## **2015 Half-Year results**

July 29, 2015





### **Safe Harbor**

This press release contains forward-looking statements which are subject to various risks and uncertainties that could affect the Company's future performance. Actual results could therefore differ significantly from those currently expected or anticipated.

Readers are also invited to log onto the Group's website where they can view and download the presentation of the annual results to analysts and the 2014 financial statements and Management Report, which include a description of the Group's risk factors, particularly those related to investigations on anticompetitive behavior launched in 2009. Readers can also view the 2015 half-year financial report which describes the risk factors related to raw materials and supplies and also to the competitive environment of the Group's operating subsidiaries.

- the economic environment in Europe, which remains uncertain despite the current low interest rates and oil prices;
- economic developments in Greece and their impact on the Group's operations in that country;
- sharp volatility in currencies and in commodities' prices which could impact the half-year results;

- the economic and political environment in certain emerging markets where Nexans makes sales including in particular Lebanon, Libya and Russia;
- in Australia, the market environment, particularly the demand in mining and infrastructure segments which could remain depressed, and the ramp up of the planned substitution of imports from China to local production after the Tottenham plant closure which may continue to face delays, resulting for example, from the cycles of customer qualification and bid periods;
- in China, the time needed for development of end markets for certain products and the optimization of distribution channels which may take longer than originally planned;
- in Brazil, where difficulties may continue in relation to the economy generally, the Oil & Gas segment in particular, and to customer liquidity and credit issues;
- continuing increased customer credit risks, which in some cases cannot be insured or fully insured, especially in North Africa, Southern Europe, China and Russia;
- the demand generated by the Oil & Gas sector related to the oil price (especially in the United States), which could still lead to an additional fall in investment by Oil and Gas companies beyond cuts already announced.

#### **Investor relations:**

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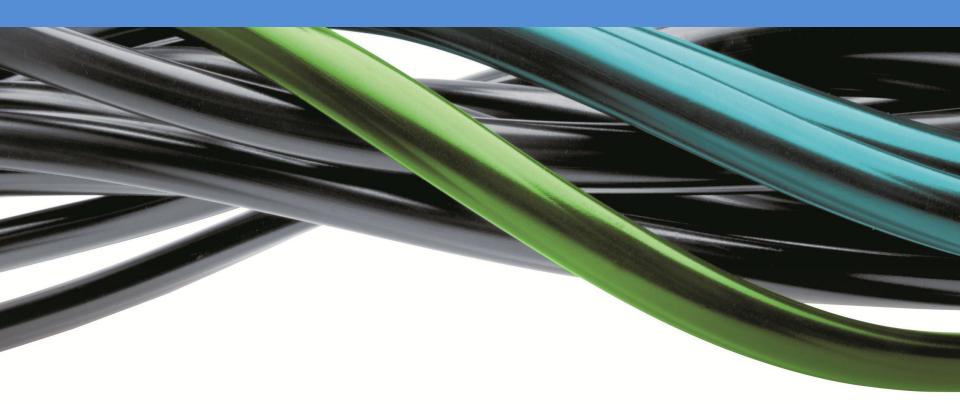
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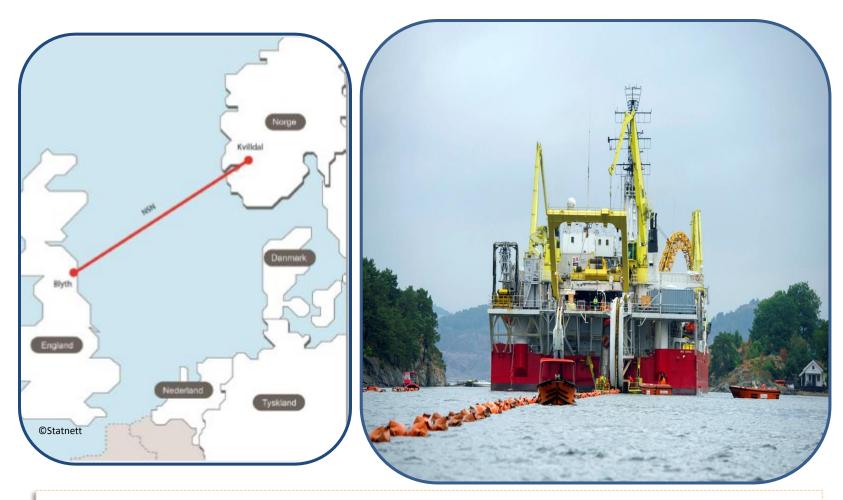
## 1. Some commercial successes

# Arnaud Poupart-Lafarge CEO





#### NSN Link to interconnect Nordic and British energy markets



NSN Link, the world's longest subsea power link incorporating Nexans' HVDC cable technology



## Inner Oslofjord cable systems project using Nexans subsea cable technology



Two new cable systems will reinforce the electricity supply in central Eastern Norway supported by Nexans XLPE cables



#### Nexans EHV cable to connect Canada's Grand Bend Wind Farm



More renewable energy will flow to communities in the Canadian province of Ontario through a cable connection to be provided by Nexans



## Nexans' photovoltaic cables to connect Europe's largest solar farm



Nexans to supply 5,000 km of medium and low voltage, photovoltaic cables (PV) and data cables (optical fiber) for the Cestas solar farm in France.



#### Nexans LV in the biggest Refinery Project in Iraq



Nexans to supply low voltage cable system for the new Karbala Refinery Project in Iraq



## Anthem of the Seas cruise ship supplied by Meyer Werft equipped with SHIPLINK® cable range



Nexans delivered close to 3,000 km of fire resistant, high voltage power cables and accessories, low voltage power & instrumentation cables to Anthem of the Seas



## Platform of cars using Nexans Autoelectric Engine and Gearbox Harnesses



Example of development with Audi



## Nexans Cabling Solutions involved in Denmark's fibre-based hospital of the future!

The Central Denmark Region has awarded Nexans a multiyear frame agreement for the delivery of 10,000 Ethernet FTTO-Switches.





These access switches are the key component in an innovative fiber based Local Area Network (LAN) cabling concept called "Fibre-To-The-Office (FTTO)".



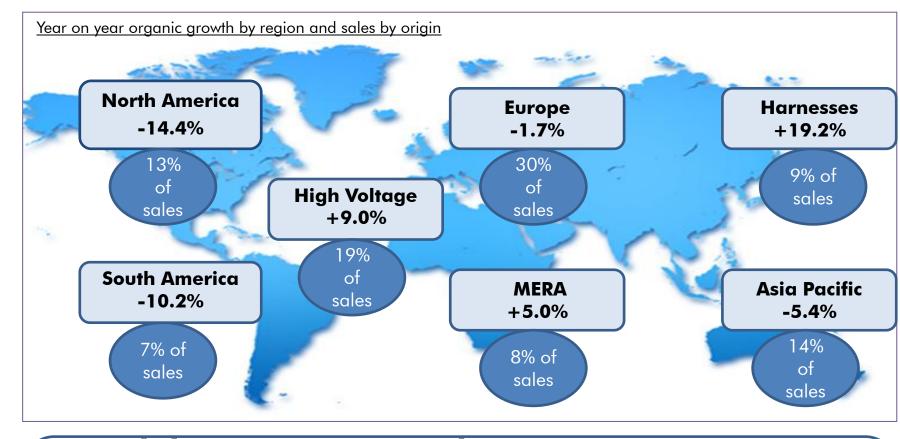
## 2. Overview H1'15

# Arnaud Poupart-Lafarge CEO





#### **Business outlook in H1'15**





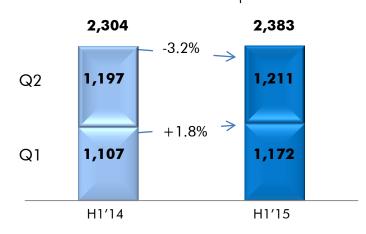
- HV submarine: strongest backlog
- Auto Harnesses: strong dynamics of projects
- LAN systems: Europe and APAC
- Portfolio improvement: Europe and MERA
- Brazil: slowdown induced by political crisis
- Oil & Gas: double digit contraction (North America)
- Australia: difficult overall



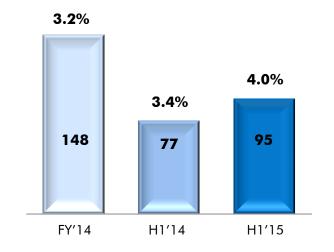
#### **Activity overview H1'15**

Organic growth: -0.8%

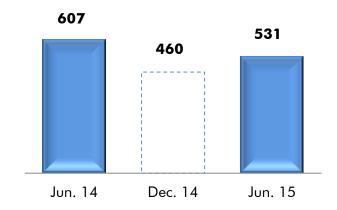
Sales at constant metal prices in M€



#### Operating Margin in M€: +23%

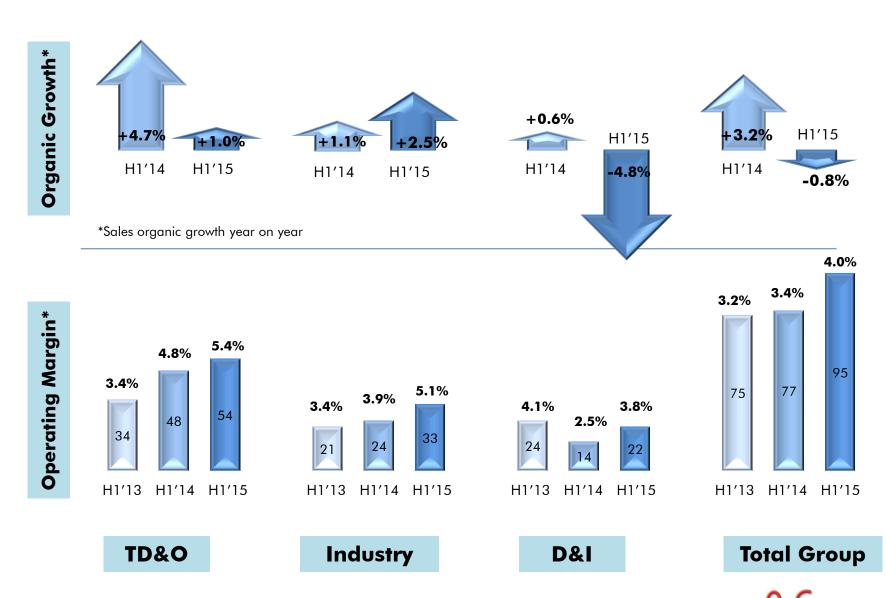


Net Debt in M€: -13%





#### Profitability improves on the back of flat organic growth



<sup>\*</sup>Percentage of sales at constant metal prices

## **Distributors & Installers:** Margin recovery driven by strategic initiatives and LAN performance despite volume decrease

Sales (constant metal prices): 577M€ Yoy organic growth: -4.8%

+4.5% +5.2%

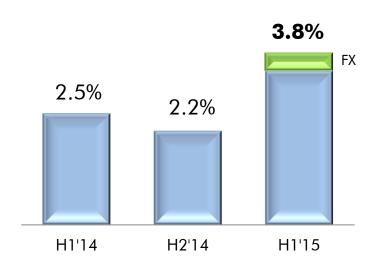
H1'14 H1'15 LAN

H1'14 H1'15

-0.2% H1'14 Building

-7.3%

Operating margin: 22M€ OM on sales: 3.8%



<u>Building</u>: decrease of demand in particular in some large contributing countries (France, Brazil, Australia, US & Canada)

Turkey and Scandinavia performing well

LAN: strong performance in Europe and in China

Positive operating levers:

- LAN & Cabling Systems strong performance including margin improvement
- Portfolio selectivity



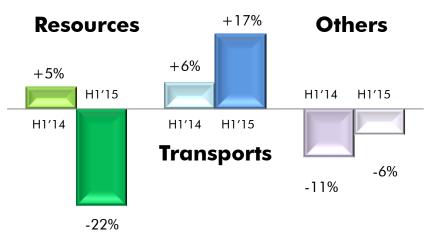
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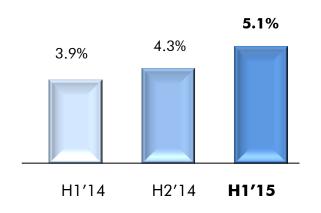
## **Industry:** Solid increase in operating margin on the back of moderate organic growth

Sales (constant metal prices): 647M€ Yoy organic growth: +2.5%

Operating margin: 33M€ OM on sales: 5.1%

Yoy organic growth by sector:





- (+) Automotive harnesses driving the growth, helped by shipbuilding and railways where tendering and delivering activity is thriving.
- (-) Resources dragged down by O&G and mining, due to oil price drop since H2'14 and no restart of investment in mining sector. Booming wind activity in France and Brazil.

Other diverse applications focused on some selected markets.

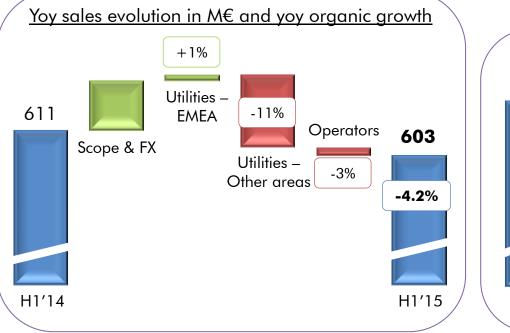
Breakthrough in margin due to:

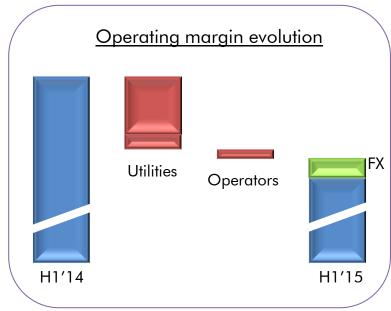
- Automotive harnesses performance
- Acceleration of fixed cost reduction
- Portfolio management

Despite negative pressure in O&G and mining



## **Utilities & Operators:** Improvement in EMEA in second quarter, while market remains very challenging elsewhere





#### **Utilities:**

Stabilization of sales at a low level in Europe and improved performance in MERA:

- France still decreasing but at a lower pace
- Signs of improvement in Belgium and Italy
- Dynamic export activity in Africa & Central Asia

Americas: tough environment (OHL in Brazil; Canada)

APAC: weak market in Australia and China

#### Operators:

Slowdown in Europe due to sector reorganization Strong performance in South America



## **Transmission:** Dynamic tender activity in contrasted markets - Backlog above 2 bn€

**Submarine high voltage:** After a dynamic 2014 in umbilicals, 2015 is about interconnections

#### Yoy organic growth: +14.7%

Large contracts under production/installation: Monita, Belle Isle Vos, Kintyre

#### Very active and successful tender activity in interconnections:

- ✓ NordLink: +500M€
- ✓ NSN Link: +340M€
- ✓ Inner Oslofjord: +50M€ (total contract, including Land part)



#### Land high voltage: Backlog increase

#### Yoy organic growth: -5.7%

Sales slowdown in Q2 after a strong Q1 (renewal of Belgium State grid)

#### **Commercial successes in 2015:**

Europe:

- ✓ Land parts of submarine contracts
- ✓ Belgium grid

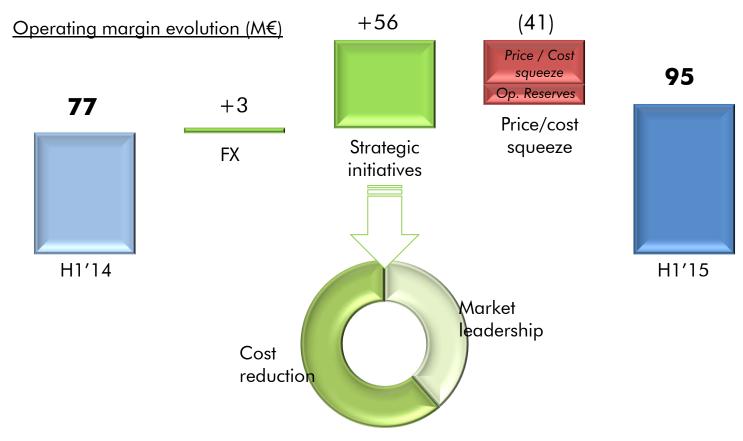
#### North America:

- ✓ Blanket agreement in Canada
- ✓ Grand Bend project





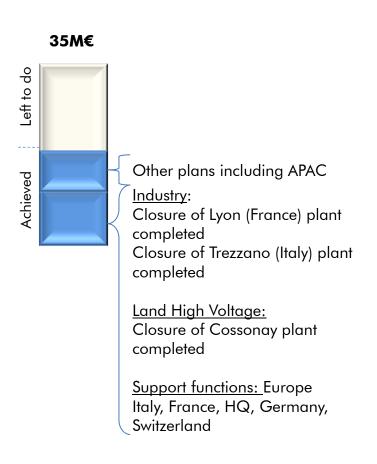
#### Strategic initiatives progressing according to plan



- In H1'15, benefits from strategic initiatives have more than offset the price/cost squeeze effect
- Contributions from 'Fixed cost reduction' and 'Market leadership' are ahead of target

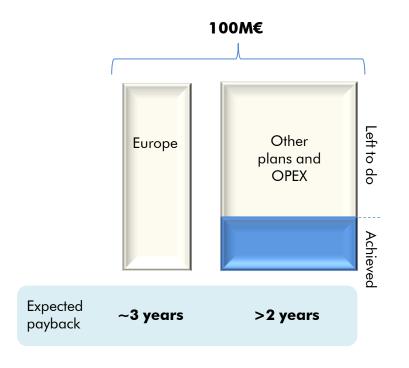
#### Zoom on fixed cost reduction

## Return on current restructuring plans delivered as expected



#### Since 2015:

- Europe project under negotiation
- Other plans well under way





#### Current status on other strategic initiatives

## Variable cost reduction

Purchase optimization:

+10M€

Industrial efficiency:

-11M€

#### Market Leadership

Growing businesses:

(Automotive harnesses, submarine high voltage)

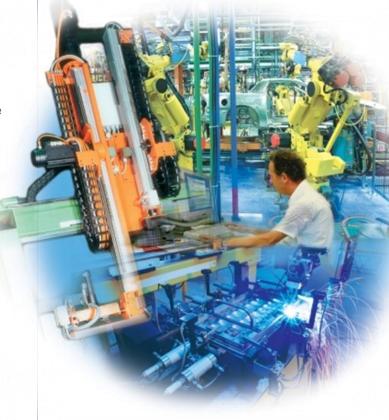
+24M€

Mix improvement Europe:

+3M€

Other:

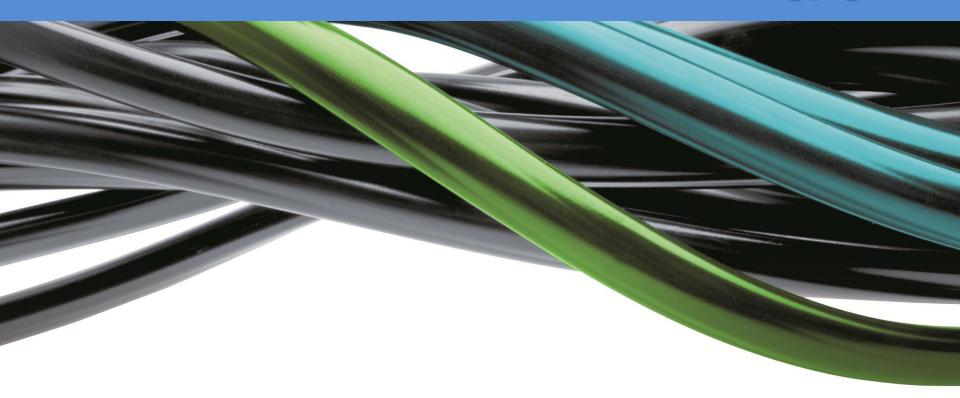
-4M€





## 3. Financial Results

# Nicolas Badré CFO





### **Key figures**

In M€	H1′14	H1′15
Sales At current metal prices	3,216	3,271
Sales At constant metal prices	2,304	2,383
EBITDA (1)	147	167
Operating margin	77	95
Operating margin rate at constant metal prices	3.4%	4.0%
Operating margin rate at current metal prices	2.4%	2.9%
Restructuring	(16)	(98)
Net income (Group share)	25	(58)
Operational Cash Flow	66	79
Net debt	607	531

<sup>(1)</sup> Operating margin before depreciation



### Income statement (1/3)

In M€	H1′14		H1′15	
Sales At constant metal prices	2,304		2,383	
Margin on variable costs	701	30.4%	732	30.7%
Indirect costs	(554)		(565)	
EBITDA (1)	147	6.4%	167	7.0%
Depreciation	(70)		(72)	
Operating margin	77	3.4%	95	4.0%
Core exposure impact	(17)		(1)	
Restructuring	(16)		(98)	
Other operational income (expenses) <sup>(2)</sup>	45 <sup>(3)</sup>		0	
Share in net income of associates	2		0	
Operating income	91		(4)	

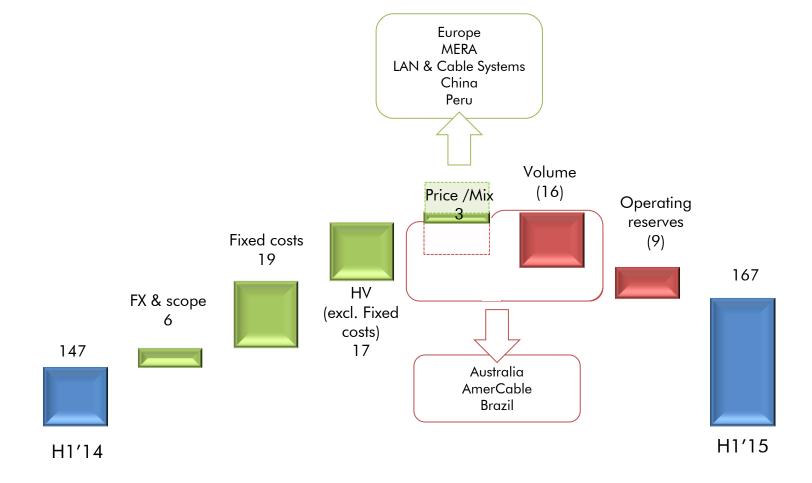
#### (1) Operating margin before depreciation



<sup>(2)</sup> Including Impairment charges, change in fair value of metal derivatives, capital gain (loss) on asset divestiture, provision for antitrust investigations

<sup>(3)</sup> Of which 48M€ of result related to the antitrust investigation

### **EBITDA** evolution (in M€)





### Income statement (2/3)

In M€	H1′14		H1′15	
Sales At constant metal prices	2,304		2,383	
Margin on variable costs	701	30.4%	732	30.7%
Indirect costs	(554)		(565)	
EBITDA <sup>(1)</sup>	147	6.4%	167	7.0%
Depreciation	(70)		(72)	
Operating margin	77	3.4%	95	4.0%
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<sup>(1)</sup> Operating margin before depreciation

<sup>(2)</sup> Including Impairment charges, change in fair value of metal derivatives, capital gain (loss) on asset divestiture, provision for antitrust investigations

<sup>(3)</sup> Of which 48M€ of result related to the antitrust investigation

### Income statement (3/3)

In M€	H1′14	H1′15
Operating income	91	(4)
Cost of debt	(43)	(38)
Other financial charges	(10)	(7)
Income before tax	38	(49)
Income tax	(14)	(10)
Net income from operations	24	(59)
Net income Group share	25	(58)

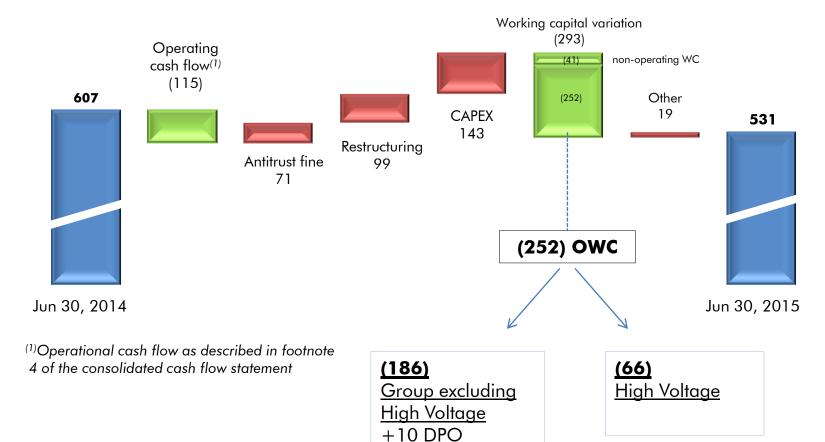


### **Balance Sheet**

In M€	Dec 31, 2014	Jun 30, 2015
Long-term fixed assets	1,737	1,762
of which goodwill	<i>303</i>	313
Deferred tax assets	153	175
Non-current assets	1,890	1,937
Working Capital	803	890
Total to finance	2,693	2,827
Net financial debt	460	531
Reserves	709	769
Deferred tax liabilities	91	84
Shareholders' equity and Minority interests	1,433	1,443
Total financing	2,693	2,827



### **Net debt evolution** (in M€)



Overdue collection

#### Liquidity ratios

	06/30/14	12/31/14	06/30/15	Covenant
Leverage (net debt/EBITDA)	1.7	1.9	1.6	3.0
Gearing (net debt/equity)	0.3	0.3	0.4	1.1



#### Market trends H2'15

### Strong market demand in:

- Automotive harnesses
- Submarine high voltage

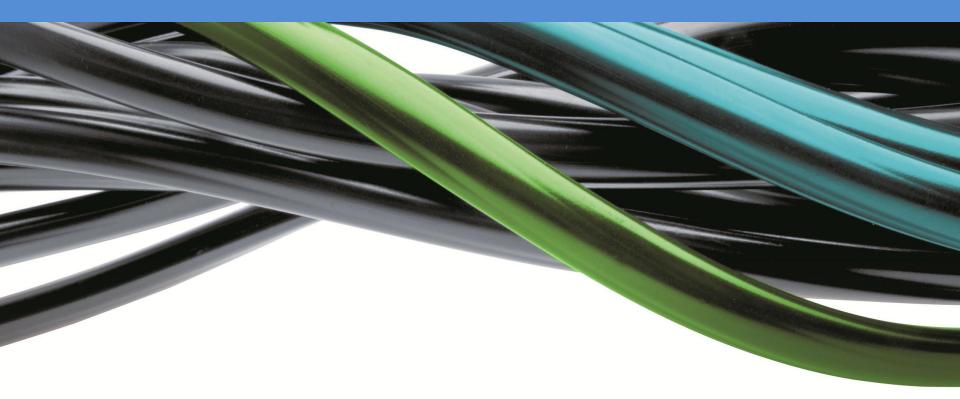
Oil&Gas and Mining sectors slowdown with a progressive impact on Umbilicals

Other segments: Globally stable versus H1

Progressive improvement in Europe and Middle East and Africa



## **APPENDICES**





### Sales and profitability by segment

	HY'14		HY'15			
In M€	Sales	ОМ	OM %	Sales	ОМ	OM %
Transmission, Distribution & Operators	993	48	4.8%	1,012	54	5.4%
Industry	600	24	3.9%	647	33	5.1%
Distributors and Installers	565	14	2.5%	577	22	3.8%
Other	146	(9)	n/a	147	(14)	n/a
Total Group	2,304	77	3.4%	2,383	95	4.0%



## Impact of foreign exchange and consolidation scope

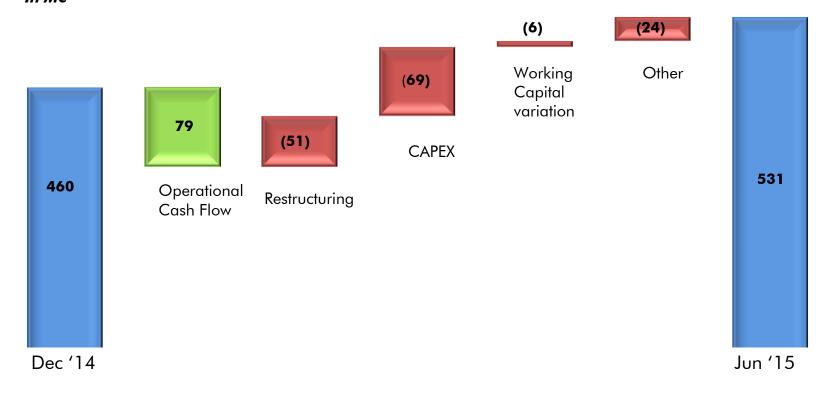
In M€	HY'14	FX	Organic growth	Scope	HY'15
Transmission, Distribution & Operators	993	15	9	(5)	1,012
Industry	600	37	16	(6)	647
Distributors & Installers	565	40	(28)	0	577
Other	146	12	(16)	5	147
Total Group	2,304	104	(19)	(6)	2,383



### **Net debt evolution**

**Dec '14 – Jun '15** 

In M€





### **Debt redemption**

Jun '15, in M€

