

NEXANS PURPOSE ELECTRIFY THE FUTURE

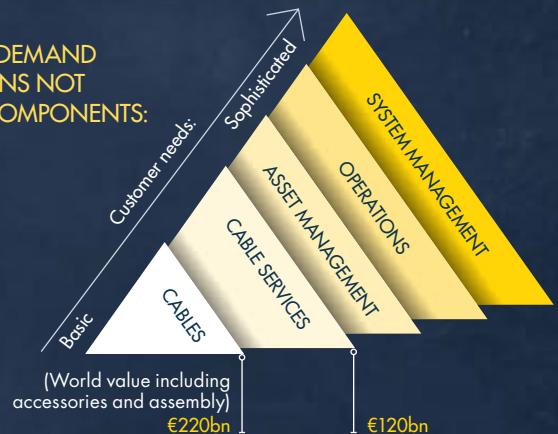


Electrification is in Nexans DNA, and has been for the last 120 years. Nexans has never stopped building the future of electricity and will continue for the years to come.

The €7 trillion to be invested in electrification worldwide by 2030 are a huge opportunity. However, staying a generalist would be a risk as customer demand is migrating to solutions, requiring a deeper understanding of this ecosystem.

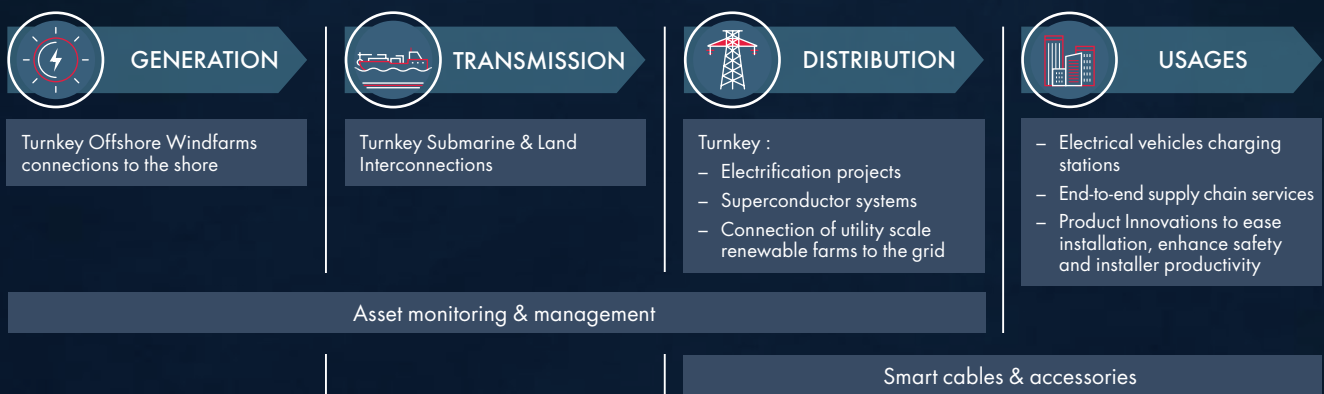
Our 2021-2024 sequence will simplify our business by rotating our core as pure electrification player while amplifying our system, solution and software offer, beyond hardware.

CLIENTS DEMAND SOLUTIONS NOT (ONLY) COMPONENTS:



OUR BUSINESS – A PURE ELECTRIFICATION PLAYER IN 2024

Nexans provides end-to-end solutions to its clients alongside the electrification chain; from generation, to transmission, to distribution, to usages of energy.



OUR METHODOLOGY SIMPLIFY TO AMPLIFY



Nexans deploys a standardized transformation sequence built on more than 40 levers to optimize performance, duplicate successful units DNA and manage risks.



We are focusing our +€100m R&D expenses and 800 experts on electrification segments. We have joined our forces with a strong network of partners to amplify our impact.

PORTFOLIO MANAGEMENT

Our business units are managed through a portfolio approach based on financial KPIs. They follow a standardized transformation process to maximize value creation and reach upper-range financial ratios.

OUR COMMITMENT IN 2024

€6-7bn SALES⁽¹⁾
ELECTRIFICATION PURE PLAYER

10-12% EBITDA⁽²⁾
IN % OF SALES

≥40% NCCR⁽³⁾
GROUP CASH GENERATION

>20% PAY OUT⁽⁴⁾
PROGRESSIVE DIVIDEND

(1) Standard sales at constant metal prices

(2) Margin on sales at standard metal prices

(3) Normalized Cash Conversion ratio defined as Normalized Free Cash Flow / EBITDA. NCFE excludes strategic CAPEX, PP&E divestment, one-off change in working capital and material restructuring plans cash-out

(4) Of recurring net income