

 Nexans



A t t h e c o r e o f p e r f o r m a n c e



Optimizing your business

The world economy is now a global reality whose performance is largely driven by a number of dynamic forces which include energy resources, energy infrastructures, transportation, communication and buildings.

Since you are an actor on the international stage, you want to be at the very core of performance in one or even more of these vital sectors. You want to see your products, your processes, your services and your R&D meet the challenge of the global age.

Nexans can help you achieve your goals not only through our quality cable products, solutions and systems, but also through initial planning and design, customization, testing, process upgrades, production refinements, advanced logistics, installation, maintenance, after-sales service, and recycling.

Whether you are an EPC, an OEM, a power utility, telecom operator, design and engineering specialist, architect, installer or wholesaler...

We can help you put performance at the core of your business... and your business at the core of performance.



Supporting your performance

From power networks (transmission and distribution) to rail transport, from wind turbines to automation and buildings, Nexans has the expertise and capabilities to support your performance wherever you want to go in terms of geography, research or strategic development.

In the field of energy, which has always been the basis of our development, we are highly involved in power generation technologies, both for traditional thermal, hydro and nuclear plants, and also for renewables like wind turbines and solar generation. Since energy requires reliable infrastructure, we are experts in both long-distance transmission and urban distribution, with a special focus on new Smart Grid technologies for tomorrow's networks. In energy exploration and refining, we are also active in oil and gas, the petrochemical industry, and mining activities.

Our transportation offer covers everything from aerospace and airports to railway networks, rolling stock, shipbuilding, automation and ports.

Communication involves high-performance infrastructure for major telecom operators, boosting the capacity of LANs and Data Centers, and moving broadband services right into the subscriber home. Our building solutions range from private residences to offices, public buildings and industrial plants, and are often focused on important safety issues to prevent fires and to ensure that potential fire hazards like smoke and noxious gases are minimized, while emergency evacuation and firefighting networks are maintained.

To help you achieve your objectives, Nexans offers:

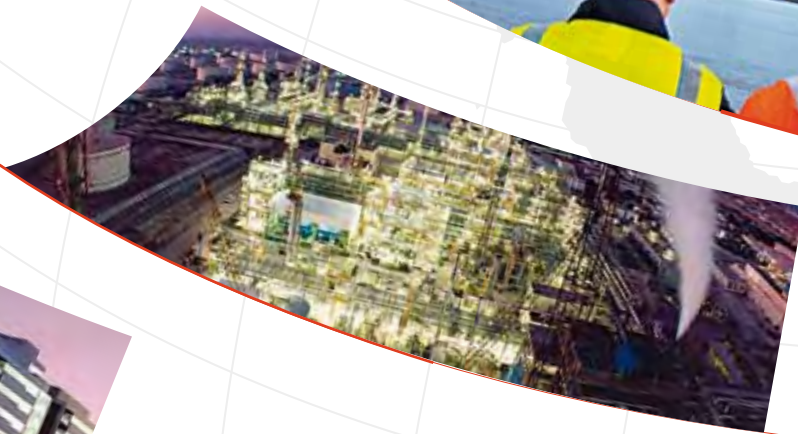
- A complete range of cables, solutions and services adapted to your needs
- A presence on all continents to assure you of global reach and local proximity
- A strong R&D organization dedicated to innovation on your behalf

ENERGY RESOURCES

For Qatar, Nexans is involved in expanding the Barzan onshore gas complex belonging to Qatargas and Exxon; in Turkmenistan, we are supplying Petrofac's new processing plant.

BUILDING

For Skanska, Nexans supplies halogen-free cables to the new Karolinska University Hospital in Solna, Sweden, designed to achieve the highest class in Environmental building.





TRANSPORTATION

Nexans is supplying Airbus with cables for A320 and A350 XWB passenger jets, and teamed up with Alstom to manufacture cable harnesses and equipment boxes for fourteen Moroccan high-speed trains.



ENERGY INFRASTRUCTURES

To link the Spanish mainland and the Balearic Islands, Nexans is installing a 115 km three-core XLPE-insulated power cable at 750 meters, a record for the longest and the deepest.



COMMUNICATION

Strategically placed between Europe and Tangiers, the Tangiers Free Zone chose an innovative Nexans fiber solution for a Data Center that will serve more than 300 companies.

Nexans is dedicated to...

Performance means different things to different customers. For wind power and mining it means reliability and operational efficiency, often under very tough conditions. For buildings, railways and ships it above all means safety for people and protecting vital equipment. For the energy and telecom sector it involves helping networks to evolve to meet high security requirements and rising user demand, while making installation, maintenance and system upgrades easier.

RELIABILITY...

Because you want your equipment, modules, and networks to work efficiently to serve your customers for many years to come.

Efficient mining solutions

POWERMINE™ cables and accessories are used for underground and open cast mines.

Dynamic robotics solutions

MOTIONLINE™ suite of cables boosts the efficiency of robots and assembly lines.

Dependable accessories

Our joints, connections and accessories are customized according to cable type and use.

Quality energy links

Interoperable KEYLIOS™ solutions can outfit a complete photovoltaic solar plant.

Reliable wind power

Nexans supplies a wide range of WINDLINK® cables to major turbine manufacturers such as Alstom Wind, Nordex, Siemens, etc.



...improving your performance

INNOVATION...

Since innovative companies are the ones that survive in a competitive economy where customer satisfaction and product differentiation count.

Smarter grids

Fault current limiters provide grid protection and superconductors serve dense urban areas.

Ultra-cold marine energy cables

ICEFLEX™ cables have helped ice-proof the Prirazlomnaya oil platform in the Barents Sea.

Deep-water umbilicals

The amount of armoring is reduced by using elastic compression to enhance tensile strength.

World's longest power link

2,375 km of ultra-light, non-corrosive all-aluminum conductors link five Brazilian states.

Easier wiring

EASYFIL® allows busy electricians to install building wires 50% faster in a single bundle.

Deeper space exploration

The Mars "Curiosity" robot is equipped with Nexans data cables.

SAFETY...

To protect employees, travelers and the general public, and safeguard your capital investment, especially in demanding operating conditions.

Data Center management

Environmental Monitoring & Access Control compiles operational data and saves energy.

Railway infrastructure upgrades

DUOTRACK® rail-mounted signalling-control cables are economical and easy-to-install.

Enhanced ship safety

SHIPLINK® solutions equip all types of ships and offshore platforms.

Nuclear plant systems

Robust fire-safe cables assure power needs and complex control/communications.

Fire-safety cables

ALSECURE® cables for construction allow protection of people and assets in case of fire.

Nexans is committed to...

Although many customers are designing-to-cost to remain competitive, they are also increasingly conscious of the service dimension. Nexans is committed to expanding its offer far beyond cables to include a host of new solutions and services to help our customers improve performance and serve their own customer base better.

SPECIAL SUPPORT...

From a partner who understands your needs and speaks your language for fast delivery, emergencies, product improvements and process planning.

24-hour hotline

We can install a hotline for direct, troubleshooting assistance for mining, handling, etc.

Extranet

Customized online information for each customer: catalogues, certification, order and delivery status.

Simulation and testing

Electrical performance labs, mechanical test centers, thermal analysis and fire-testing.

Telecom network engineering

To help you redesign and optimize infrastructure from Central Office to subscriber.

Resident engineers

On-site experts design, make process improvements, and identify cost reduction levers.

Key Account Managers

One Nexans interface facilitates relations for global customers.

ADVANCED TRAINING...

When you need to have the assurance that systems are properly planned, correctly installed and fully certified worldwide.

High Voltage Training Center

HVTC offers jointers, engineers and installers tailor-made programs

Medium Voltage Training Center

Methodology, theoretical and practical training for installing cables and accessories.

Network cabling program

Training and accreditation worldwide for Data Centers and LAN installations.

Oil and Gas Training

On-site training for terminating medium-voltage power cables, laying and protection.

Mining seminars

Layout, installation, splicing and repair training for mining technicians.



...supporting your service needs

SUPPLY CHAIN & LOGISTICS...

To assure adequate supply of essential cables and components, fast and on-time delivery, easy handling and efficient warehousing.

Advanced logistics

Vendor Managed Inventory, On-Time-In-Full delivery, and dedicated palletizing.

Cutting and kitting

Pre-cut cable lengths and pre-terminated assemblies for quick deployment without error.

KANBAN online services

Tracks availability, orders, cable spools, and delivery dates for inventory optimization.

Smart packaging

Enhanced spools and reels make cables easier to transport, store and handle.

Cross-docking

Orders are consolidated to help retailers integrate the diverse needs of their customers.

The customer at the core of excellence

We are committed to putting customers first so as to understand their needs and expectations and devise solutions that enable them to achieve their goals. Meanwhile, we permanently adjust our operational processes to become more competitive, more flexible and more efficient for the benefit of the customer.

CUSTOMER ORIENTATION

This program aims to institutionalize a customer-centered culture at every level and function within the Group. Progress is pursued through coordinated initiatives in three main areas: processes, people and performance.

A Customer Relationship Management system provides tracking for all sales and support staff, ensuring the swift handling of customer queries on all fronts. Customer Satisfaction surveys are regularly conducted. Uniform performance indicators aid the identification of best practices to drive progress and innovation forward.

NEXANS EXCELLENCE WAY

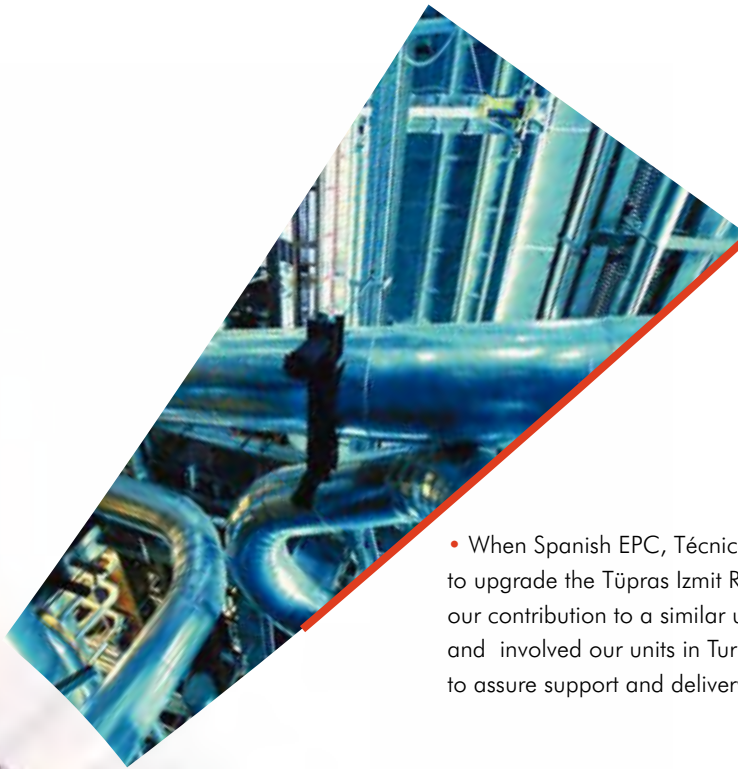
This comprehensive company-wide program promotes safety on the factory floor, and the continuous elimination of waste so as to improve quality and add value to your products or services. It delivers what you need, when you need it, in the right quantities, without defects.

The time factor is an important aspect. Our aim is to reduce the time between order intake and delivery. This means systematically eliminating everything that does not add value to our products, solutions and services. This program involves the skills of every employee, and uses teamwork to enhance our product and service offer.

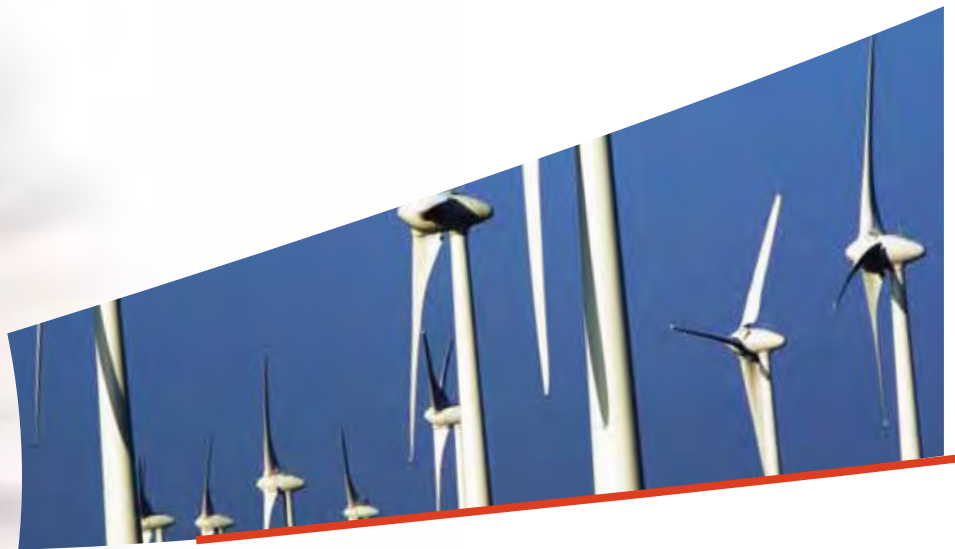


- When Bombardier won a contract to produce 80 trainsets for China, we proactively proposed a complete jumper solution which included designing to specs, simulation and testing, “plug and play” pre-terminations, Just-In-Time delivery and long-term technical support.





- When Spanish EPC, Técnicas Reunidas, was contracted to upgrade the Tüpras Izmit Refinery in Turkey, Nexans explained our contribution to a similar upgrade in Khabrovsk (Russia), and involved our units in Turkey, Greece, Spain and France to assure support and delivery.



- For the EPC Descon, who won a contract for 33 wind turbines for Pakistan's first wind project, Nexans not only supplied critical power cables, but also provided installation advice and accessories, handled legal issues, certification and logistics.



- Nexans has supported the broadband needs of financial institutions in Romania, a public utility in Belgium and an oil company in Nigeria in designing their Data Centers, involving intense communications with local IT people to find an optimized copper-fiber design.

At the core of sustainable development

With the customer in mind, Nexans creates superior eco-friendly products, controls its consumption of energy, water and materials, and facilitates recycling. We work with you to provide solutions that enhance safety for both people and equipment, achieve power savings, and facilitate the use of renewable energy.

GLOBAL COMPACT

By joining the United Nation's Global Compact, Nexans confirms its commitment to sustainable and socially responsible policies. This includes support and implementation of ten fundamental principles in the areas of human rights, labor, the environment and anticorruption.



REACH

Nexans adheres to the European Union's Registration Evaluation Authorization and Restriction of Chemicals (REACH) to protect people and the environment from hazardous substances. We ensure that all suppliers find safe substitutes and keep customers fully informed.

CORPORATE SOCIAL RESPONSIBILITY

Our Code of Ethics and Business Conduct helps all employees ensure that their daily actions are beyond reproach. When it comes to product responsibility, we are committed to developing cable solutions that promote environmental-friendliness and energy savings.

ECO-FRIENDLINESS

We use Life Cycle Assessment (LCA) to select optimal solutions. A design-to-cost approach fine-tunes cable performance and limits resource consumption and the carbon footprint. The PEP Ecopassport®, which we co-founded, provides key environmental information about our products, enabling customers to calculate the environmental impact of their entire cable assembly. Besides, our EcoCalculator allows customers to select cables offering energy efficiency, CO₂ reduction and safety.



RECYCLING

Nexans has its own facilities dedicated to managing cable waste from production plants and end-of-life removal and replacement.



- HYPRON® lead-free cables meet the environmental concerns of the refining and petrochemical industries. They provide the same protection against aggressive chemicals as lead, but are easier to handle, install and recycle, and offer important long-term cost savings.



- As part of our KEYLIOS™ global range for photovoltaics, we introduced ENERGYFLEX® BE-FAST cables which are easily “splittable,” saving time, lowering Balance of System (BOS) costs, reducing spools and repeated operations, while protecting your long-term investment.



- By using a high strength alloy, Nexans DATAGREEN® signal cables achieve mass/volume savings and improve energy efficiency while reducing the impact of this type of cable on the environment.



- Recycable, 35%-owned by Nexans, collects waste from our plants in Europe and Africa, as well as thousands of metric tons of end-of-life cables. The cables are recycled as metal filings to produce quality electrical wires, while polymers are used for useful items, like traffic cones.

Our customers are our future

“Our Customers are our Future” is a guiding principle for Nexans, since commitment to customer satisfaction is the way to improve processes, products and services and achieve excellence.

GLOBAL EXPERTISE

With over a century of experience, Nexans provides complete expertise in cables and cabling systems, from conception and design of both products and solutions to manufacturing and installation and ultimate recycling. As a cable supplier serving our customers in diverse markets, Nexans has developed best-of-class solutions for every continent, and contributed to setting national and international standards

LOCAL PRESENCE

Nexans has installed plants, facilities and offices around the world to support its customers' international activities. Understanding the local supply chain and culture allows us to

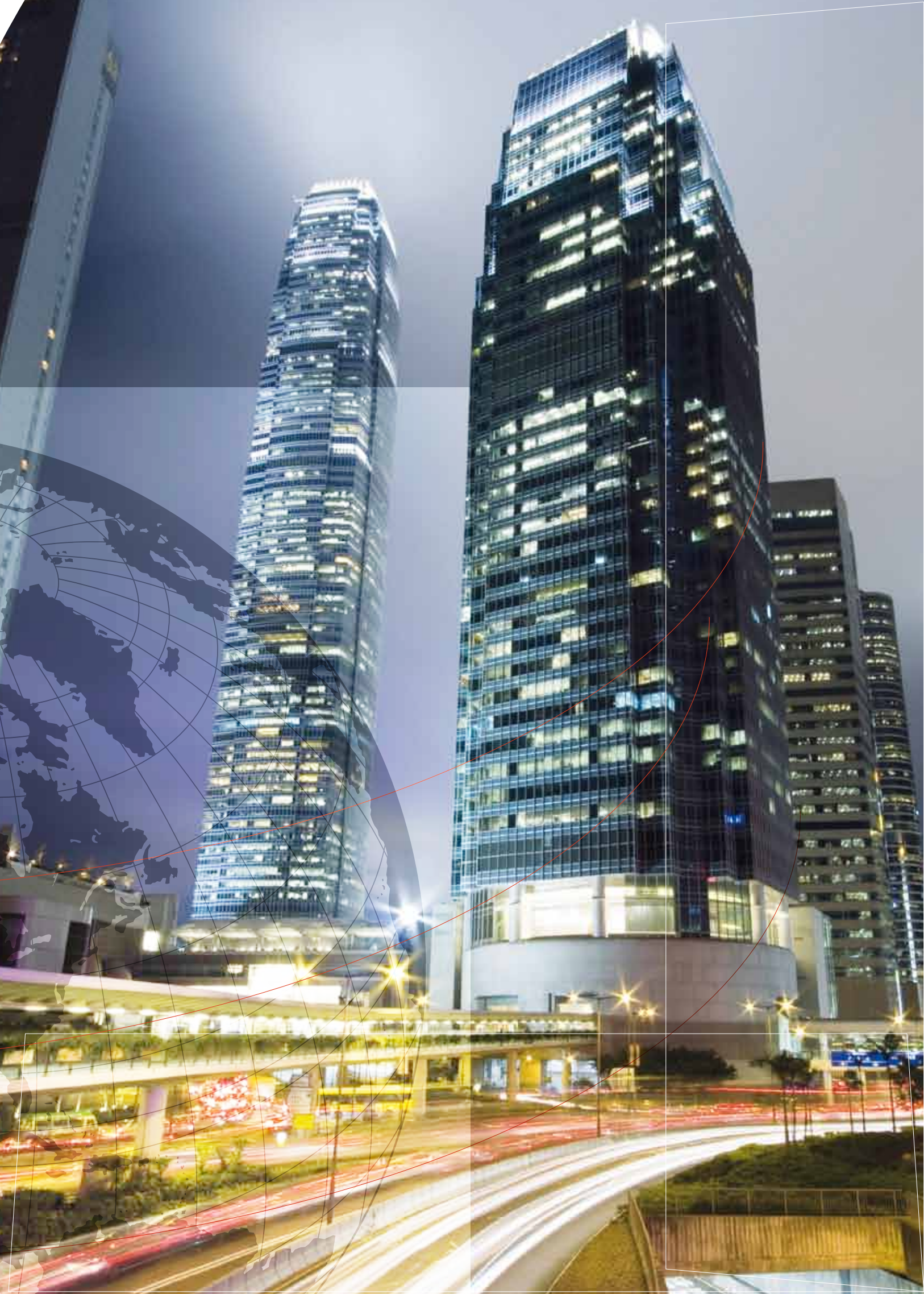
respond quickly and efficiently to support production. We keep close to the customer by working side-by-side with them to meet requirements, solve specific problems, and adapt proven technology to their own special needs.

INNOVATION

Because innovation drives performance, Nexans has built a strong R&D network to meet customer expectations. We have proven our ability to develop new designs and materials to improve efficiency, prolong product life, and ensure reliability and safety. Value creation begins far upstream in pure research and practical problem-solving and extends far downstream with extensive service support.

- Research is carried out in International Research Centers throughout the world.
- Onsite R&D is also done right in our plants often with our customers or by resident engineers on their premises.
- Research activities concentrate on polymers, deep-sea technologies, alloys, super-conductors, connectivity, etc.
- Nexans' 600 scientists, engineers and technicians develop two new products per week.







Global expert in cables and cabling systems

With energy at the basis of its development, Nexans, worldwide expert in the cable industry, offers an extensive range of cables and cabling solutions. The Group is a global player in the energy transmission and distribution, industry and building markets. Nexans addresses a wide series of market segments: from energy and telecom networks to energy resources (wind turbines, photovoltaic, oil and gas or mining, etc.) to transportation (shipbuilding, aerospace, automotive and automation, railways, etc.). Nexans is a responsible industrial company that regards sustainable development as integral to its global and operational strategy. Continuous innovation in products, solutions and services, employee development and commitment, customer orientation and the introduction of safe industrial processes with limited environmental impact are among the key initiatives that place Nexans at the core of a sustainable future. With an industrial presence in 40 countries and commercial activities worldwide, Nexans employs 25,000 people and had sales in 2011 of 7 billion euros. Nexans is listed on NYSE Euronext Paris, compartiment A.

For any further information, please contact:

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