



# 2024 Fixed Income Roadshow

FY2023 – ROBUST PERFORMANCE

Jean-Christophe Juillard, Deputy CEO & CFO  
Benoit Cuignet, VP Treasury & Financing  
Elodie Robbe-Mouillot, VP Investors Relations  
Marine Penicaut, Group Financing Director

February 19&20, 2024 – Paris & London



## AGENDA

- # 1 2023 Highlights
- # 2 Business Overview
- # 3 Key Financials
- # 4 Credit Profile
- # 5 Outlook
- # 6 Appendices



**JC Juillard**

Deputy CEO & Group CFO



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VP Investor Relations



**Benoit Cuignet**

VP Treasury & Financing



**Marine Penicaut**

Group Financing Director

## Safe Harbour

This presentation contains forward-looking statements which are subject to various expected or unexpected risks and uncertainties that could have a material impact on the Company's future performance.

Readers are also invited to visit the Group's website where they can view and download Nexans' Universal Registration Document, which includes a description of the Group's risk factors.

NB: any discrepancies are due to rounding.

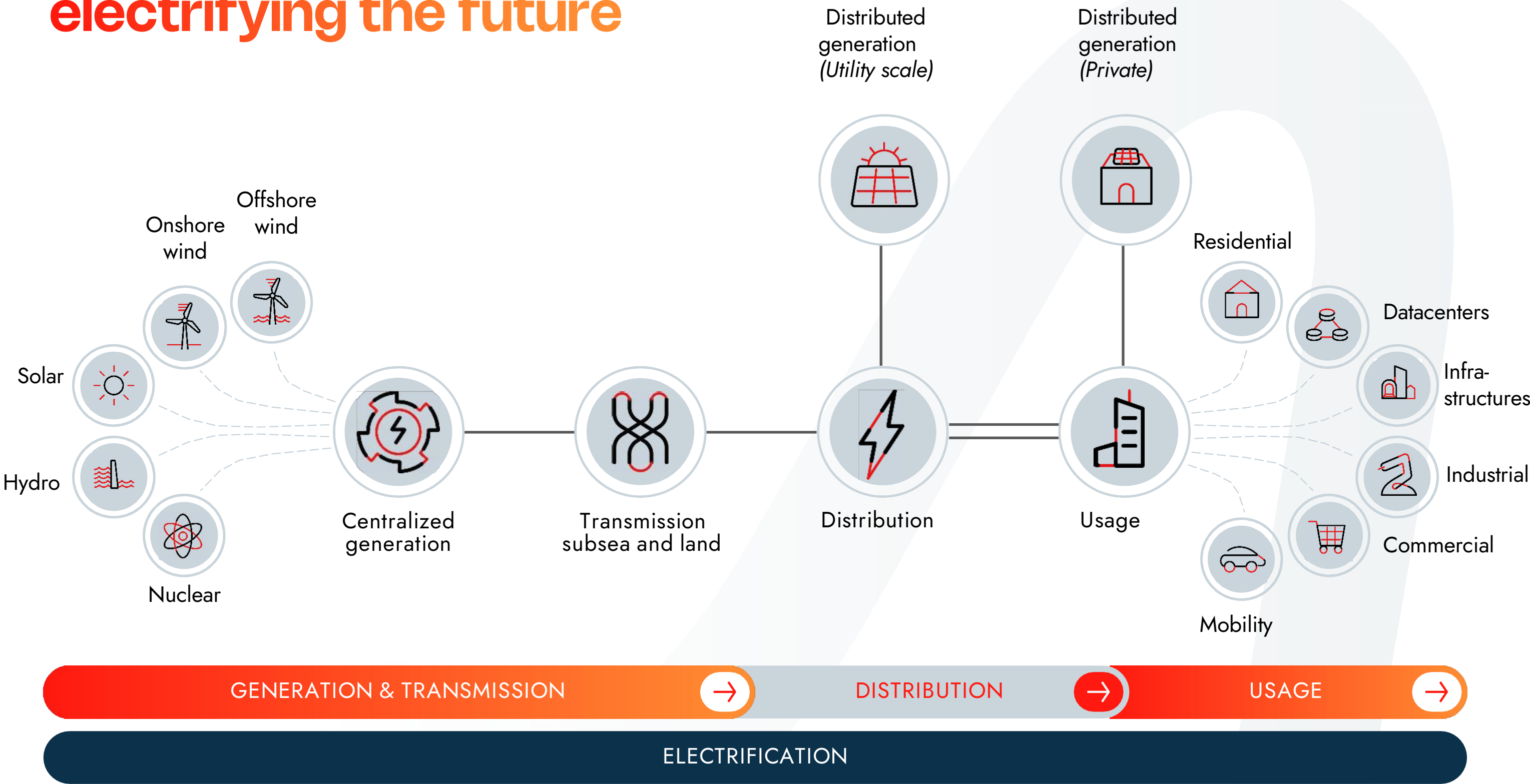
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# Our strategy electrifying the future



**+20%**

DEMAND FOR ELECTRICITY  
WORLDWIDE BY 2030

**~80%**

OF THE ADDITIONAL  
GENERATION CAPACITY TO  
BE ROLLED OUT BY 2040 WILL  
COME FROM RENEWABLE  
ENERGY SOURCES

**31%**

SHARE OF ELECTRICITY  
IN TOTAL FINAL ENERGY  
CONSUMPTION BY 2040

Source: Roland Berger 2019 studies and IEA

# Nexans to acquire iconic La Triveneta Cavi in Italy

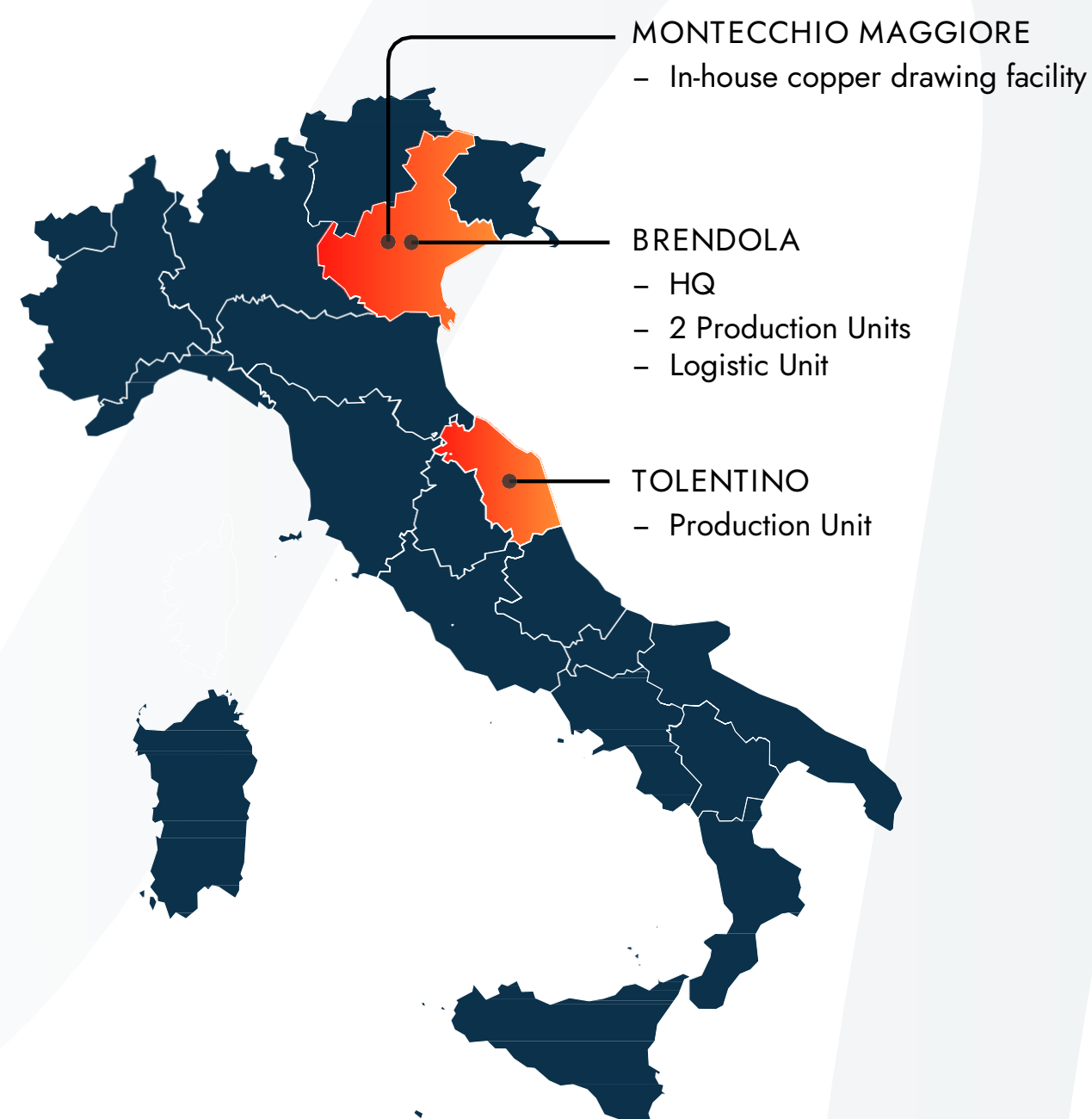
## A decisive step to accelerate electrification pure-player strategy

Founded in 1965, primarily manufacturing low-voltage cables, mainly for the European market.

A profitable player with best-in-class innovation and industrial platforms to complement Nexans' existing medium-voltage operations in Italy and expand the Group's presence in value-added markets:

- Buildings (residential, commercial, and industrial)
- Renewable energy (photovoltaic, solar and wind farms)
- Industrial applications

The Group will leverage its integrated business model and proven integration capabilities to accelerate La Triveneta Cavi's growth in the building wire, fire-retardant and renewable energy sectors.



**700**  
PEOPLE

**>€800M**  
2023 CURRENT SALES

**4**  
PRODUCTION UNITS

**5.6x**  
2023 EV/EBITDA

### TRANSACTION TERMS

- 5.6x 2023 EBITDA pre-synergies and 4.6x post-synergies
- High-single digit accretive on EPS from year 1
- Financed by a mix of cash and debt - Group leverage ratio expected to not exceed 1.0x after the transaction
- Closing subject to regulatory approvals and satisfaction of other customary closing conditions



# SECTION 01

# 2023

# Highlights



# 2023 Achievements

## Delivering on our targets upgraded in July

OBJECTIVES	2023 GUIDANCE	2023 PERFORMANCE
ADJUSTED EBITDA	<div>Incl. share-based compensation expenses</div> <div>€610m to €650m</div> <div>(€570m to €630m previously)</div>	<div>Adj. EBITDA</div> <div>€665m</div> <div>incl. share-based compensation expenses</div> <div>€652m</div> <div>OUTSTANDING</div> <div><div></div><div></div><div></div><div></div><div></div><div></div></div>
NORMALIZED FREE CASH FLOW	<div>€220m to €300m</div> <div>(€150m to €250m previously)</div>	<div>€454m</div> <div>OUTSTANDING</div> <div><div></div><div></div><div></div><div></div><div></div><div></div></div>
ESG COMMITMENTS	<div>2021-2024 CSR</div> <div>Scorecard targets</div>	<div>-36%</div> <div>GHG emissions vs 2019</div> <div>OUTSTANDING</div> <div><div></div><div></div><div></div><div></div><div></div><div></div></div>



# 2023 Main highlights

## FINANCIAL

STRONG FINANCIAL RESULTS  
AHEAD OF TARGETS



10.2%

Group Adj. EBITDA margin

SUPERIOR CASH GENERATION  
REFLECTING STRICT  
OWC MANAGEMENT



68%

Normalized cash conversion

ROBUST CAPITAL  
MANAGEMENT EFFICIENCY



20.7%

Group ROCE

ELEVATED  
SHAREHOLDER RETURN



€2.3

Proposed dividend per share

## OPERATIONAL

ELECTRIFICATION PROFILE  
STRENGTHENED BY M&A  
AND INVESTMENTS



+€160M

Current sales acquired with Reka Cables

FRAME-AGREEMENTS AND  
BACKLOG PROVIDING VISIBILTY



€6.1Bn

Generation & Transmission adjusted backlog

AMONG BEST-IN-CLASS ESG  
RECOGNITION IN THE SECTOR



A List

CDP Climate

ROBUST BALANCE  
SHEET MAINTAINED



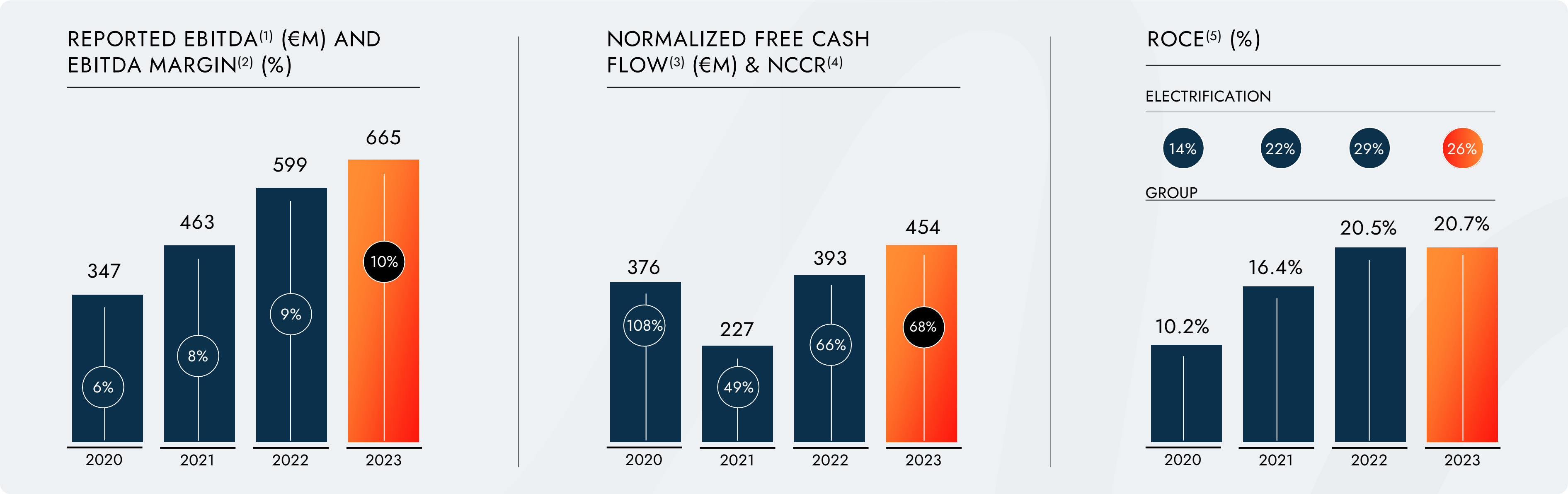
0.4x

Covenant Leverage ratio



# Structurally improved our business

## On-track to fulfill our 2024 commitments



(1) EBITDA is defined as operating margin before depreciation and amortization. Starting 2023, EBITDA is relabeled as Adjusted EBITDA to comply with ESMA/20151415, and defined as operating margin before (i) depreciation and amortization, (ii) share-based payment expenses, and (iii) some other specific operating items which are not representative of the business performance. Refer to appendix.

(2) Reported EBITDA on standard sales.

(3) Normalized Free Cash Flow is calculated as Free Cash-Flow excluding Strategic Capex, disposal proceeds of tangible assets, impact of material activity closures and assuming project tax cash-out based on completion rate rather than termination.

(4) NCCR (Normalized cash conversion ratio) defined as Normalized Free Cash Flow / reported EBITDA.

(5) 12-month Operating Margin on end of period Capital Employed, excluding antitrust provision, including annual contribution from Reka Cables in 2023.



# Accelerated decarbonization journey

## GHG emissions reduction ahead of SBTi targets

### GHG EMISSION REDUCTION LEVERS

**PLANT**  
SCOPES 1, 2, 3

- Optimize production processes and machinery to reduce energy consumption
- Decarbonize upstream and downstream transportation
- Reduce complexity with SHIFT Performance

**ENERGY**  
SCOPES 1 & 2

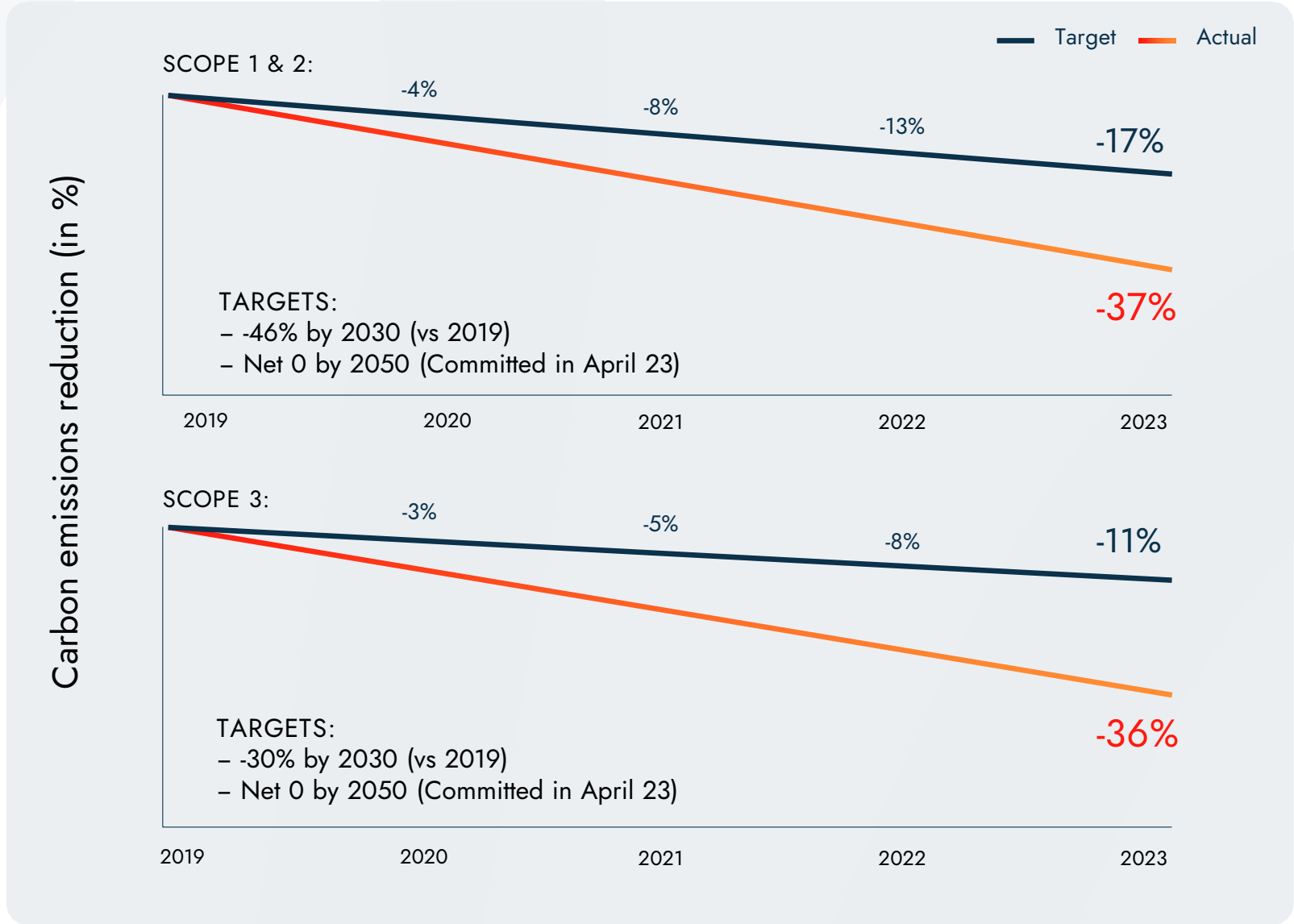
- Reduce energy consumption through sobriety and optimization
- Purchase or on-site production of renewable electricity

**PRODUCTS**  
SCOPES 3

- Develop low-carbon content products
- Reduce carbon intensity of raw materials through low carbon suppliers or recycling
- Offer sustainable cables reducing electrical losses



### OUTPERFORMING TARGETS

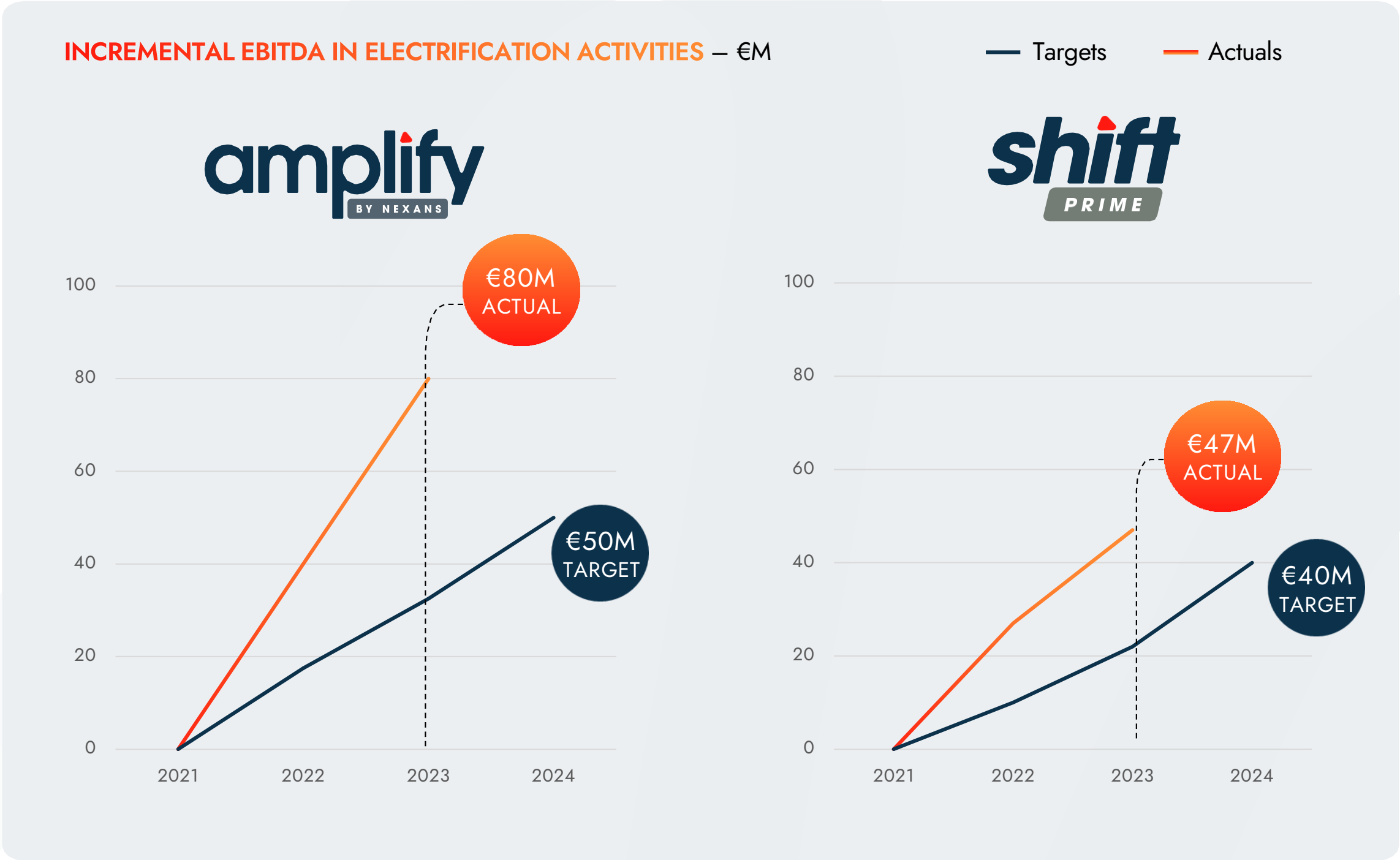




# Electrification strategic initiatives powering resilience

## Amplify & Shift outperforming targets

STRATEGIC INITIATIVES	INCREMENTAL CONTRIBUTION TO ELECTRIFICATION EBITDA IN 2023
	<b>+€40M</b>
	<b>+€20M</b>
<b>STRATEGIC CAPEX</b> Halden plant expansion	<b>+€11M</b>



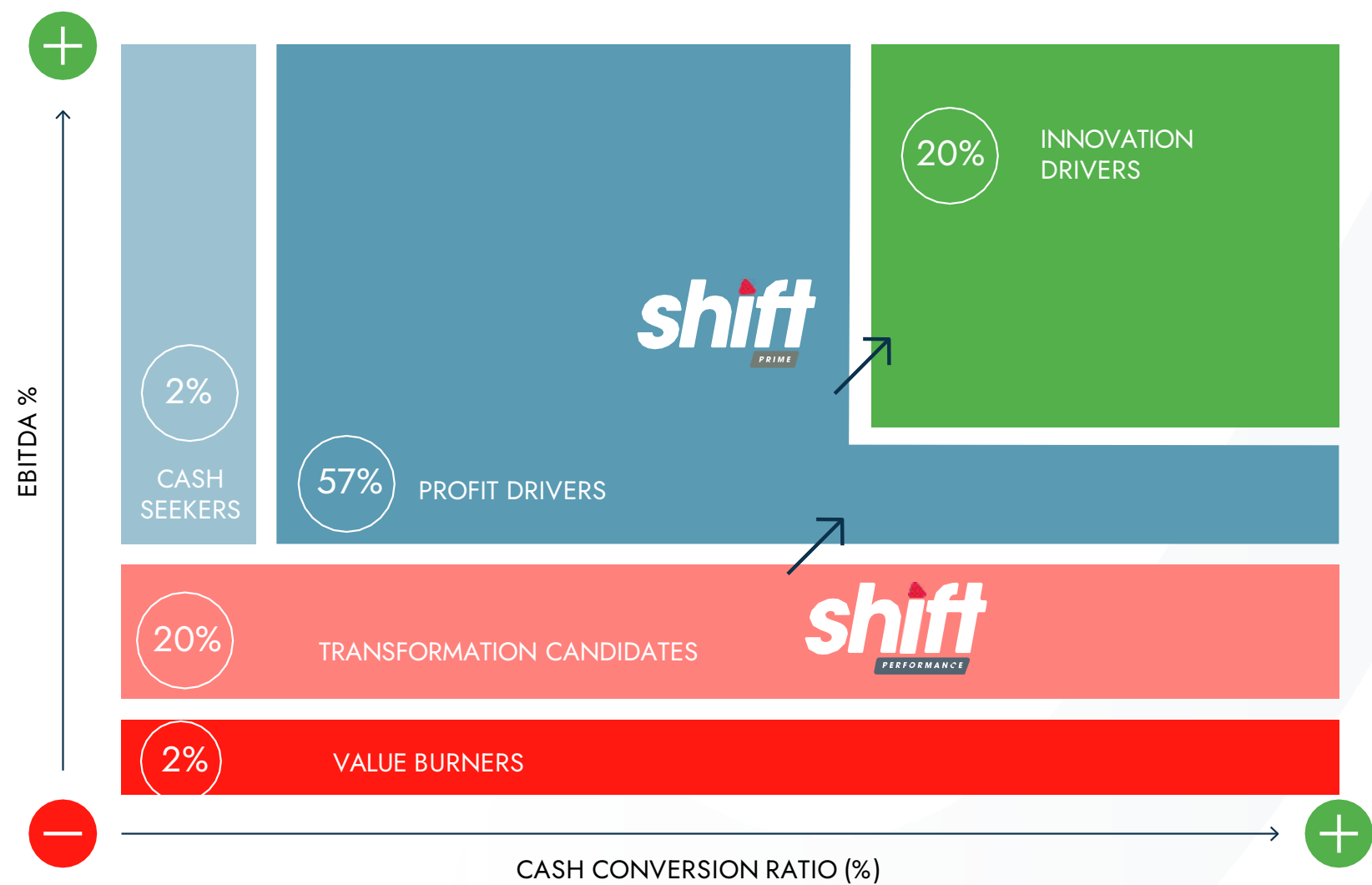


# Shift transformation upgraded targets

## Supported by data analytics & value-added solutions

### ELECTRIFICATION PORTFOLIO CLUSTERING 3.0

% of Electrification businesses 2023 standard sales



### UNLEASH PROFITABILITY



#### PORTFOLIO SIMPLIFICATION

- 5 units deployed driving EBITDA margin x3 in 2023
- Strict OWC management and cash focus



#### VALUE-ADDED SOLUTIONS

- |  |  |
|--|--|
| 1. CUSTOMER CENTRICITY <ul style="list-style-type: none"><li>– Partnerships with Platinum customers</li><li>– Superior vendor services</li></ul> | 4. EASY PRODUCTS AND SYSTEMS <ul style="list-style-type: none"><li>– Accelerated deployment of Fire Safety offer</li></ul> |
| 2. DIGITAL AND IoT   | 4. SUSTAINABILITY <ul style="list-style-type: none"><li>– Launch of Nexans' Low carbon offer</li></ul>                     |
| 3. SMART PACKAGING AND TOOLING <ul style="list-style-type: none"><li>– MOBIWAY range expansion</li></ul>   |  |





# Enhancing Electrification profile with recent acquisitions

## Successful integration with synergies ahead of schedule

EXIT TELECOM & DATA



DISPOSAL OF TELECOM SYSTEMS BUSINESS, 2023

€160M  
sales

AMPLIFY USAGE & DISTRIBUTION



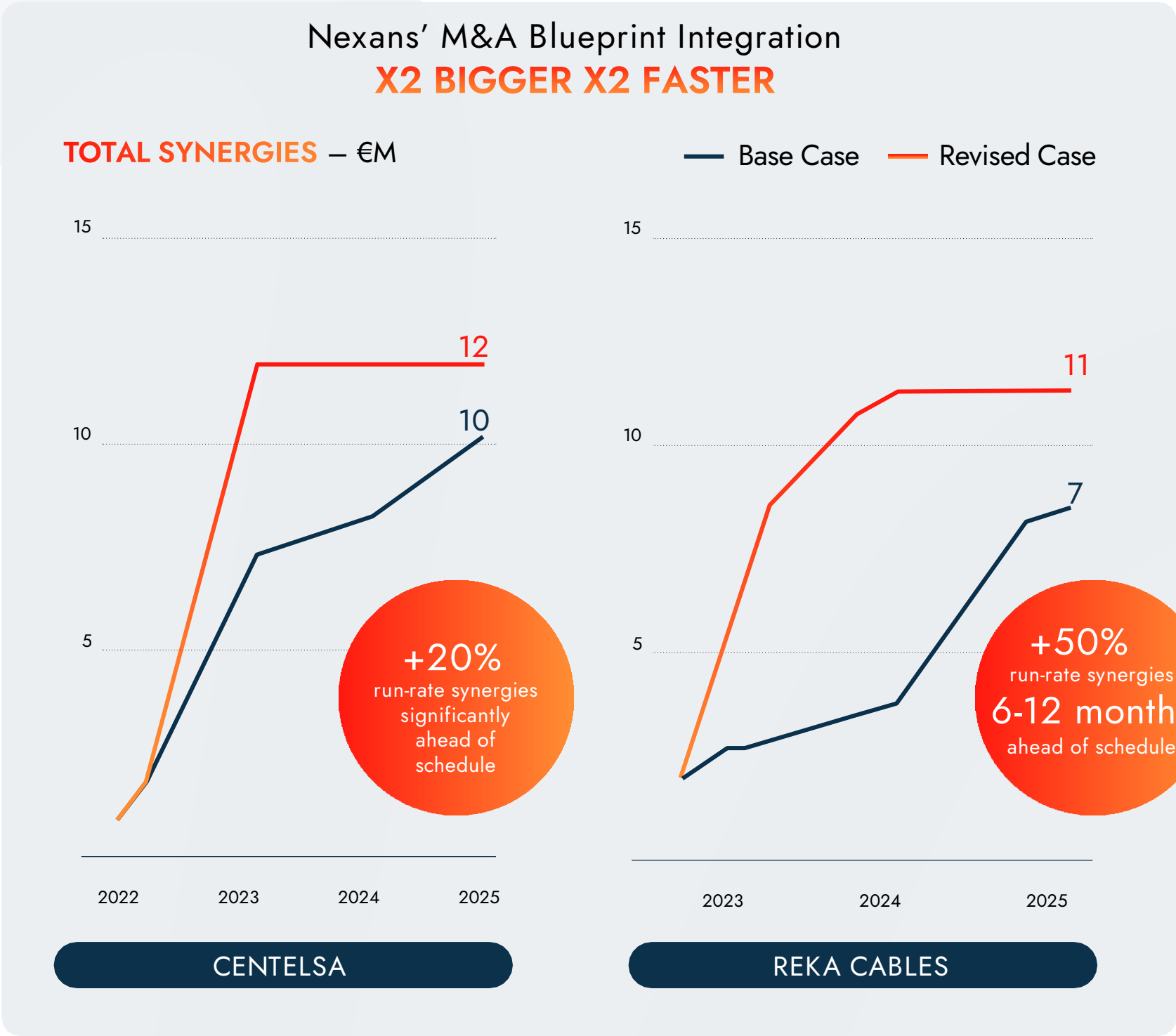
REKA CABLES ACQUISITION IN FINLAND, 2023

~€160M  
current sales



CENTELSA ACQUISITION IN COLOMBIA, 2022

~€330M  
current sales





# High expected return on investments supporting our Electrification amplification strategy



**HALDEN PLANT EXPANSION,  
NORWAY**

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Completed on-time  
Start-up early 2024



**THIRD CABLE-LAYING  
VESSEL**

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Benefits in 2026 and beyond



**MoU FOR A MEDIUM VOLTAGE  
GREENFIELD IN MOROCCO**

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Driving growth in 2026 and beyond



**€40M FIRE SAFETY AND  
INDUSTRY 4.0 INVESTMENT  
IN AUTUN PLANT, FRANCE**

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In 2025 and beyond





SECTION 02

# Business Overview



# Generation & Transmission

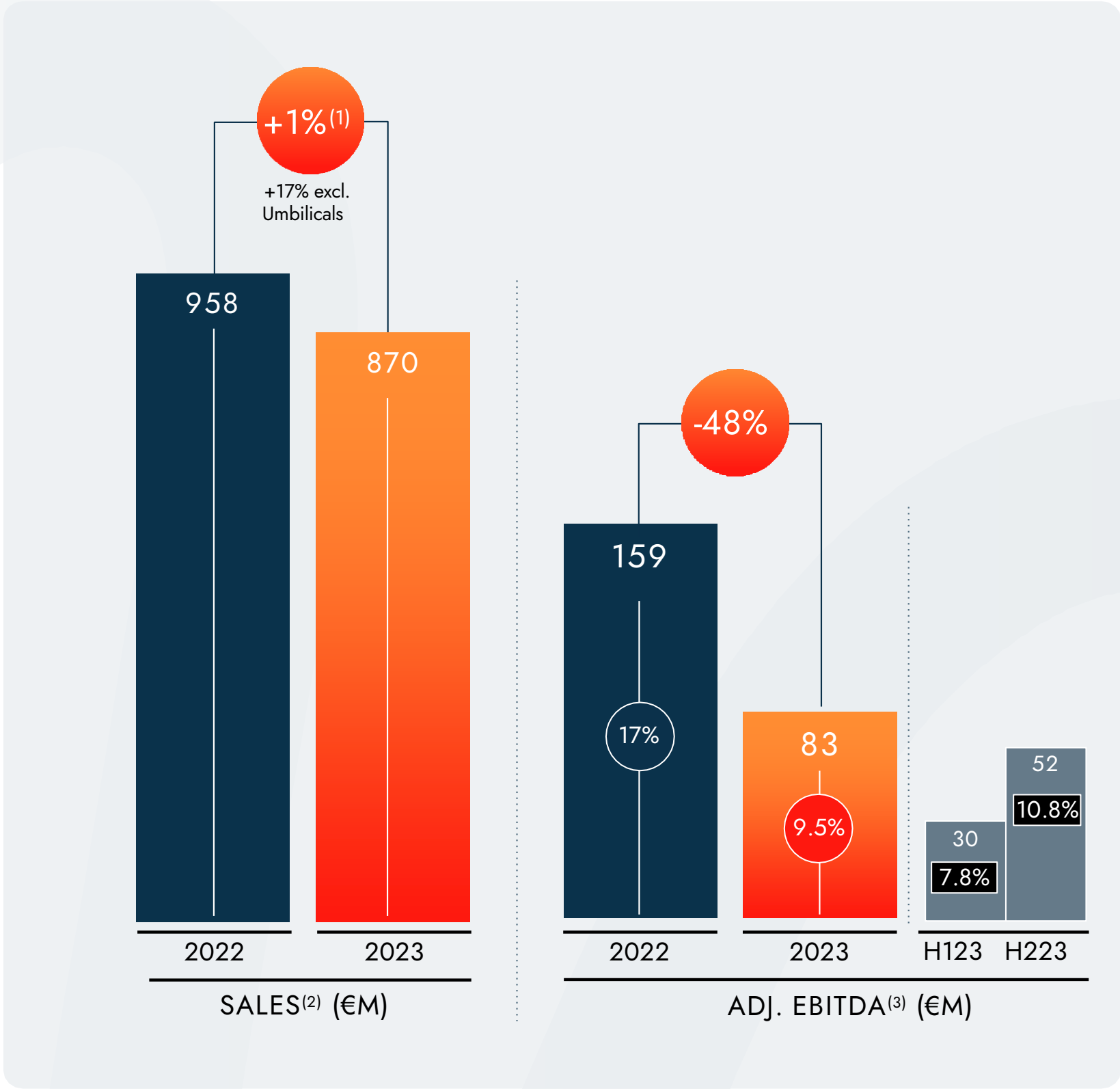
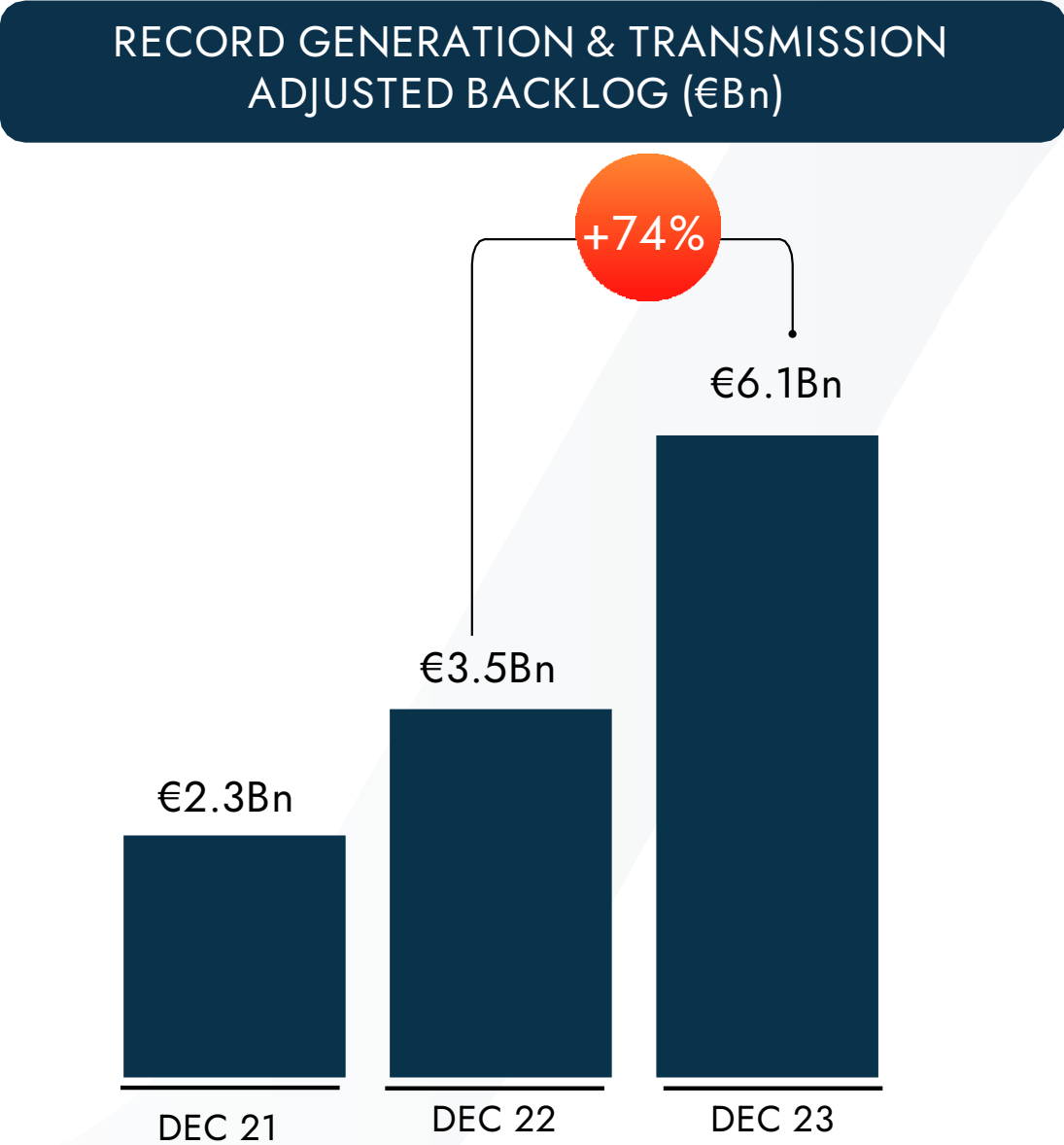
## Gradual performance improvement in H2

Adjusted EBITDA impacted by a combination of project mix and one-offs especially in H1.

Gradual margin upturn in H2 from improved project execution, and Charleston plant being fully ramped-up, partially offsetting the dilutive impact of the execution of legacy projects.

Robust visibility of manufacturing and installation assets load extending through 2030: strategic investment in a third cable-laying vessel to address buoyant demand and Halden plant extension in Norway finalized early 2024.

Selectively growing a high-quality adjusted backlog, mainly Subsea-driven, with Great Sea Interconnector (former EuroAsia) and Orkney awards.



(1) Organic growth at constant scope and currency.

(2) Standard sales at constant metal price, 2022 pro forma (refer to Appendix).

(3) Adj. EBITDA margin on standard sales, 2022 pro forma (refer to Appendix).



# Distribution

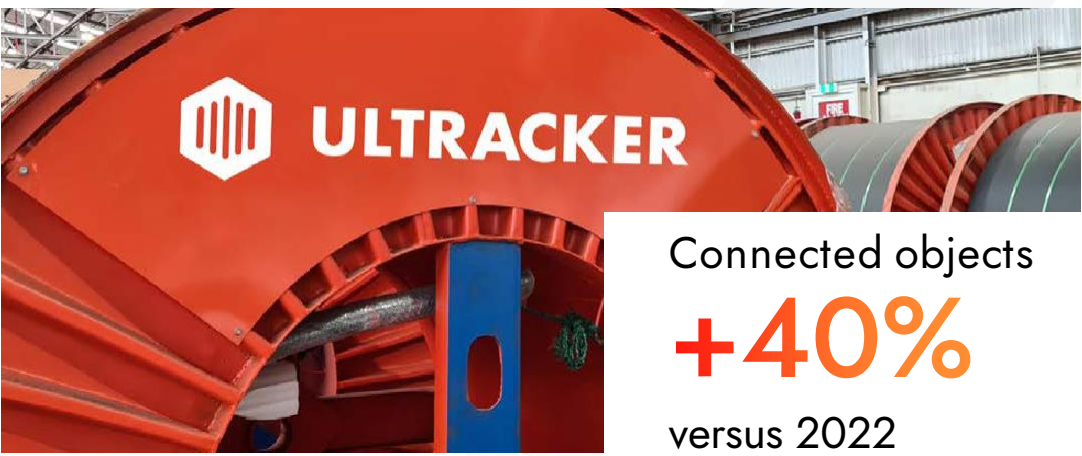
## Secular trends driving record margins

Momentum supported by secular trends, including grid modernization and renewable energy projects. Absolute numbers reflecting Reka Cables acquisition completed in April 2023.

Europe and North America benefitted from robust demand from utilities and new frame-agreements. South America and Asia Pacific regions slowed by timing of orders while demand in Middle East & Africa remained strong.

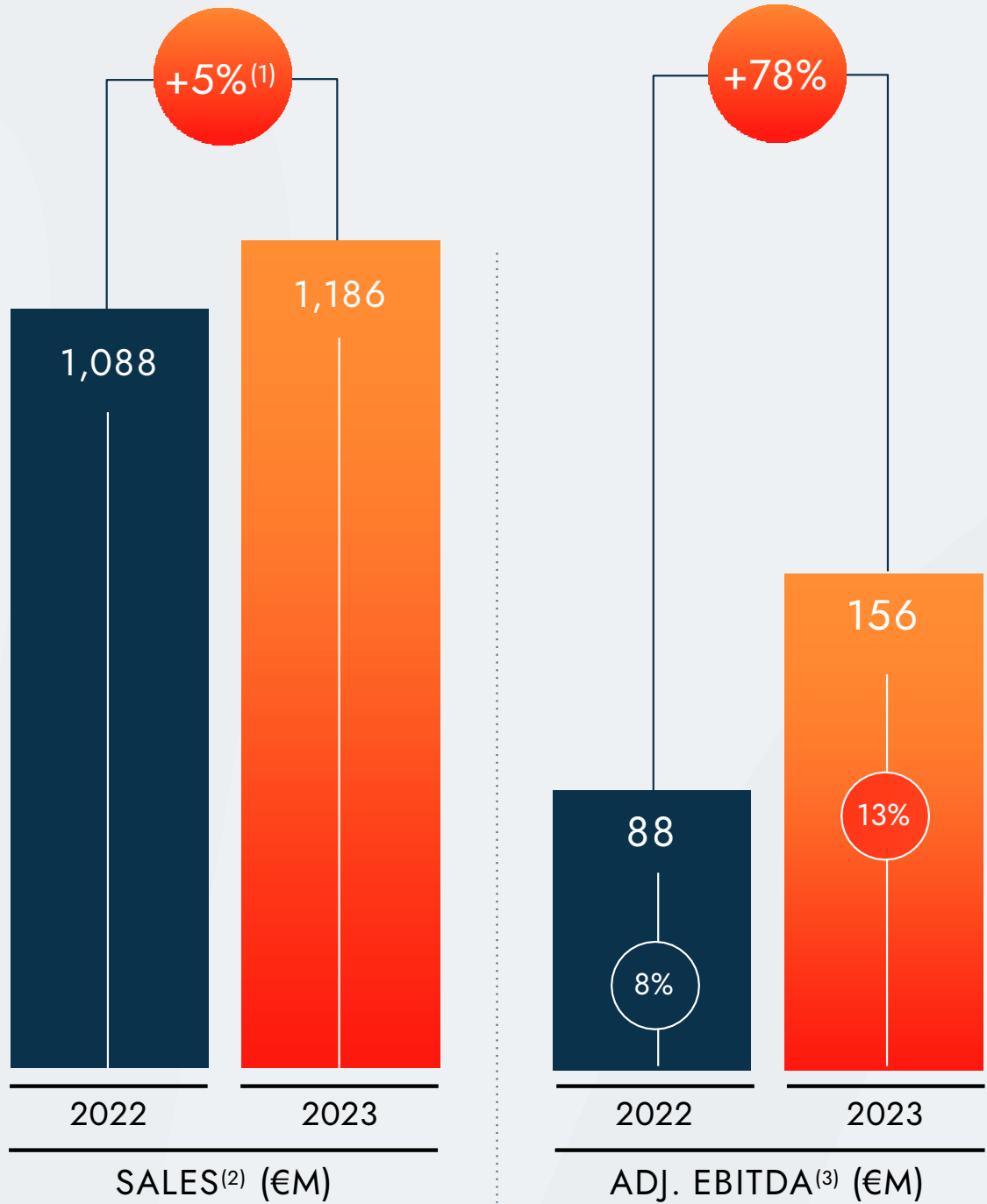
Robust EBITDA margin expansion at 13% reflecting successful SHIFT programs deployment and high asset load level resulting from strong demand and new frame-agreements awarded.

### INNOVATION FROM PRODUCTS TO SOLUTIONS



Launch of the  
FIRST LOW-CARBON  
OFFER in France

**-35%**  
GHG reduction  
vs standard cables



(1) Organic growth at constant scope and currency.  
(2) Standard sales at constant metal price.  
(3) Adj. EBITDA margin on standard sales.



# Usage

## Structural profitability improvement offsetting volume normalization

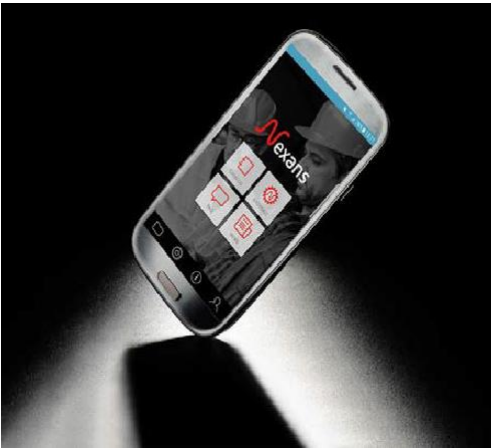
Focus on structural performance and selectivity supporting robust EBITDA margin at 14%. Performance resulting from successful transformation and support from value-added solutions, notably in the field of fire safety.

North America conjunctural effect normalizing from last year’s high level.

Europe was resilient despite a soft demand in some countries, while Middle East & Africa remained particularly strong. Backlog is up versus last year.

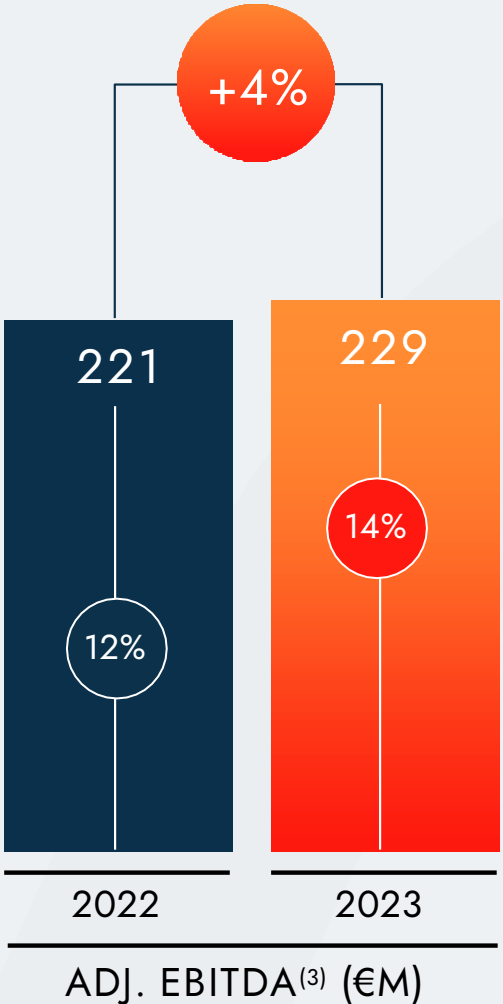
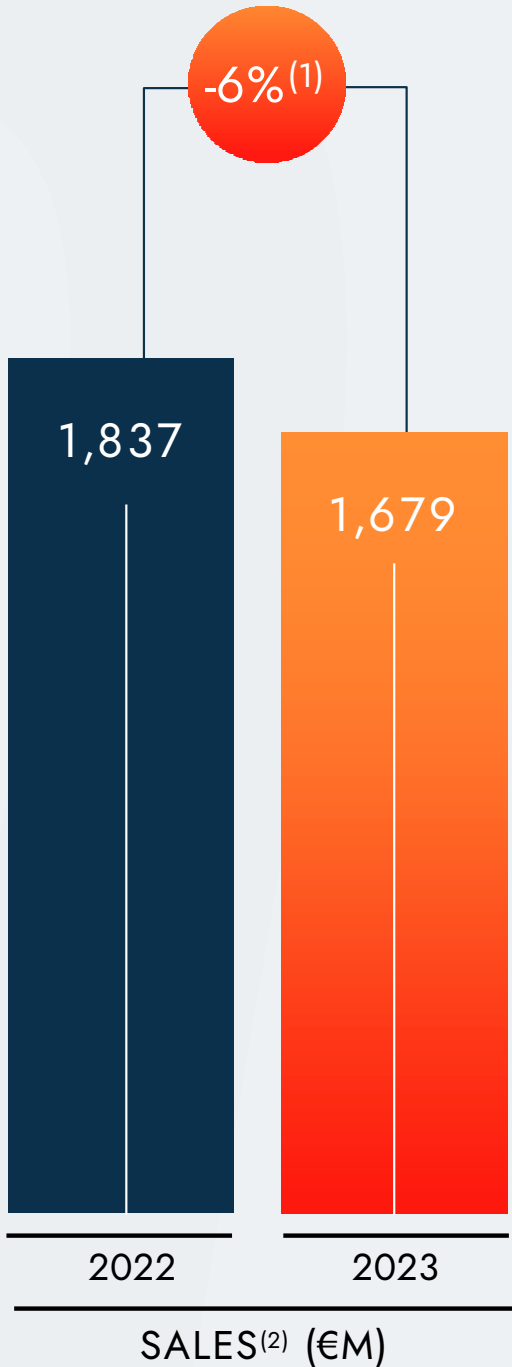
Absolute numbers reflecting Reka Cables acquisition completed in April 2023.

### INNOVATION FROM PRODUCTS TO SOLUTIONS



Active and engaged users  
**+160%**  
versus 2022

Smart packaging  
Launch of the new  
**MOBIWAY POP**  
range in Latam



(1) Organic growth at constant scope and currency.  
(2) Standard sales at constant metal price.  
(3) Adj. EBITDA margin on standard sales.



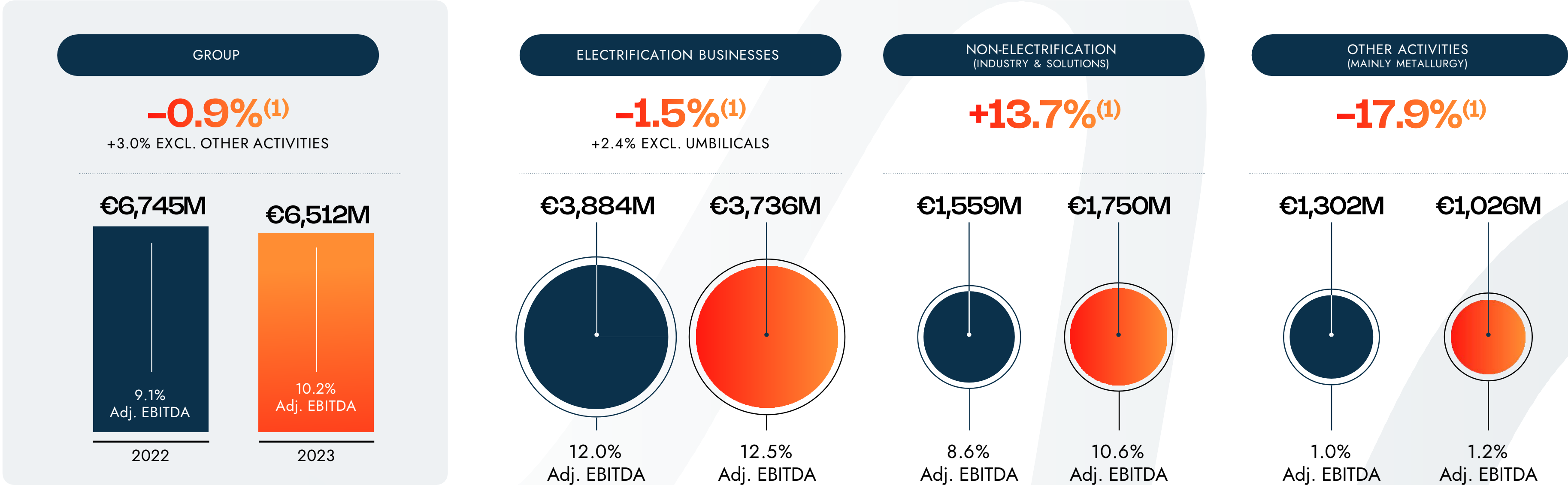
SECTION 03

# Key Financials



# Robust profitability: 10.2% Group adj. EBITDA margin

## Continued margin expansion in Electrification



● 2022 PRO FORMA STANDARD SALES (€M) ● 2023 STANDARD SALES (€M)

(1) Organic growth at constant scope and currency.  
Note: Adj. EBITDA margin on standard sales. Starting 2023, adjusted EBITDA is defined as operating margin before (i) depreciation and amortization, (ii) share-based payment expenses, and (iii) some other specific operating items which are not representative of the business performance. Refer to appendix.

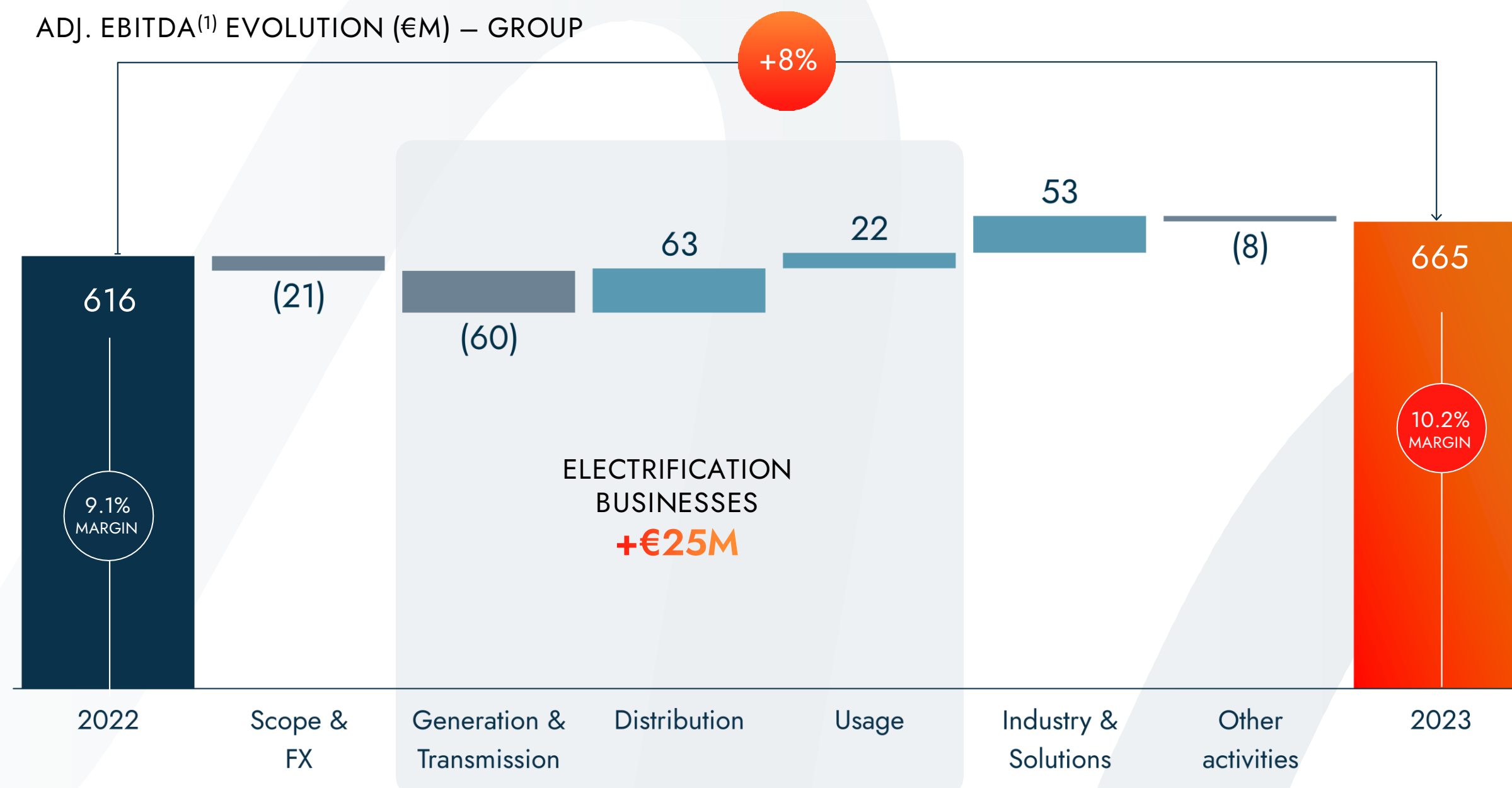


# Strong operational performance

## Adj. EBITDA up 8% in 2023 vs 2022

In €M	2022	2023
SALES AT CURRENT METAL PRICES	8,369	7,790
SALES AT STANDARD METAL PRICES	6,745	6,512
Organic growth	+6.3%	-0.9%
Adj. EBITDA <sup>(1)</sup>	616	665
Adj. EBITDA on standard sales (%)	9.1%	10.2%
OPERATING MARGIN	420	432
Operating margin (%)	6.2%	6.6%
Reorganization costs	(39)	(49)
Other operating items	14	(9)
OPERATING INCOME	395	374
Net financial result	(57)	(83)
INCOME BEFORE TAX	339	292
Income taxes	(90)	(68)
NET INCOME	248	223

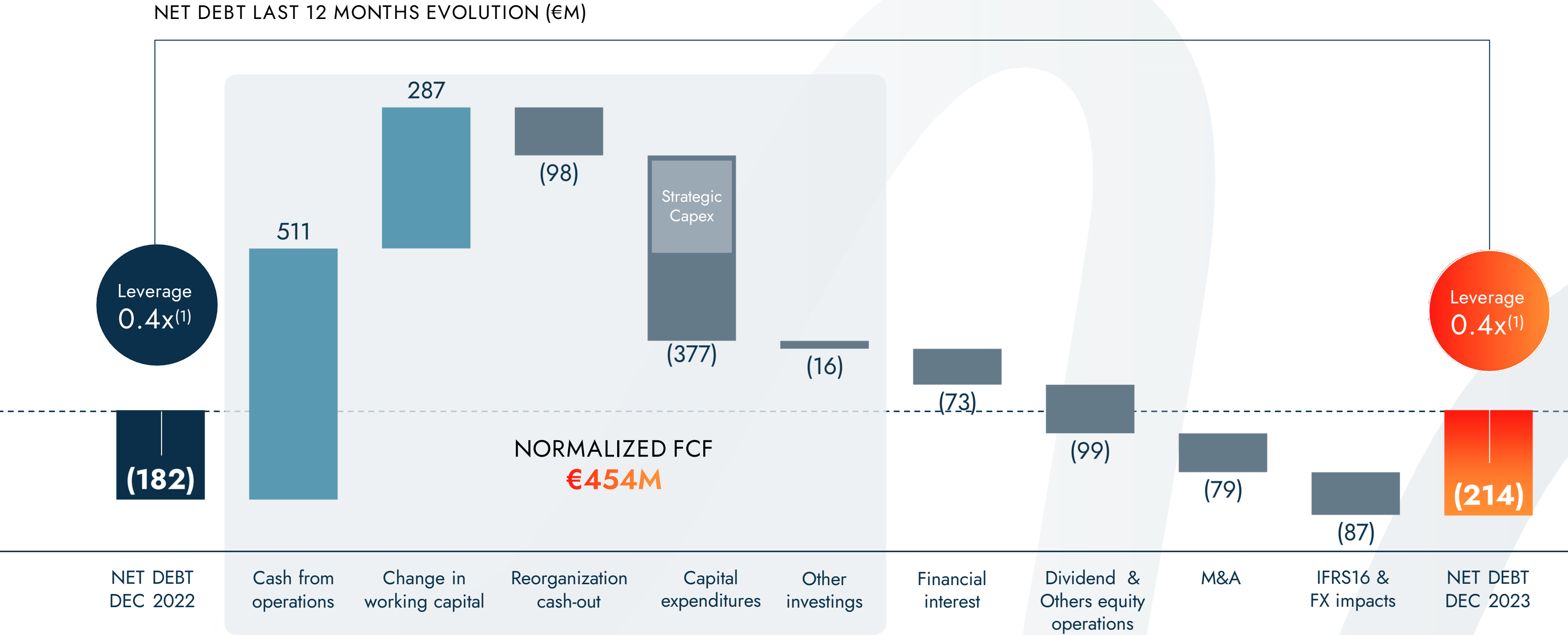
ADJ. EBITDA<sup>(1)</sup> EVOLUTION (€M) – GROUP



(1) EBITDA renamed Adjusted EBITDA to align with the AMF recommendations. No change in definition compared to June 2023: starting 2023, Adjusted EBITDA is defined as operating margin before (i) depreciation and amortization, (ii) share-based payment expenses, and (iii) some other specific operating items which are not representative of the business performance. In 2023, the Specific operating items included €13m related to IFRS2 share-based payment expenses, and €40m in relation with additional costs on long-term projects impacted by past reorganizations. In 2022, adjusted EBITDA excluded €16 million of share-based payment expenses while there were no other recurring operating items that were not representative of the business performance.



# Superior cash generation and robust balance sheet maintained



(1) Average of last two published net debt / LTM EBITDA. EBITDA calculated as per Revolving Credit Facility definition.



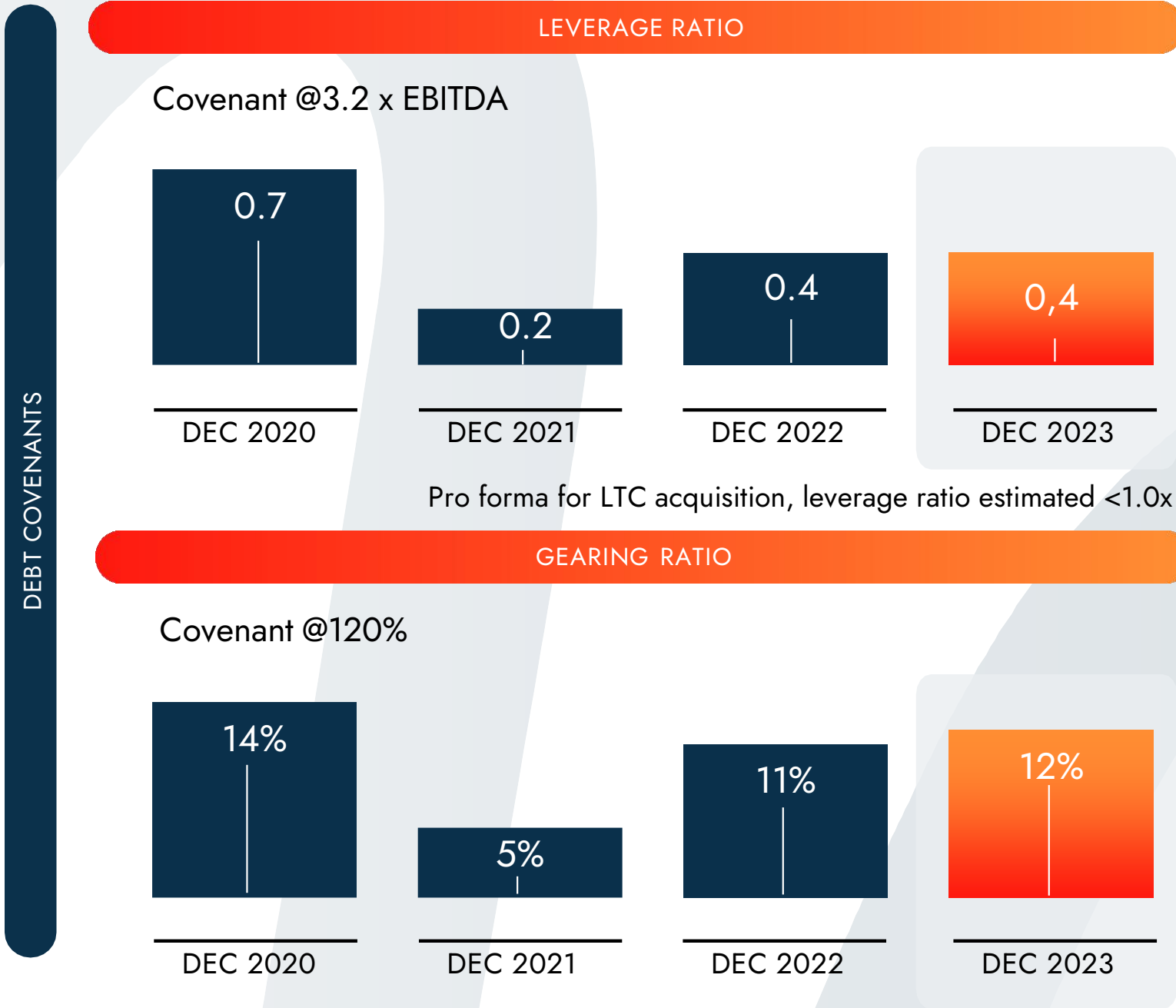
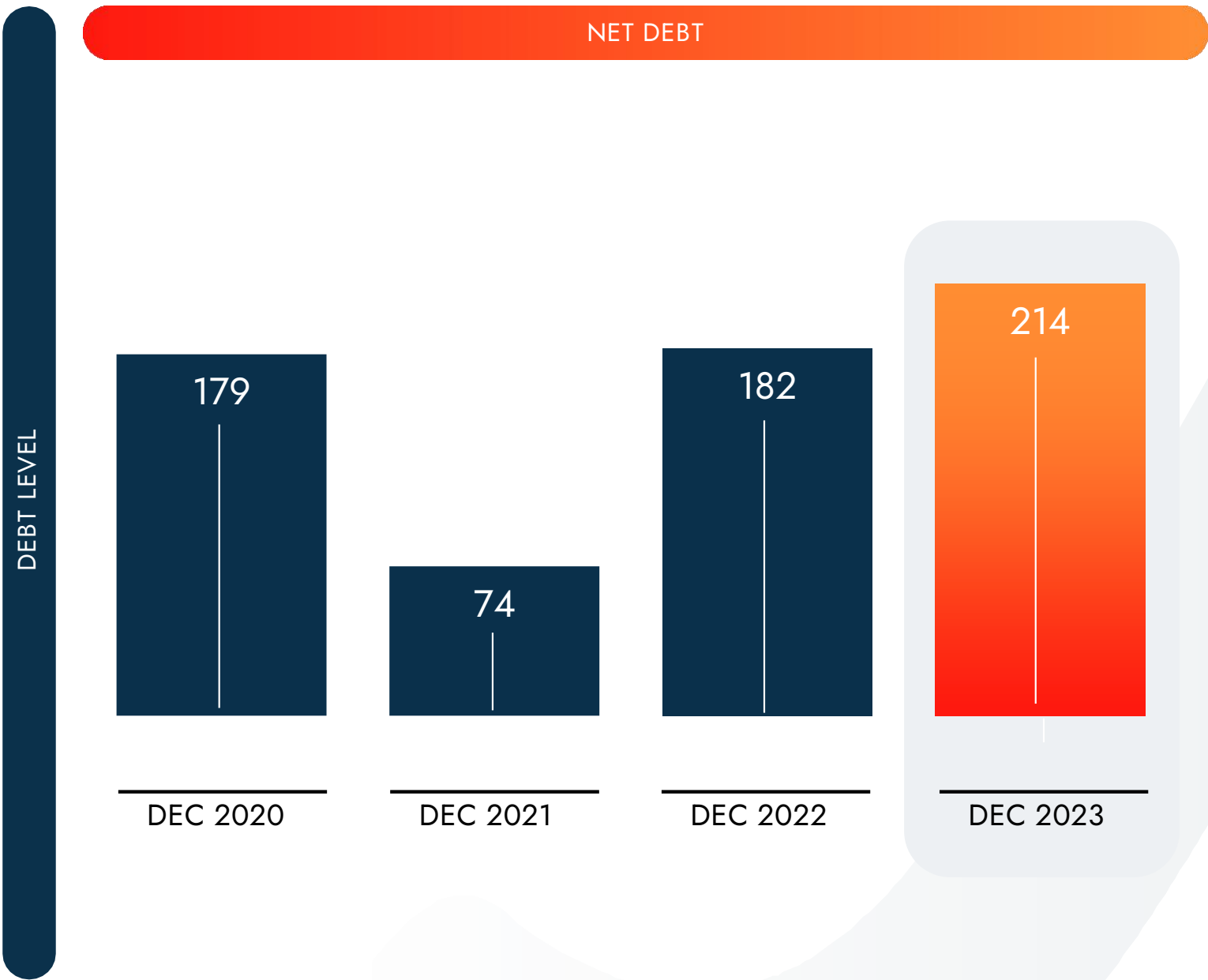
## SECTION 04

# Credit Profile



# Steady low level of net debt

## Low level of leverage ratio maintained over the past years



(1) Closing Net Debt / Net equity.  
(2) Average of last two published net debt / LTM EBITDA. EBITDA calculated as per Revolving Credit Facility definition.



# High liquidity level to execute our strategy

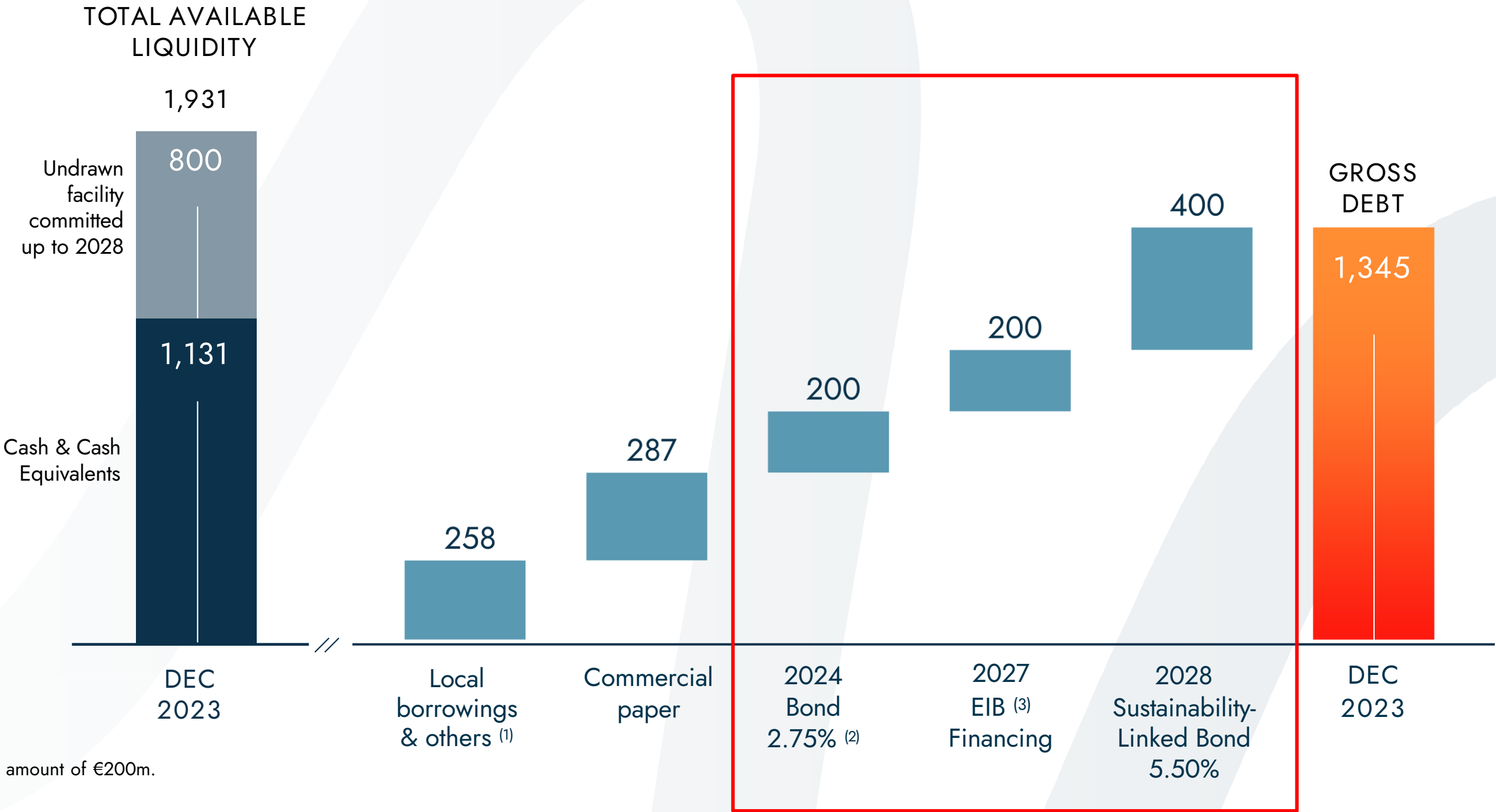
## Reinforced by inaugural sustainability-linked bond issued in 2023

NET DEBT BREAKDOWN

In €M	DEC 22	DEC 23
GROSS DEBT	1,316	1,345
Cash & cash equivalents	(1,134)	(1,131)
NET DEBT	182	214



LIQUIDITY AND DEBT REDEMPTION SCHEDULE (€M)

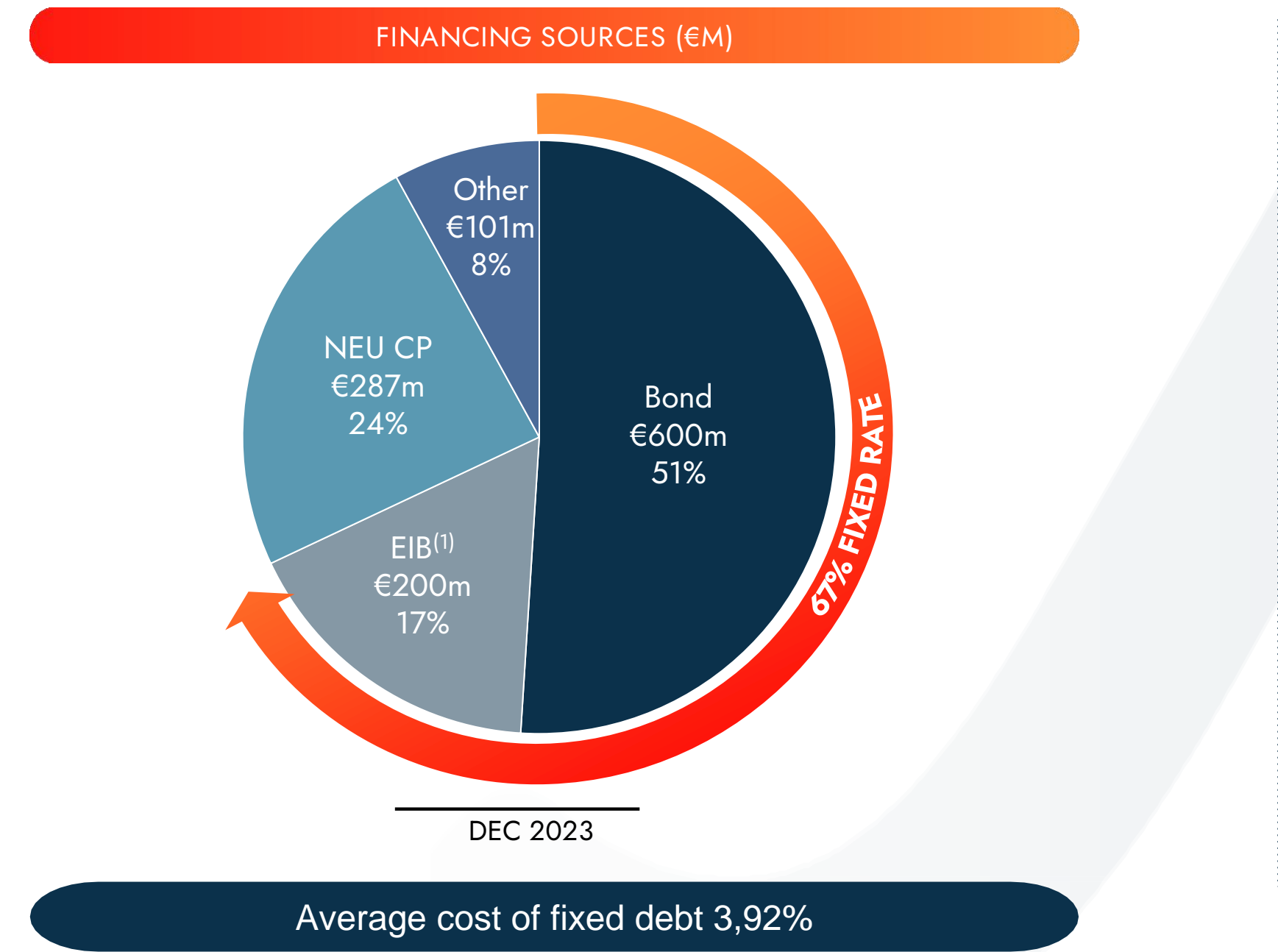


(1) Including IFRS restatements on ordinary bonds, accrued interest and IFRS 16.  
(2) Refinancing secured by a Back-Up Facility Line signed in February 2023 for a current amount of €200m.  
(3) European Investment Bank.

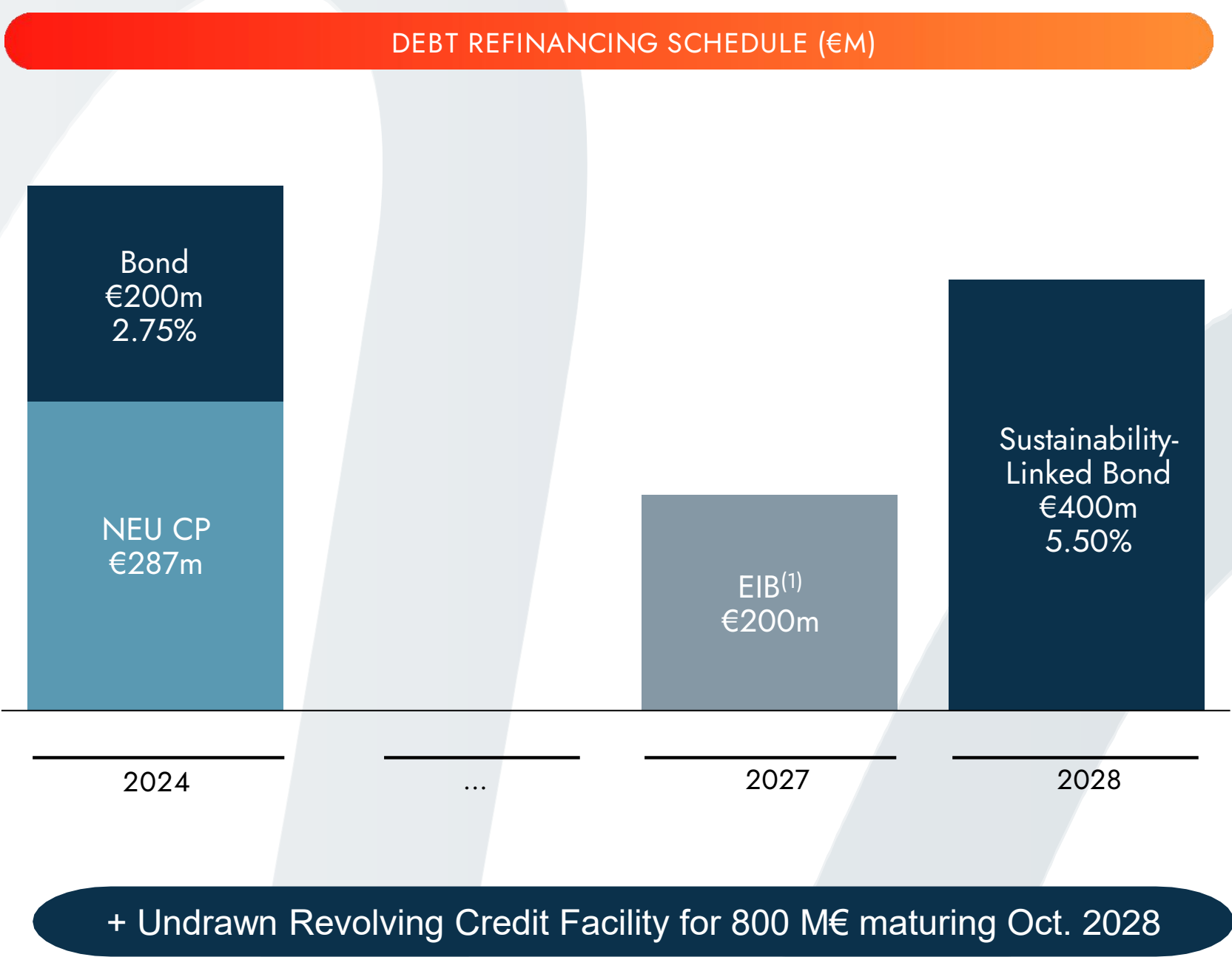


# Well balanced financing structure

## 67% of gross debt at fixed rate



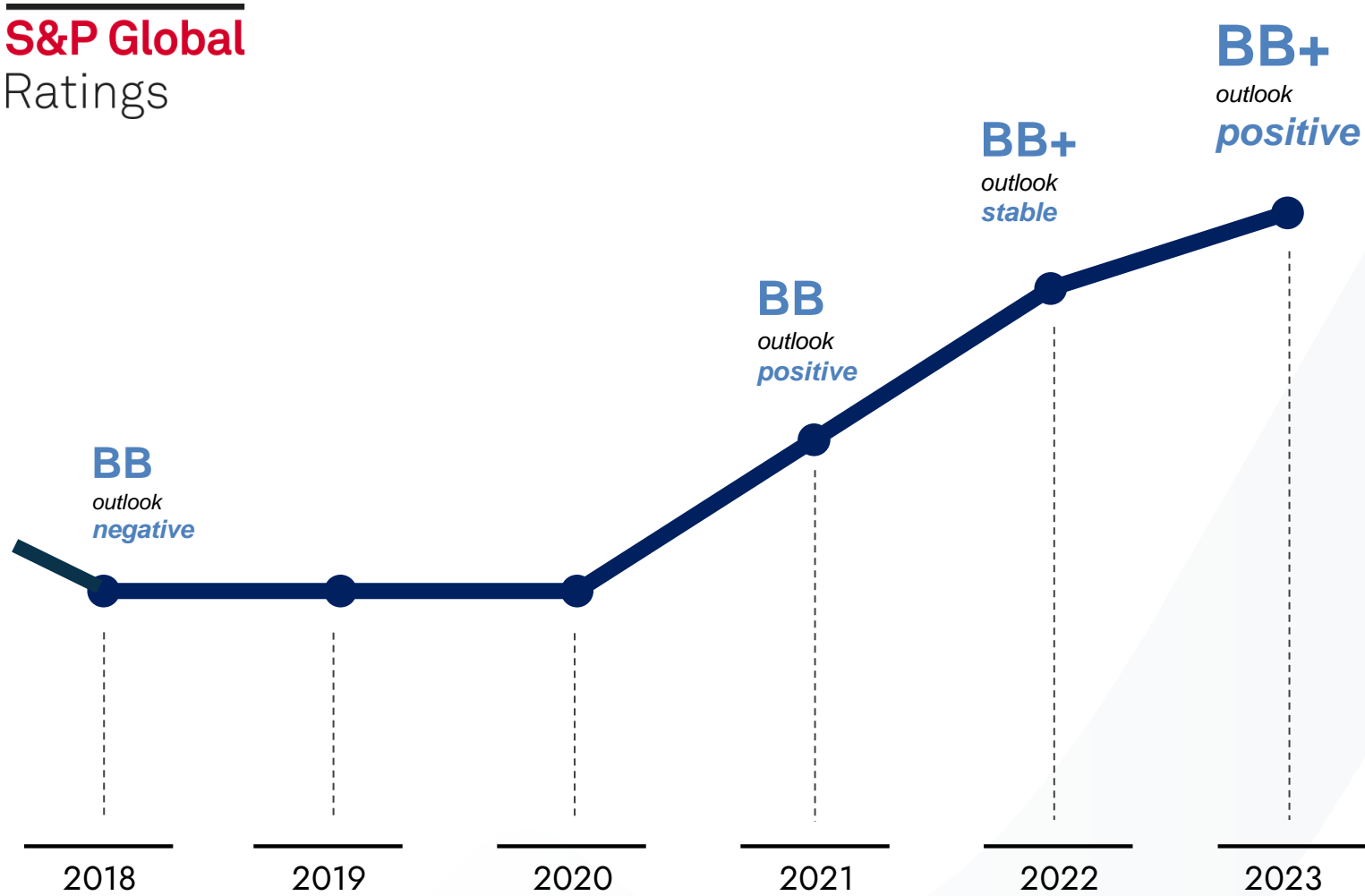
(1) European Investment Bank





# Continuous S&P Global Ratings upgrade

## Successful transformation and strong performance recognized



“ Nexans’ operating performance has improved, thanks to progress made in its transformation plan, which focuses on electrification and achieving higher and more stable cash flows. ”

S&P Global Ratings – 15/02/23

“ S&P’s decision to upgrade Nexans’ credit rating outlook reflects the largely demonstrated transformation of the Group since 2019 and our value growth focus. It also underlines Nexans’ resilience and capacity to strengthen its balance sheet in line with its Electrification Pure Player strategic roadmap. ”

Jean-Christophe Juillard – 15/02/23  
Nexans’ Deputy CEO and CFO






# SECTION 05

# Outlook

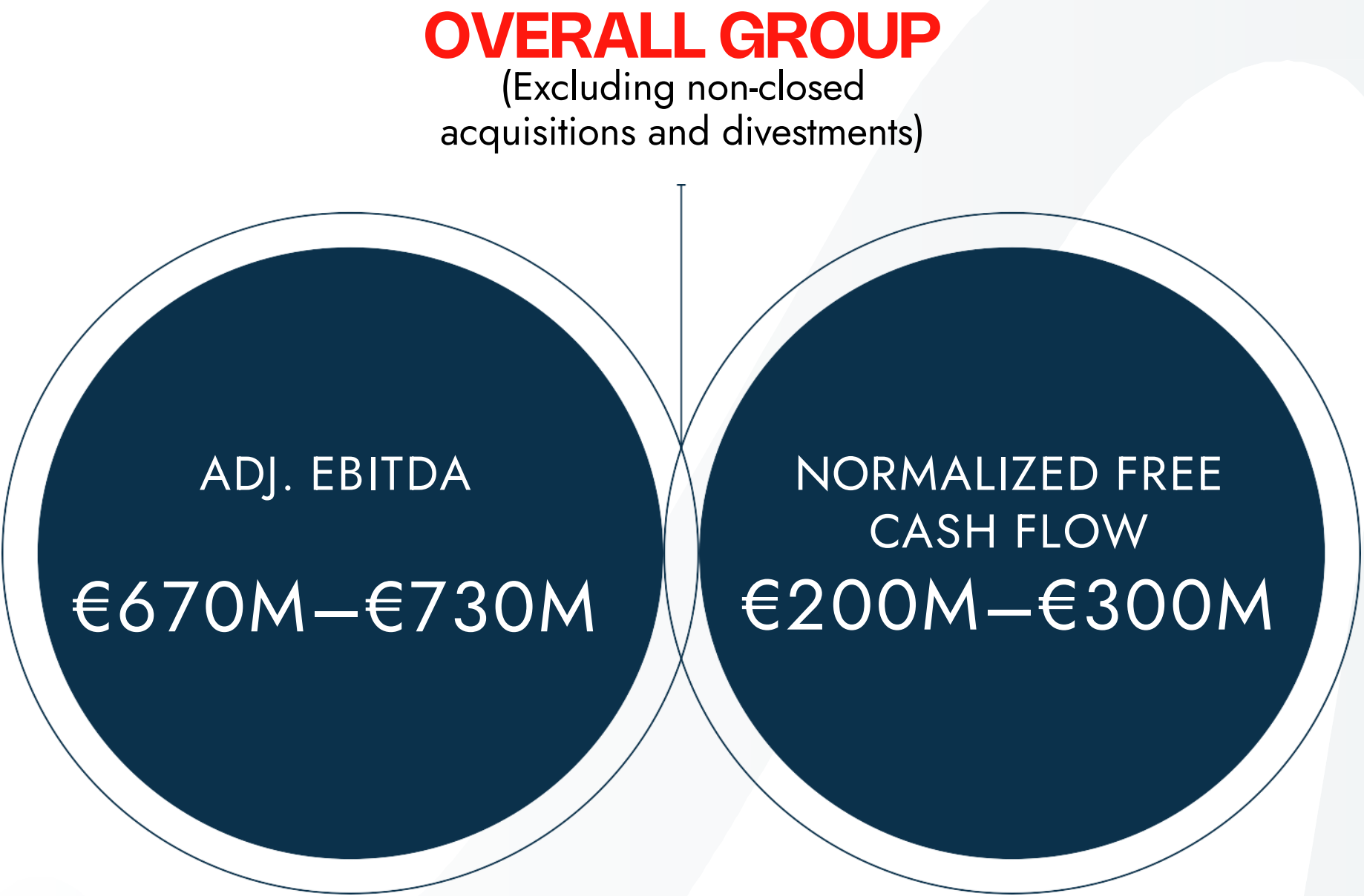


# Delivering on our 2024 commitments ahead of schedule

2021 CMD COMMITMENTS	2024 OBJECTIVES	2023 ACHIEVEMENTS
EBITDA MARGIN % <sup>(1)</sup>	10-12% GROUP 11-13% ELECTRIFICATION ACTIVITIES	10.0%  INLINE 12.5%  INLINE
NORMALIZED CASH CONVERSION % <sup>(1)</sup>	>40% GROUP	70%  OUTSTANDING
ROCE	≥ 20% ELECTRIFICATION ACTIVITIES	26%  INLINE
OWC	≤ 6% GROUP	0.3%  OUTSTANDING
LEVERAGE RATIO <sup>(2)</sup>	≤ 2.5x GROUP	0.4x  OUTSTANDING



# 2024 Guidance



TAILWINDS

- Continuation of buoyant market demand, supported by global megatrends in electrification
- Transformation and value-added solutions to support structural profitability improvements
- Risk-reward backlog Generation & Transmission and frame-agreements in Distribution providing sound visibility

HEADWINDS

- Geopolitical and economic environment remains uncertain
- Short-term visibility and demand moderation from elevated levels in some residential segments and Automation
- Execution of legacy contracts with dilutive margins and risk of US offshore wind project termination in the US in Generation & Transmission





# NEXANS CAPITAL MARKETS DAY 2024

November 13<sup>th</sup>, 2024  
London

For more information contact  
[investor.relations@nexans.com](mailto:investor.relations@nexans.com)



SECTION 05

# Appendices



# Nexans actively engaging with investors

## First-half 2024 agenda





# Nexans at a glance

## A global player of the energy transition

2023

€6.5BN

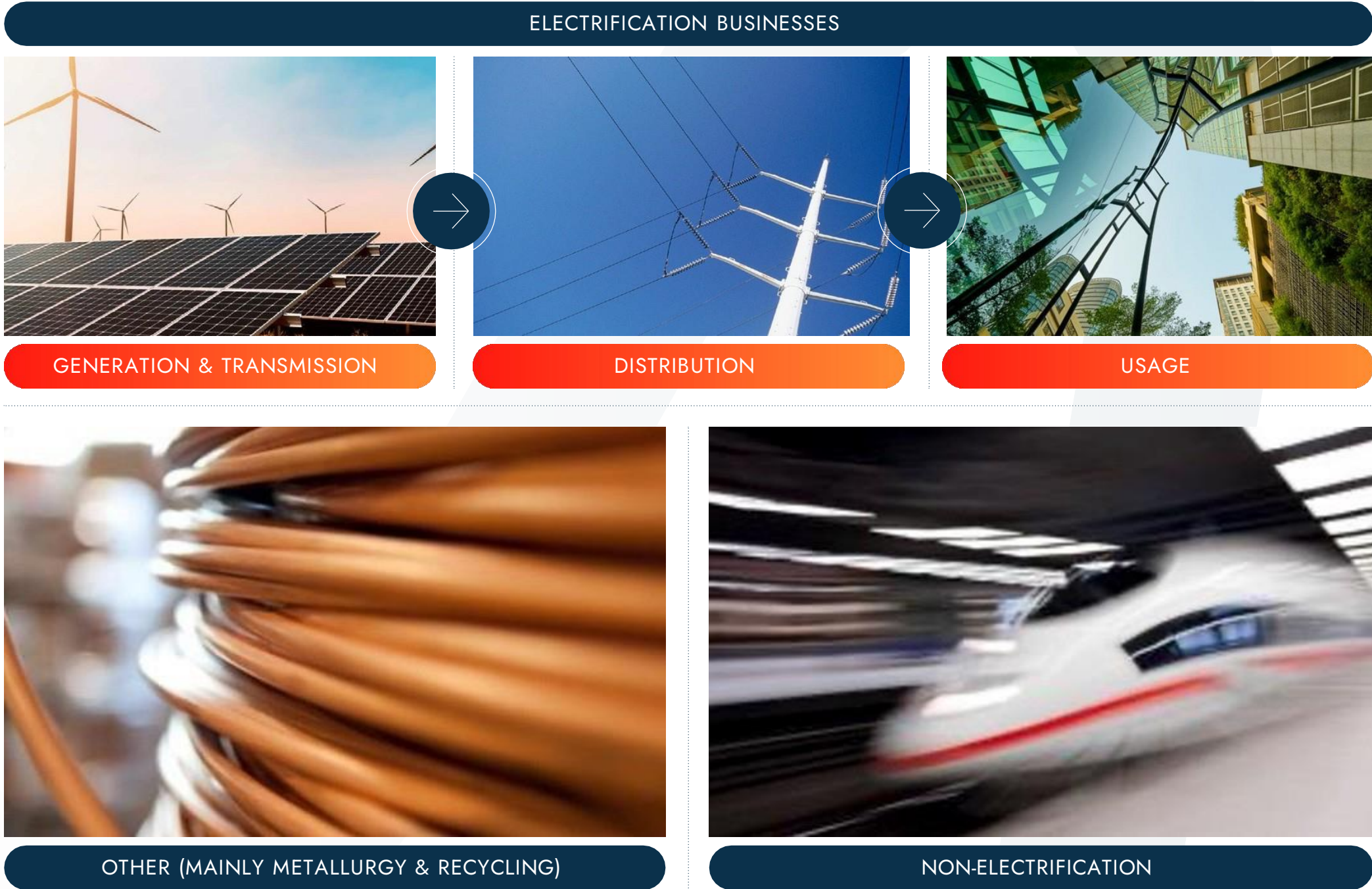
STANDARD SALES

28,500

PEOPLE

41

COUNTRIES



OUR PURPOSE

WE ELECTRIFY THE FUTURE

OUR VALUES

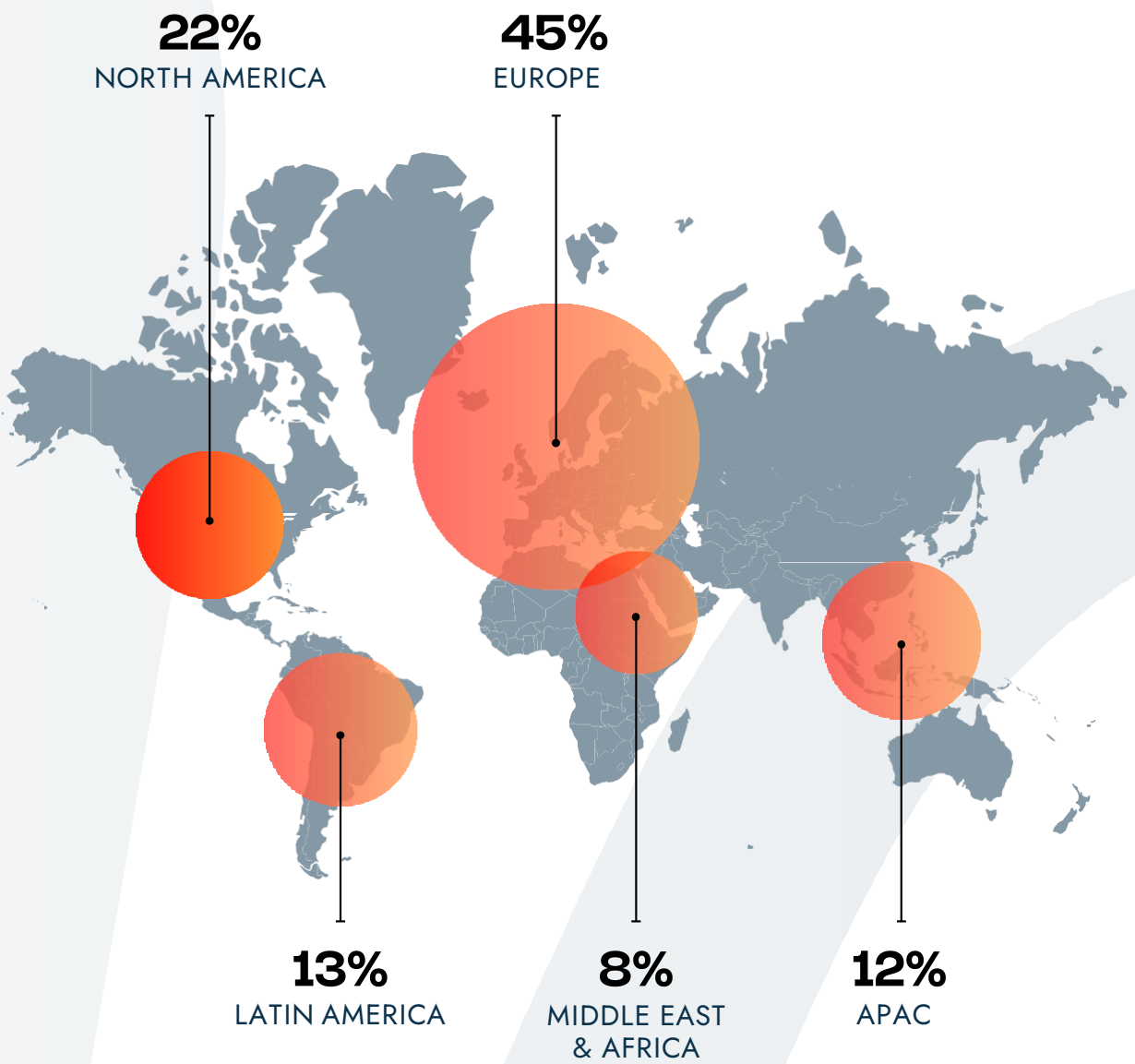
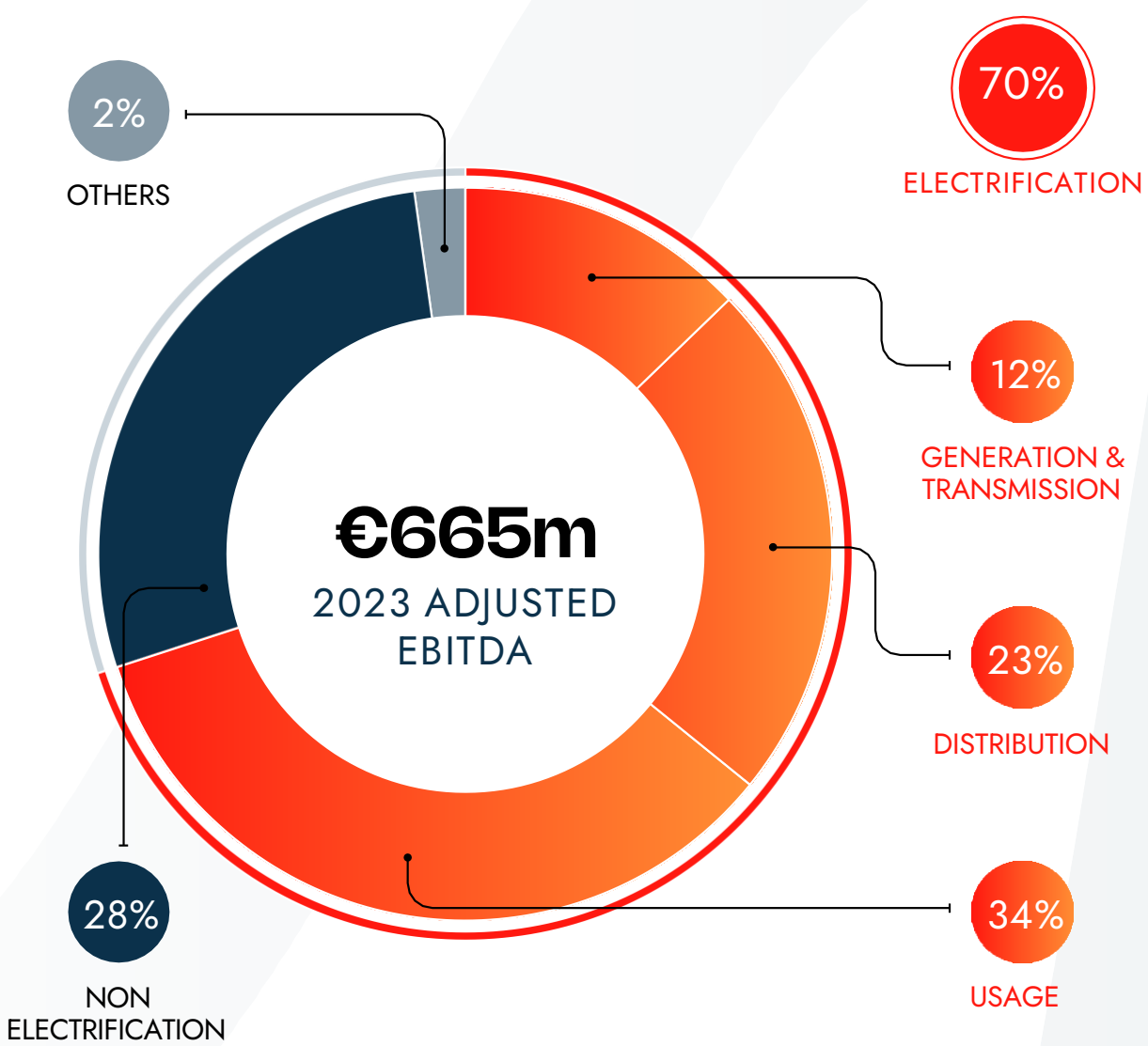
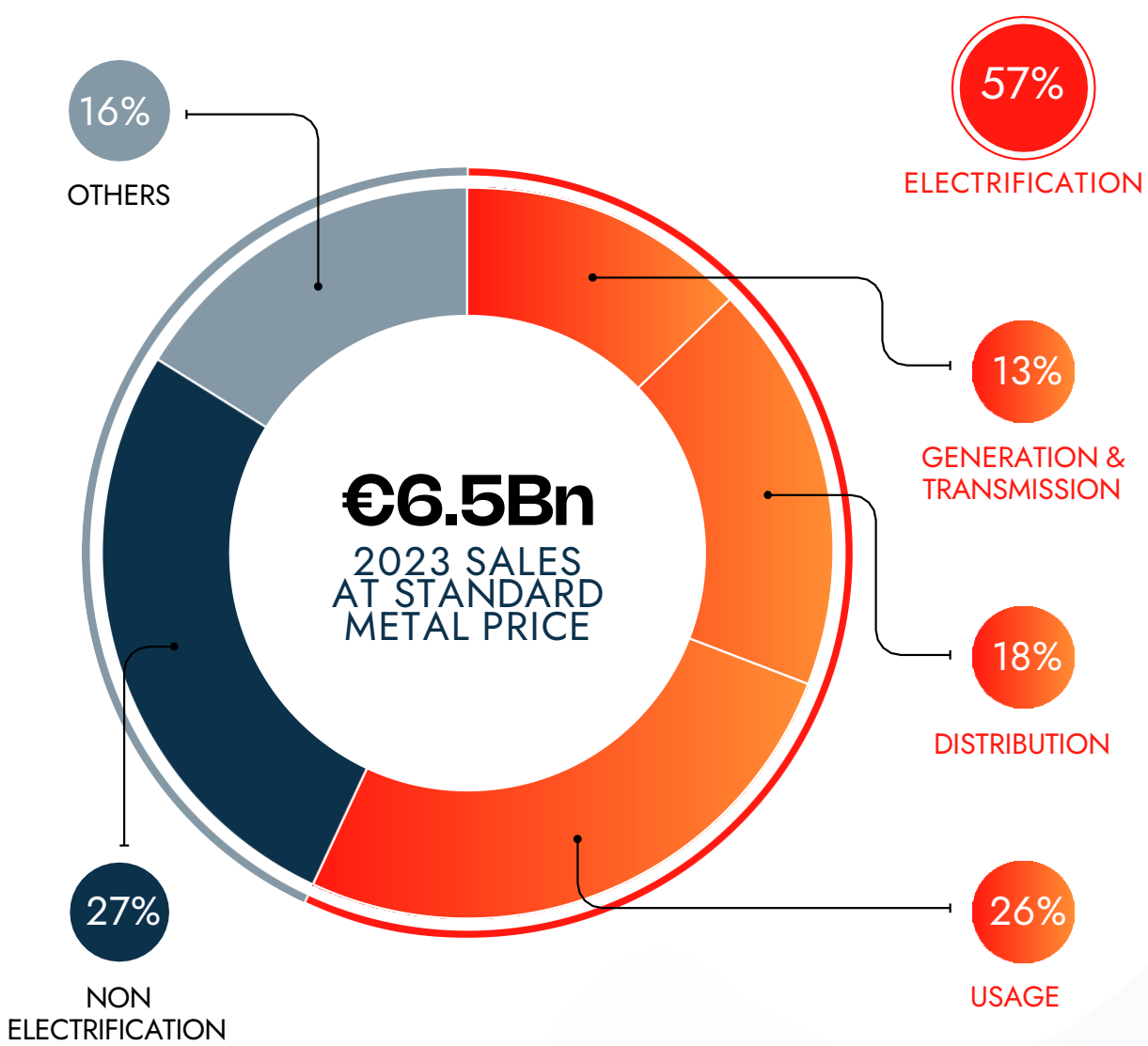
DEDICATED PIONEERS UNITED

OUR PROMISE

SCALE-UP TO STEP-UP



# Diversified end-markets and balanced geographic footprint



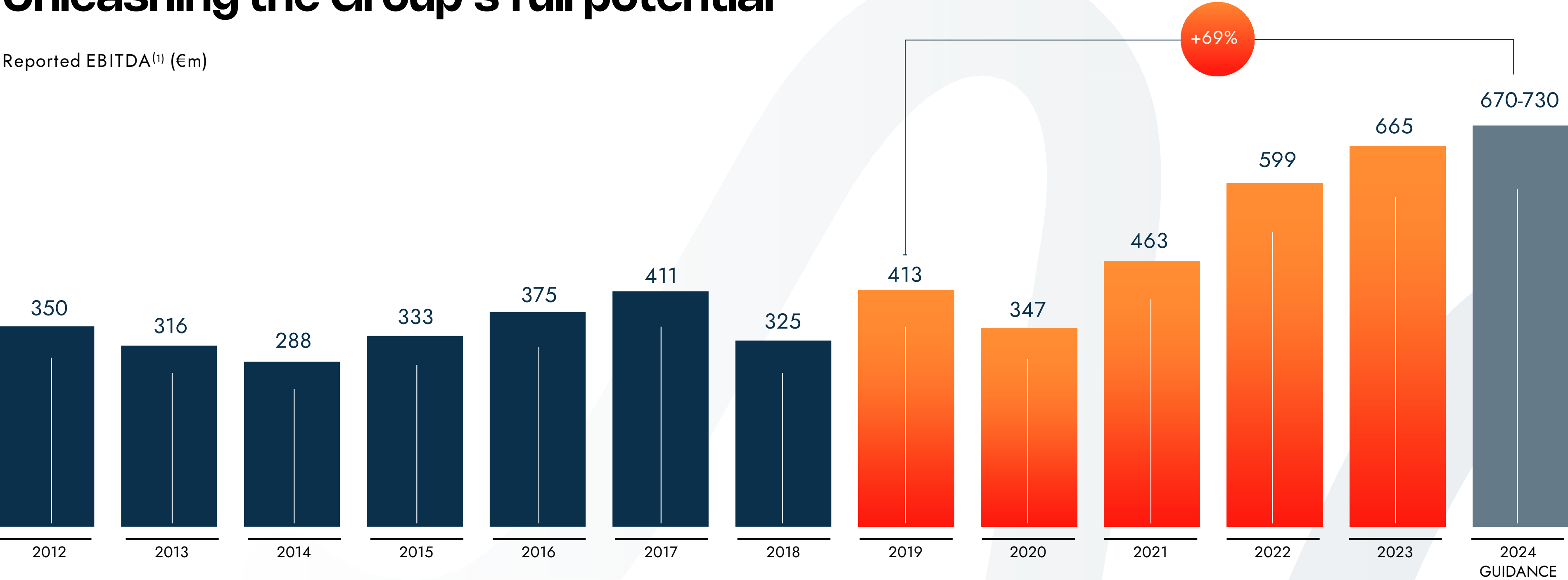
% SALES AT STANDARD METAL PRICES, EXCLUDING  
AUTO-HARNESS AND GENERATION & TRANSMISSION



# In-depth Transformation of Nexans since 2019

## Unleashing the Group's full potential

Reported EBITDA<sup>(1)</sup> (€m)



(1) EBITDA is defined as operating margin before depreciation and amortization. Starting 2023, adjusted EBITDA is defined as operating margin before (i) depreciation and amortization, (ii) share-based payment expenses, and (iii) some other specific operating items which are not representative of the business performance. Refer to appendix.



# Sales at standard metal price and profitability

## by segment

	2022 PRO FORMA <sup>(1)</sup>					2023			
In €M	Standard Sales	Organic growth	Adj. EBITDA <sup>(2)</sup>	Adj. EBITDA %	EBITDA reported	Standard Sales	Organic growth	Adj. EBITDA <sup>(2)</sup>	EBITDA%
ELECTRIFICATION	3,884	+12.6%	468	12.0%	468	3,736	-1.5%	467	12.5%
→ Generation & Transmission	958	+11.6%	159	16.6%	159	870	+0.8%	83	9.5%
→ Distribution	1,088	+12.2%	88	8.1%	88	1,186	+4.5%	156	13.2%
→ Usage	1,837	+13.5%	221	12.0%	221	1,679	-6.3%	229	13.6%
NON-ELECTRIFICATION (Industry & Solutions)	1,559	+12.3%	135	8.6%	135	1,750	+13.7%	185	10.6%
TOTAL EXCL. OTHER ACTIVITIES	5,443	+12.5%	602	11.1%	602	5,486	+3.0%	652	11.9%
→ Other activities	1,302	-13.6%	13	1.0%	(3)	1,026	-17.9%	13	1.2%
TOTAL GROUP	6,745	+6.3%	616	9.1%	599	6,512	-0.9%	665	10.2%

(1) Details on slides 33.

(2) EBITDA renamed Adjusted EBITDA to align with the AMF recommendations. No change in definition compared to June 2023: starting 2023, Adjusted EBITDA is defined as operating margin before (i) depreciation and amortization, (ii) share-based payment expenses, and (iii) some other specific operating items which are not representative of the business performance. In 2022, adjusted EBITDA excluded €16 million of share-based payment expenses while there were no other recurring operating items that were not representative of the business performance.



## Sales at standard metal prices

### impact of foreign exchange and consolidation scope

	2022 reported	Allocation changes	2022 pro forma	FX	Organic Growth	Scope effect	2023	Organic growth
ELECTRIFICATION	3,816	69	3,884	(226)	(53)	131	3,736	-1.5%
→ Generation & Transmission	897	61	958	(95)	7	-	870	+0.8%
→ Distribution	1,081	7	1,088	(28)	48	78	1,186	+4.5%
→ Usages	1,837	-	1,837	(103)	(108)	53	1,679	-6.3%
NON-ELECTRIFICATION	1,880	(321)	1,559	(20)	211	-	1,750	+13.7%
→ Industry & Solutions	1,559	-	1,559	(20)	211	-	1,750	+13.7%
→ Telecom & Data	321	(321)	-	-	-	-	-	-
TOTAL EXCL. OTHER ACTIVITIES	5,696	(252)	5,443	(246)	158	131	5,486	+3.0%
→ Other activities	1,049	252	1,302	(37)	(217)	(23)	1,026	-17.9%
TOTAL GROUP	6,745	-	6,745	(283)	(59)	108	6,512	-0.9%



## EBITDA to adjusted EBITDA

In €M	2020	2021	2022	2023
EBITDA (incl. share-based payment expenses - 2021 CMD guidance)	347	463	599	652
<i>EBITDA margin on Standard sales</i>	5.8%	7.6%	8.9%	10.0%
IFRS 2 Share-based payment expenses	4	8	16	13
<b>ADJUSTED EBITDA</b>	<b>351</b>	<b>470</b>	<b>616</b>	<b>665</b>
<i>Adjusted EBITDA on Standard sales</i>	6.1%	7.8%	9.1%	10.2%

## Adjusted EBITDA to operating income

In €M	2022	2023
<b>ADJUSTED EBITDA</b>	<b>616</b>	<b>665</b>
Specific operating items <sup>(1)</sup>	(16)	(53)
Depreciation and amortization	(180)	(179)
<b>OPERATING MARGIN</b>	<b>420</b>	<b>432</b>
Reorganization costs	(39)	(49)
Other operating items	14	(9)
Core exposure effect	(30)	(12)
Others operating income and expenses	46	1
- Of which: net asset impairment	0	23
- Of which: net gains on assets disposals	54	(9)
Share in net income (loss) of associates	(2)	1
<b>OPERATING INCOME</b>	<b>395</b>	<b>374</b>

(1) In 2023, the Specific operating items included €13m related to IFRS2 share-based payment expenses, and €40m in relation with additional costs on long-term projects impacted by past reorganizations. These additional costs led to subsequent losses at completion which are not representative of the actual business performance.



## Operating margin to Normalized net income

In €M	2022	2023
OPERATING MARGIN	420	432
Cost of debt (net)	(35)	(59)
Other financial income and expense restated	(26)	(23)
Income taxes (incl. impact from normalization adjustments)	(101)	(96)
Minority interests	(3)	(2)
NORMALIZED NET INCOME (GROUP SHARE)	255	253
Proposed dividend to parent (€2.30/share proposed at the AGM <sup>(1)</sup> )	91	100
Payout (in %)	36%	40%

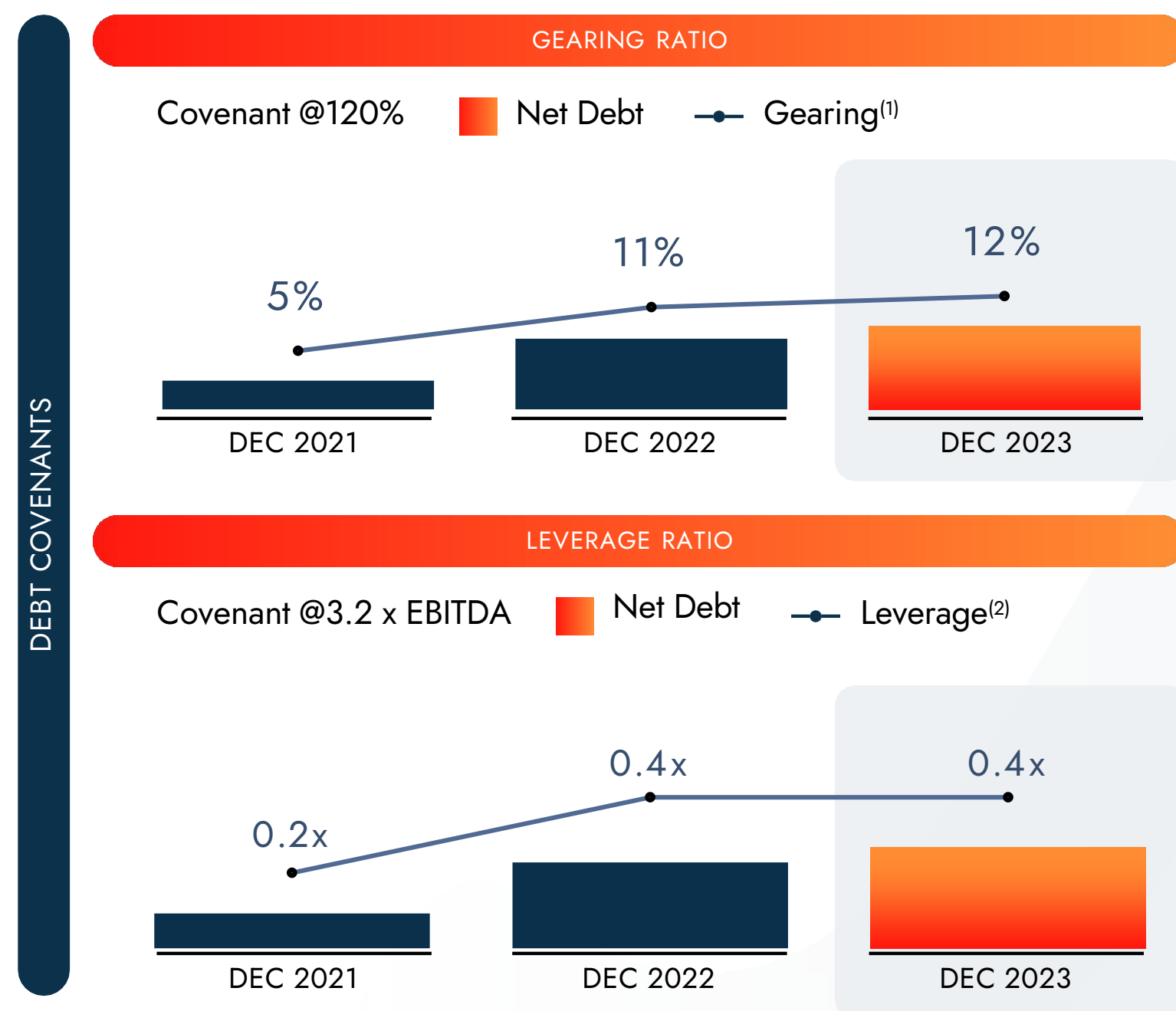
## Free cash flow to Normalized free cash flow

In €M	DEC 2021	DEC 2022	DEC 2023
FREE CASH FLOW	179	271	234
Strategic Capital Expenditure	81	157	199
Property, plant and equipment divestment	(14)	(60)	(6)
Normative project tax cash-out	(19)	25	28
NORMALIZED FREE CASH FLOW	227	393	454
Normalized cash conversion on adj. EBITDA	48.2%	63.8%	68.3%
Normalized cash conversion on EBITDA (incl. share-based payment expenses)	49.1%	65.5%	69.7%

(1) Subject to Nexans' Annual Shareholders meeting vote.



# Balance sheet as of December 31, 2023



In €M	DEC 2022	DEC 2023
Fixed assets and other non-current assets	2,271	2,611
of which: goodwill	289	293
Deferred tax assets	122	129
<b>NON-CURRENT ASSETS</b>	<b>2,393</b>	<b>2,740</b>
Working Capital	27	(216)
<b>TOTAL TO FINANCE</b>	<b>2,420</b>	<b>2,524</b>
Net financial debt	182	214
Reserves	408	436
of which restructuring provisions	25	22
of which pension & jubilees reserves	232	237
Deferred tax liabilities	151	129
Derivative liability non-current	10	33
Shareholders' equity and minority interests	1,667	1,711
<b>TOTAL FINANCING</b>	<b>2,420</b>	<b>2,524</b>

(1) Closing Net Debt / Net equity.

(2) Average of last two published net debt / LTM EBITDA. EBITDA calculated as per Revolving Credit Facility definition.



# The urgency of Electrification

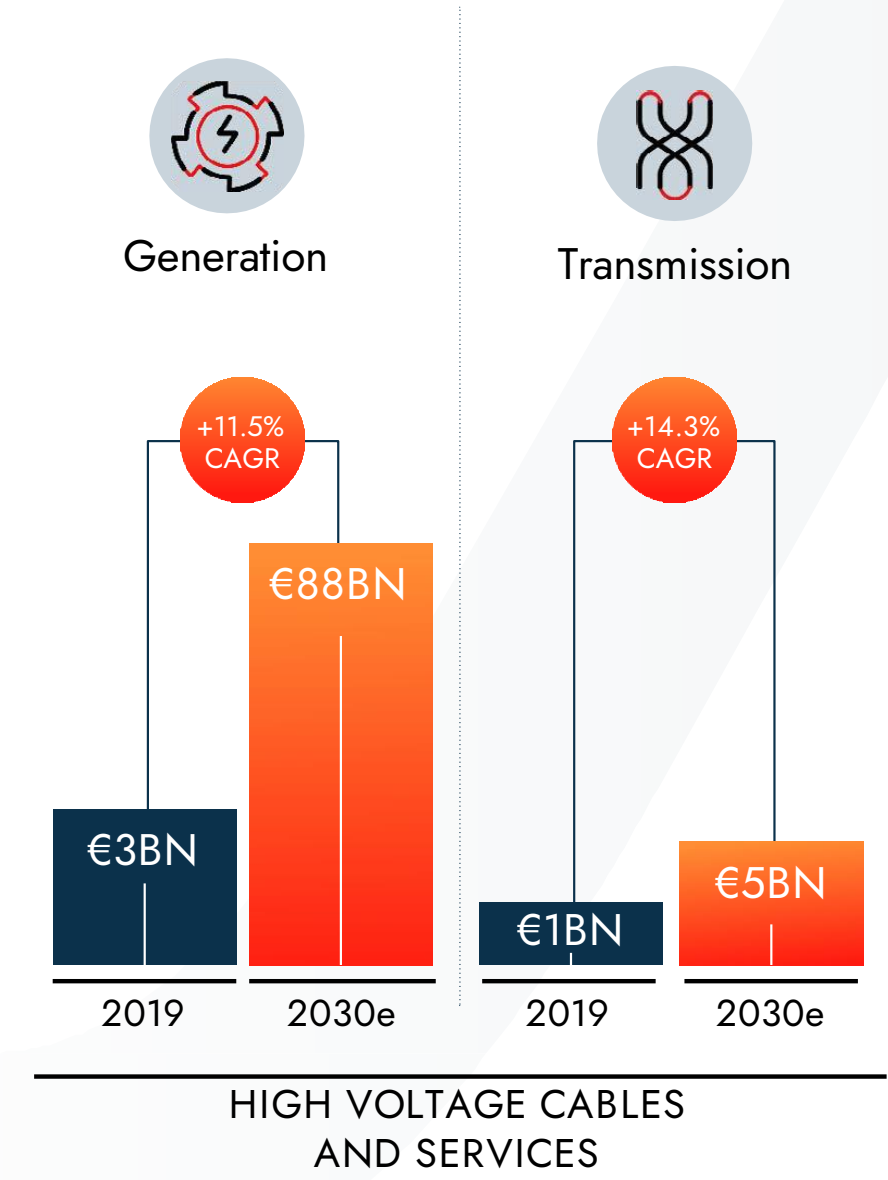
The beginning of a demand super cycle comparable to the 1950-1970's

Source: Roland Berger 2019 studies

## CABLE MARKETS FORECAST

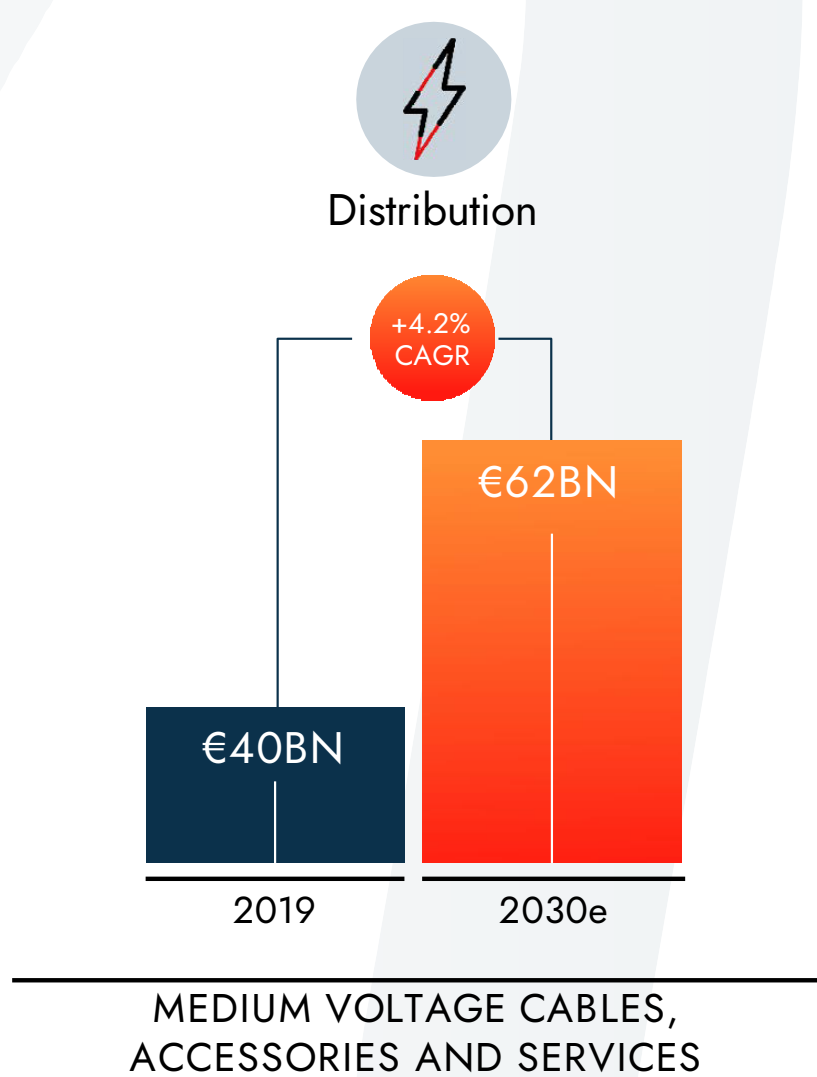
### NET-ZERO TRANSITION

- Shift from fossil fuel to renewables
- Bring energy from generation area to consumption area



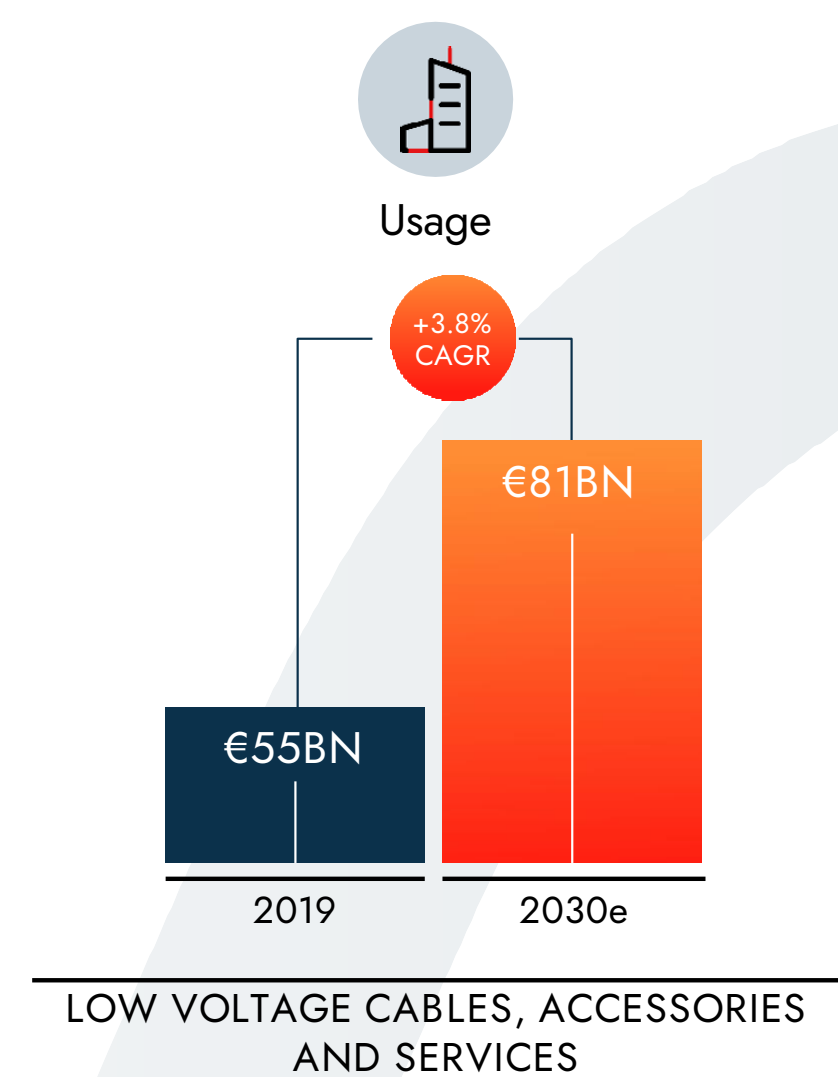
### GRID RENEWAL & STRENGTHENING

- Replace and monitor ageing grids to avoid blackouts
- Cope with demand through smart grids, digital asset management and superconducting cables



### SMART & SAFE BUILDINGS

- Supply renovation wave and smart buildings
- Ensure customer safety and contain spread of fire





# Generation & Transmission

## €20Bn project pipeline for offshore wind and interconnection projects

### SELECTION OF FUTURE SUBSEA OFFSHORE WIND PROJECTS

Installation date	Project	AC / DC	Country	Capacity (MW)
2026	Dunkirk	AC	France	600
2026	Seagreen 1A	AC	UK	500
2027	East Anglia 2	AC	UK	1300
2027	Attentive Energy 1	DC	US	1400
2029	Attentive Energy 2	DC	US	1300
2029	Community Offshore Wind 1	DC	US	1400
2029	Excelsior Wind	AC	US	1300
2026	Dunkirk	AC	France	600
2028	Dogger Bank South West	DC	UK	1200
2030	Dogger Bank South East	DC	UK	1200
2028	Outer Dowsing	AC	UK	1500
2028	Berwick Bank OWF	AC / DC	UK	4000
2028	Sceirde Rocks	AC	Ireland	450
2028	Firefly	AC	Korea	800
2028	Bretagne Sud	AC	France	600
2028	Centre Manche	DC	France	1000
2030	LionLink	DC	UK - Netherlands	2000
2030	Blockland	DC	Germany	2000
2031	Pöschendorf	DC	Germany	2000

Total subsea offshore wind projects pipeline: €13+Bn

### SELECTION OF FUTURE SUBSEA INTERCONNECTION PROJECTS

Fully commissioned	Project	Countries	Capacity (MW)
2026	Malta Sicilia 2	Malta - Italy	200
2027	Orkney	UK	200
2029	HansaPowerBridge	Germany - Sweden	700
2030	Dodecanese Interconnection Phase A: Corinthos (2024) - Kos	Greece-Greece	900
2029	TunIta	Italy / Tunisia	1000
2030	Grita 2	Italy Greece	500
2030	Shetland 2	UK	2000
2030	Spittal to Peterhead	UK	2000
2030	Western Isles	UK	2000
2030	Peninsula Balears 2	Spain - Mallorca	1000
2031	Vendee - NAMO 2	France	1200
2032	Facade Atlantique	France	1200
2031	SeaLink	UK	2000
2032	Eastern Green Link 3	UK	2000
2033	Eastern Green Link 4	UK	2000
2033	Eastern Green Link 5	UK	2000

Total subsea Interconnection projects pipeline: €10+Bn



# Board of directors

## Robust corporate governance and board practices

						
<b>JEAN MOUTON</b> Chairman	<b>ANNE LEBEL</b> Lead Independent Director	<b>JANE BASSON</b> Independent Director	<b>LAURA BERNARDELLI</b> Independent Director	<b>MARC GRYNBERG</b> Independent Director Climate Director	<b>SYLVIE JÉHANNO</b> Independent Director	<b>HUBERT PORTE</b> Director
						
<b>OSCAR HASBÚN MARTÍNEZ</b> Director proposed by shareholder Invexans Limited (UK) Quiñenco Group	<b>ANDRÓNICO LUKSIC CRAIG</b> Director proposed by shareholder Invexans Limited (UK) Quiñenco Group	<b>FRANCISCO PÉREZ MACKENNA</b> Director proposed by shareholder Invexans Limited (UK) Quiñenco Group	<b>KARINE LENGHART</b> Permanent representative of Bpifrance Participations	<b>SELMA ALAMI</b> Director representing employee shareholders	<b>ANGÉLINE AFANOUKÉ</b> Director representing employees	<b>BJØRN ERIK NYBORG</b> Director representing employees

**14**  
MEMBERS  
(50% WOMEN, 50% MEN)

**4**  
DIRECTORS  
PROPOSED BY MAJOR  
SHAREHOLDERS  
(3 by Invexans Limited (UK)/  
Quiñenco Group, 1 by  
Bpifrance Participations)

**11**  
MAIN AREAS  
OF EXPERTISE  
(Industry, Energy, Strategy,  
Finance, Services, Supply  
chain, Human resources,  
Corporate governance, CSR,  
Digital and Communication)

**3**  
DIRECTORS  
REPRESENTING  
EMPLOYEES  
(2 representing  
employees, 1 representing  
employee shareholders)

**54.5%**  
INDEPENDENT  
DIRECTORS

**1**  
LEAD INDEPENDENT  
DIRECTOR

**1**  
CLIMATE  
DIRECTOR

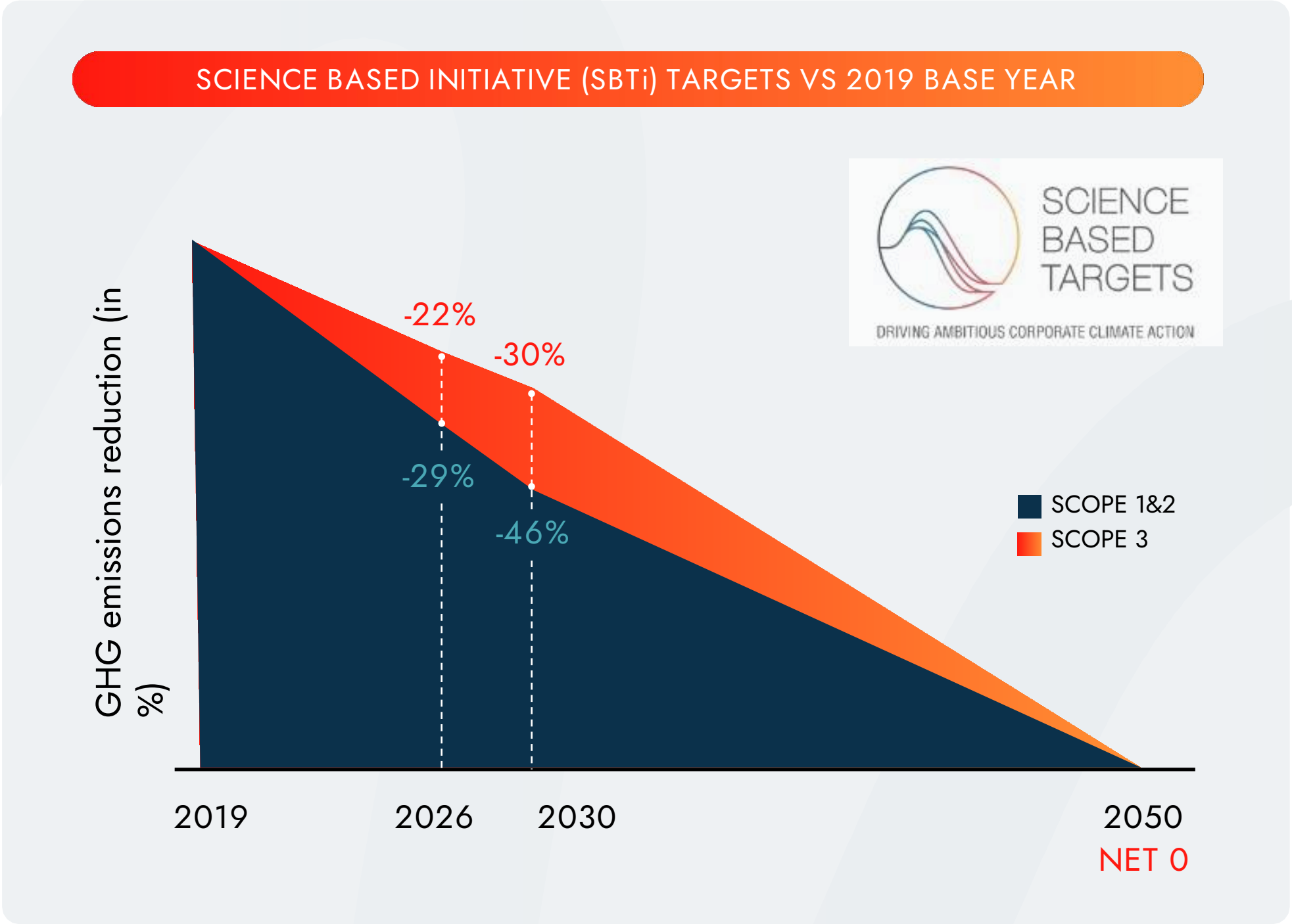
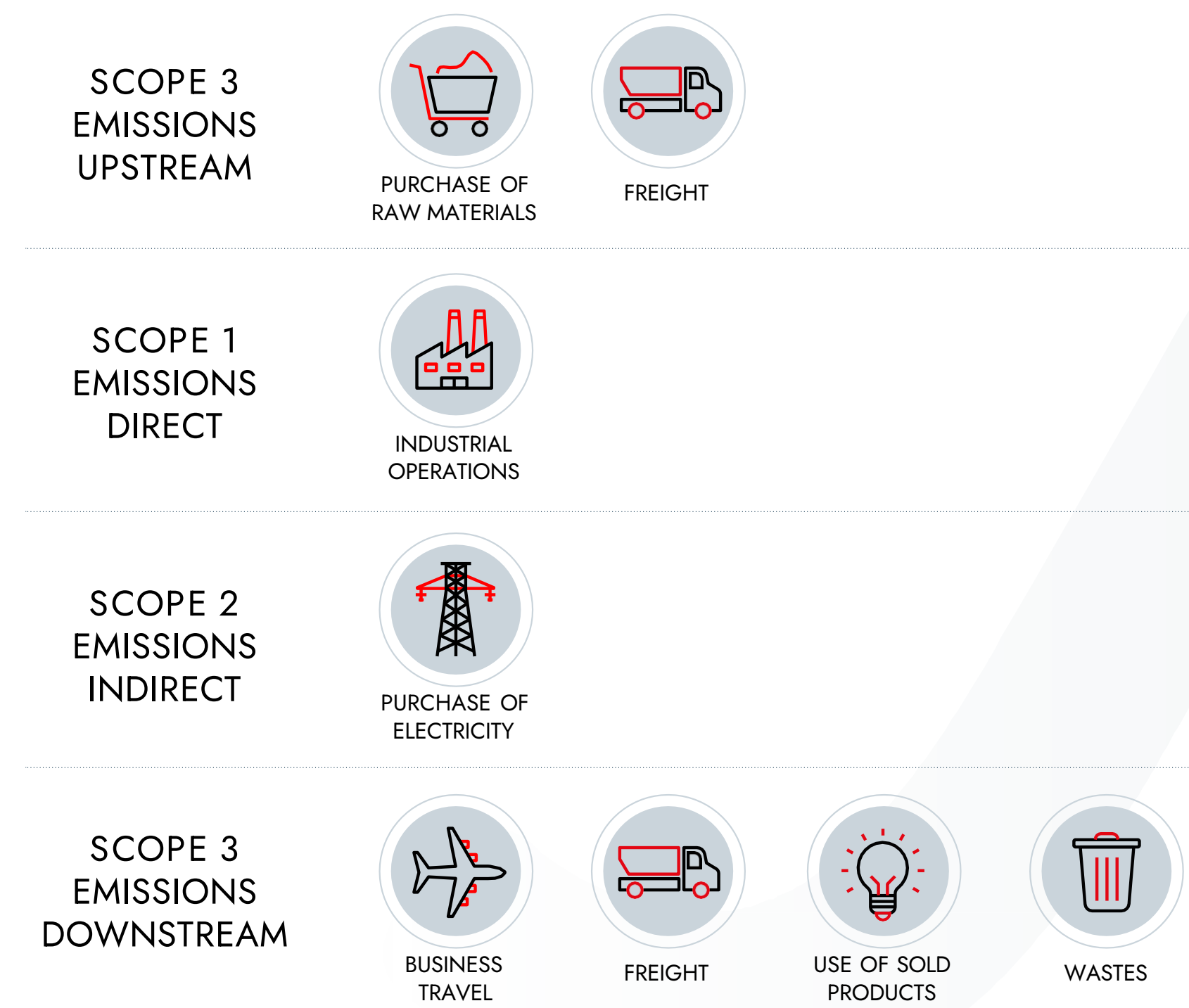
**4**  
COMMITTEES

1. ACCOUNTS, AUDIT AND RISK  
2. STRATEGY & SUSTAINABLE DEVELOPMENT  
3. APPOINTMENTS & CORPORATE GOVERNANCE  
4. COMPENSATION



# Nexans' carbon reduction commitments by 2050

## Targets validated by the SBTi





## Glossary

**Adjusted Generation & Transmission backlog:** Backlog adjusted for secured but not yet implemented Subsea, Land and Special Telecom contracts.

**Adjusted EBITDA:** Starting 2023, Nexans consolidated adjusted EBITDA is defined as operating margin before (i) depreciation and amortization, (ii) share-based payment expenses, and (iii) other specific operating items which are not representative of the business performance.

**Free Cash Flow (FCF):** FCF is determined based on EBITDA restated for the net change in provisions including pensions/other post-employment benefits and other non-cash items. It also includes net changes working capital, capital expenditures net of disposal proceeds, other investing cash-in/out but excluding those related to the sale/purchase of shares in a company with a change in consolidation method, restructuring cash-out, financial interest paid and income tax paid.

**Normalized Free Cash Flow (NFCF):** NFCF is calculated as FCF excluding Strategic Capex, proceeds from the disposal of tangible assets, impact of material activity closures and assuming project tax cash-out based on the completion rate rather than termination.

**Normative net income:** Normative net income corresponds to the sum of the operating margin, the cost of financial debt (net), other financial income and expenses (excluding impairment of financial assets where applicable), and the normative corporate income tax.

**Operating margin:** The operating margin is assessed before the impact of (i) the revaluation of the Core exposure, (ii) impairment of property, plant and equipment, intangible assets or goodwill resulting from impairment tests, (iii) the change in fair value of non-ferrous metal financial instruments, (iv) capital gains and losses on asset disposals, (v) related acquisition costs for completed acquisitions and costs and fees related to planned acquisitions, (vi) expenses and provisions for antitrust investigations, (vii) reorganization costs, (viii) the share in net income of associates, (ix) net financial income (loss), (x) taxes and (xi) net income from discontinued operations.

**Organic growth:** Standard sales growth as a percentage of prior-year standard sales. Organic growth is a measure of growth excluding the impact of changes in the scope of consolidation and changes in exchange rates.

**ROCE (Return on Capital Employed):** ROCE is defined as 12 months Operating Margin in relation to end-of-period Operational Capital Employed, excluding the antitrust provision. Operational Capital Employed includes operating and non-operating working capital items, intangible and tangibles assets, loans and receivables, deferred taxes, reserves excluding pensions and other employee benefit reserves and restructuring reserves.

**Sales at constant/standard metal prices:** Sales figures based on a standard price for copper and aluminum in order to neutralize the effect of fluctuations in non-ferrous metal prices and therefore measure the underlying sales trend. Starting on January 1, 2020, these references are set at 5,000 euros per metric ton for copper and 1,200 euros per metric ton for aluminum and are then converted into the currencies of each unit, thus taking into account the specific economic conditions of the units.

**Sales at current metal prices:** Net sales (at current metal prices) represent revenue from sales of goods held for resale, as well as sales of goods and services deriving from the Group's main activities, for which consideration has been promised in contracts drawn up with customers.

**Strategic capex:** Strategic capital expenditures correspond to the investment in the Halden (Norway) and Charleston (United States) plants, as well as cable-laying vessels in the Generation & Transmission segment.



# Thank you

