date of the forced departure

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COPPORATE GOVERNANCE AND COMPENSATION

#### RESOLUTIONS 25 & 26

EMPLOYEE
SHAREHOLDING
POLICY UNCHANGED,
STRONG DRIVER
OF EMPLOYEE
ENGAGEMENT

#### 2022 - EXPECTED IMPLEMENTATION: JULY 2022

Since 2002, an international employee share ownership plan has been implemented every two years.

The last one was held on November 13, 2020.

#### **RESOLUTION 25**

 400,000 shares reserved for employees who are members of a Group company savings plan

#### **RESOLUTION 26**

 100,000 shares reserved for a financial institution to set up an alternative offer for the benefit of certain foreign employees

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**RESOLUTIONS 27, 28 & 29** 

#### **RESOLUTION 29: SPECIFIC STRATEGIC PLAN**

- Specific plan linked to the new strategic plan

- 100,000 performance shares for the Group's senior managers, including the Chief Executive Officer
- Vesting period of 4 years
- Three performance conditions linked to the new strategic plan to be set by the Board of Directors:
  - Stock market performance condition (TSR)
  - Economic
  - Deployment of the portfolio rotation

#### RESOLUTION 27: UNCHANGED

- 300,000 performance shares for the Group's senior managers, including the Chief Executive Officer
- Vesting period of 4 years
- Three performance conditions to be set by the Board of Directors:
  - Stock market performance condition (TSR)
  - Economic
  - CSR

#### **RESOLUTION 28: UNCHANGED**

- 50,000 free shares for high-potential employees or those who have made an exceptional contribution
- Vesting period of 4 years

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PEPOPTS OF STATUTORY AUDITORS

# REPORTS OF STATUTORY AUDITORS

# 3 REPORTS FOR THE ORDINARY SHAREHOLDERS' MEETING

- Reports on the consolidated financial statements (pages 262 to 266 of the Universal Registration Document)
- Report on the corporate financial statements (pages 287 to 290 of the Universal Registration Document)
- Reports on related-party agreements
   (pages 317 to 319 of the Universal Registration Document)

# 7 REPORTS FOR THE EXTRAORDINARY SHAREHOLDERS' MEETING

- On the capital reduction (resolution 18)
- On authorizations to increase the share capital (resolutions 19 to 24)
- On authorizations for the international employee shareholding plan and the grant of performance shares and free shares

(resolutions 25 to 29)

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# REPORTS OF STATUTORY AUDITORS

ORDINARY SHAREHOLDERS' MEETING

#### ON THE 2020 CONSOLIDATED FINANCIAL STATEMENTS

In our opinion, the consolidated financial statements give a true and fair view of the assets and liabilities and of the financial position of the Group.

We have identified the following key audit matters:

- Accounting of contracts for goods and services
- Antitrust investigations and disputes
- Measurement of goodwill, property, plant, equipment and intangible assets
- Measurement of deferred tax assets

We have no comments on the information presented in the Group management report.

We have no matters to report on the information given in the Group's management report.

We certify the presence of the non-financial performance statement.

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REPORTS OF STATUTORY AUDITORS

# REPORTS OF STATUTORY AUDITORS

**ORDINARY SHAREHOLDERS' MEETING** 

#### ON THE 2020 CORPORATE FINANCIAL STATEMENTS

We certify that the annual financial statements give a true and fair view of the assets and liabilities and of the financial position of the company as at the end of the year and of the results of its operations for the year ended in accordance with French accounting principles.

We have identified the following key audit matters:

- Valuation of shares in subsidiaries and affiliates
- Antitrust investigations and disputes

We have no comments to make on the management report, on the information on payment terms and on the corporate governance report.

We certify the accuracy and fairness of the information provided in accordance with the provisions of the French Commercial Code on the compensation and benefits paid to corporate officers and on the commitments made in their favour.



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REPORTS OF STATUTORY AUDITORS

## REPORTS OF STATUTORY AUDITORS

**ORDINARY SHAREHOLDERS' MEETING** 

#### ON RELATED-PARTY AGREEMENTS (RESOLUTIONS 9 & 10)

#### Agreements submitted for ratification at the Shareholders' Meeting:

Agreements and commitments authorized and executed during the year:

- Sale of CIR and CICE receivables from the Company to Bpifrance Financement
- State Guaranteed Loan (PGE) contracted with a banking pool including Natixis

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EDODES OF STATISTORY AUDITORS

### REPORTS OF STATUTORY AUDITORS

**EXTRAORDINARY SHAREHOLDERS' MEETING** 

#### REPORTS FOR THE EXTRAORDINARY SHAREHOLDERS' MEETING

- On the capital reduction (resolution 18)
- On authorizations to increase the share capital (resolutions 19 to 24)
- On authorizations for the international employee shareholding plan and the grant of performance shares and free shares (resolutions 25 to 29)

We have no comments to make on the terms and conditions of the proposed transactions.

We will issue additional reports in case of using these delegations.





PRESENTATION OF THE RESOLUTIONS

# ORDINARY SHAREHOLDERS' MEETING

RES	OLUTIONS		VOTE	S	RESULT
I LO		FOR	AGAINST	ABSTENT.	RESSEI
#01	Approval of the Company's financial statements and transactions 2020 - Management Report	99.99%	0.01%	97,567	ADOPTED
#02	Approval of the consolidated financial statements 2020	99.99%	0.01%	97,567	ADOPTED
#03	Allocation of income for the fiscal year ended on December 31st, 2020	99.99%	0.01%	1,245	ADOPTED
#04	Renewal of the term of office of Marc Grynberg as Director	94.52%	5.48%	360,943	ADOPTED
#05	Renewal of the term of office of Andrónico Luksic Craig as Director	56.28%	43.72%	31,473	ADOPTED
#06	Renewal of the term of office of Francisco Pérez Mackenna as Director	86.52%	13.48%	31,473	ADOPTED
#07	Appointment of Selma Alami as Director representing employee shareholders	99.98%	0.02%	1,141,689	ADOPTED

2021 Annual Shareholders' Meeting

**N**exans

PRESENTATION OF THE RESOLUTIONS

# ORDINARY SHAREHOLDERS' MEETING

RES	OLUTIONS		VOTE	S	RESULT
NEO		FOR	AGAINST	ABSTENT.	RESSEI
#A	Appointment of Selim Yetkin as Director representing employee shareholders	4.83%	95.17%	1,995,426	RJECTED
#08	Renewal of a Statutory Auditor and appointment of an alternate Statutory Auditor	93.94%	6.06%	1,778	ADOPTED
#09	Approval of a regulated agreement entered into between the Company and Bpifrance Financement	99.83%	0.17%	1,332,349	ADOPTED
#10	Approval of a regulated agreement entered into between the Company and Natixis	99.84%	0.16%	1,332,170	ADOPTED
#11	Approval of the information relating to the compensation items paid during the fiscal year ended on December 31st, 2020 or granted for the same fiscal year to Nexans corporate officers	99.51%	0.49%	4,814	ADOPTED
#12	Approval of the items of compensation paid during the fiscal year ended on December 31st, 2020, or granted for the same fiscal year to Jean Mouton, Chairman of the Board of Directors	99.98%	0.02%	4,609	ADOPTED
#13	Approval of the items of compensation paid during the fiscal year ended on December 31st, 2020, or granted for the same fiscal year to Christopher Guérin, Chief Executive Officer	71.29%	28.71%	139,879	ADOPTED

**N**exans

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PRESENTATION OF THE RESOLUTIONS

# ORDINARY SHAREHOLDERS' MEETING

RESOLUTIONS			VOTES		RESULT
KLO		FOR	AGAINST	ABSTENT.	RESOLI
#14	Approval of the compensation policy of the members of the Board of Directors for the fiscal year 2021	99.73%	0.27%	4,578	ADOPTED
#15	Approval of the compensation policy of the Chairman of the Board of Directors for the fiscal year 2021	99.98%	0.02%	4,616	ADOPTED
#16	Approval of the compensation policy of the Chief Executive Officer for the fiscal year 2021	96.35%	3.65%	408,149	ADOPTED
#17	Authorization to be granted to the Board of Directors to carry out transactions involving Company shares	99.88%	0.12%	856,027	ADOPTED

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PRESENTATION OF THE RESOLUTIONS

# EXTRAORDINARY SHAREHOLDERS' MEETING

DEC	RESOLUTIONS		VOTES	RESULT	
KLO		FOR	AGAINST	ABSTENT.	KLOULI
#18	Authorization to be granted to the Board of Directors for the purpose of reducing the Company's share capital by cancellation of its own shares Authorization to be granted to the Board of Directors for the purpose of reducing the Company's share capital via the cancellation of own shares	98.51%	1.49%	2,909	ADOPTED
#19	Delegation of authority to be granted to the Board of Directors for a 26 month-period, for the purpose of deciding upon the capital increase of the Company by the issuance of ordinary shares and/or securities giving access to Company's equity securities or giving the right to the allocation of debt securities, with preferential subscription rights for shareholders up to a maximum nominal amount of EUR 14 million	99.20%	0.80%	2,799	ADOPTED
#20	Delegation of authority to be granted to the Board of Directors for a 26 month-period, for the purpose of deciding to increase the share capital via the capitalization of premiums, reserves, profits or other amounts, the capitalization of which would be limited to a par value of EUR 14 million	99.96%	0.04%	2,929	ADOPTED
#21	Delegation of authority to be granted to the Board of Directors for a 26 month-period, for the purpose of deciding or authorizing the issuance - without shareholders' preferential subscription rights - of ordinary Company shares and/or securities granting rights to equity securities of the Company, or granting rights to debt securities, via a public offering, and within the limit a par value of EUR 4,375,000, a sub ceiling shared by the 22nd, 23rd, and 24th resolutions	98.33%	1.67%	2,857	ADOPTED

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PRESENTATION OF THE RESOLUTIONS

# EXTRAORDINARY SHAREHOLDERS' MEETING

RES	OLUTIONS		VOTE	S	RESULT
0			AGAINST	ABSTENT.	
#22	Delegation of authority to be granted to the Board of Directors for a 26 month-period, for the purpose of deciding on the issuance - without shareholders' preferential subscription rights - of ordinary Company shares and/or securities granting rights to equity securities of the Company, or granting rights to debt securities, via public offering and within the limit of a par value of EUR 4,375,000, a sub-ceiling shared by the 21st, 23rd and 24th resolutions	91.94%	8.06%	2, 743	ADOPTED
#23	Delegation of authority to be granted to the Board of Directors for a 26 month-period, for the purpose of deciding to increase the number of securities to be issued in the event of a share capital increase with or without shareholders' preferential subscription rights, within a limit not to exceed 15% of the initial amount of the issuance, and up to the limit of the aggregate ceiling set pursuant to the 19th resolution and of the shared sub ceiling set pursuant to the terms of the 22nd, 23rd, and 24th resolutions	93.05%	6.95%	3,076	ADOPTED
#24	Delegation of power granted to the Board of Directors for a 26 month-period, for the purpose of issuing ordinary Company shares or securities granting rights to Company equity securities to be issued in consideration of contributions in kind of shares or equity securities granting rights to the share capital, within the limit of a par value of EUR 4,375,000, which corresponds to the shared sub ceiling set with respect to the 21st, 22nd, and 23th resolutions	97.11%	2.89%	3,773	ADOPTED

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PRESENTATION OF THE RESOLUTIONS

# EXTRAORDINARY SHAREHOLDERS' MEETING

RES	RESOLUTIONS		VOTES		RESULT
KLO			AGAINST	ABSTENT.	REJULI
#25	Delegation of authority to be granted to the Board of Directors for an 18 month-period, for the purpose of deciding to increase the share capital via the issuance of shares and securities granting access to the share capital, and reserved for members of savings plans, without shareholders' preferential subscription rights, for the benefit of said members, and within the limit of a par value of EUR 400,000	97.91%	2.09%	2,946	ADOPTED
#26	Delegation of authority to be granted to the Board of Directors for an 18 month-period, for the purpose of carrying out a share capital increase reserved for a category of beneficiaries, allowing for an employee shareholding plan to be offered to employees of certain foreign Group subsidiaries, under conditions comparable to those provided for in the 25th Resolution of this General Shareholders' Meeting, without shareholders' preferential subscription rights, for the benefit of said category of beneficiaries, and within the limit of a par value of EUR 100,000	97.94%	2.06%	3,146	ADOPTED
#27	Authorization to be granted to the Board of Directors for the purpose of granting in 2022 existing or newly issued free shares to employees and corporate officers of the Group or to some of them without shareholders' preferential subscription rights within the limit of a nominal value of EUR 300,000, subject to the satisfaction of the performance conditions set by the Board of Directors and for a 12 month-period beginning on January 1st, 2022	96.44%	3.56%	3,394	ADOPTED



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PRESENTATION OF THE RESOLUTIONS

## EXTRAORDINARY SHAREHOLDERS' MEETING

PI	RESOLUTIONS		VOTES	RESULT	
		FOR	AGAINST	ABSTENT.	KLOOLI
#28	Authorization to be granted to the Board of Directors for the purpose of granting in 2022 existing or newly issued free shares to employees or to some of them, without shareholders' preferential subscription rights, within the limit of EUR 50,000, not subject to performance conditions, for a 12 month-period beginning on January 1st, 2022 without shareholders' preferential subscription rights	97.92%	2.08%	3,204	ADOPTED
#29	Authorization to be granted to the Board of Directors for the purpose of granting in 2021 existing or newly issued free shares to employees and corporate officers of the Group or to some of them without shareholders' preferential subscription rights within the limit of a nominal value of EUR 100,000, subject to the satisfaction of the performance conditions set by the Board of Directors and for a 7 month-period	92.81%	7.19%	3,204	ADOPTED

# ORDINARY SHAREHOLDERS' MEETING

#30	Power to carry out formalities	99.98% 0.02%	2,692	ADOPTED
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# THANKYOU

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