



9M 2024

+4% organic growth driven by Electrification
Set for a robust year

Christopher Guérin, CEO
Jean-Christophe Juillard, Deputy CEO & CFO

October 30, 2024 – Paris

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.

INVESTOR RELATIONS:

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Main highlights

9M GROUP SALES ORGANIC GROWTH



+4.0%

9M 2024 vs 9M 2023
standard sales org. growth

ACCELERATION IN ELECTRIFICATION IN Q3 2024



+7.9%

Q3 2024 vs Q3 2023
Electrification org. growth

FRAME-AGREEMENTS AND BACKLOG VISIBILITY



€6.2Bn

Generation & Transmission
adjusted backlog end of Sep 2024

HIGH VOLTAGE & LOW-CARBON MEDIUM VOLTAGE CABLES INVESTMENTS



€90M

in High Voltage
(Belgium and France)

€15M

in Medium Voltage
(France)

COPPER PRODUCTION AND RECYCLING CAPACITY ADDITION



€90M

investment in Lens rodemill
(France)

GHG REDUCTION TARGETS APPROVED BY THE SBTi⁽¹⁾

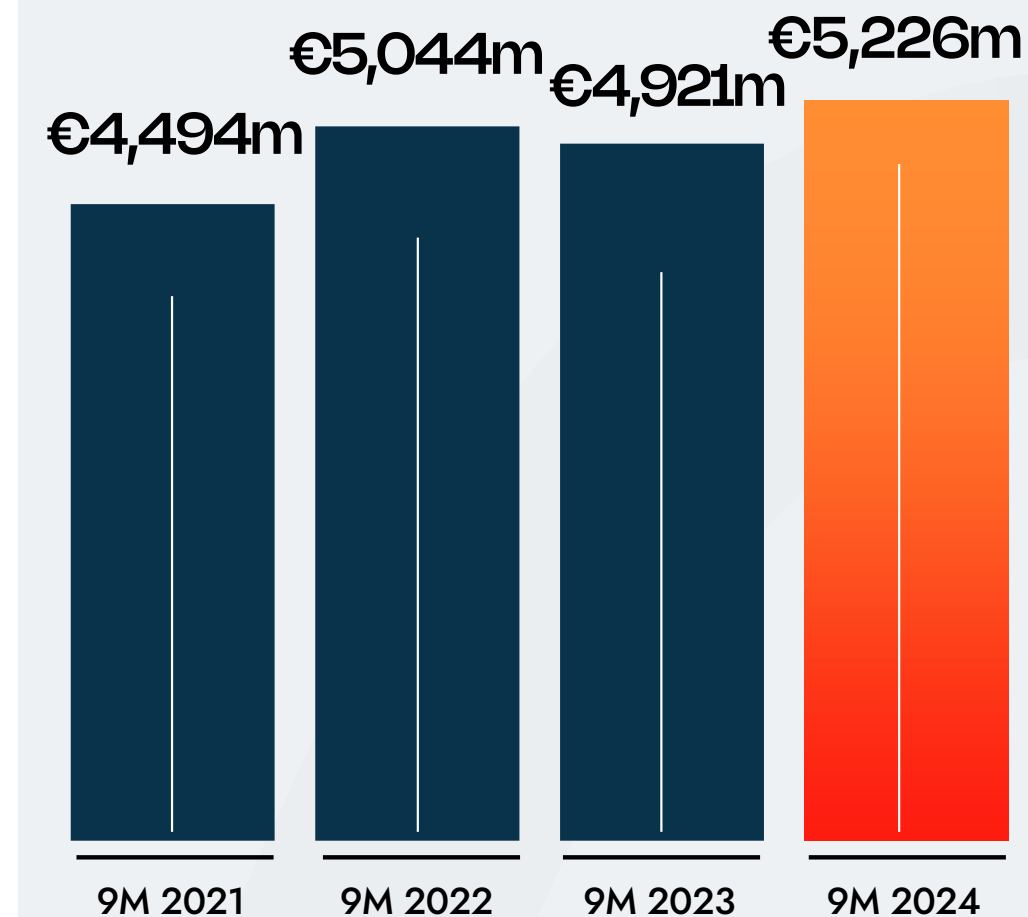


Net-Zero

By 2050 targets

GROUP

Standard Sales (€m)



(1) Science Based Targets initiative.

Scaling new heights in copper recycling capacities

Leading the way in the circular economy



STRATEGIC INVESTMENT AGREEMENT WITH CONTINUUS PROPERZI

STATE-OF-THE-ART REFINING METHOD USING UP TO 100% OF RECYCLED METAL, WHILE OPTIMIZING WATER AND ENERGY CONSUMPTION

+50%

WIRE ROD PRODUCTION CAPACITIES AT THE LENS (FRANCE) PLANT

€90M

INVESTMENT AT THE LENS (FRANCE) PLANT

By 2026

DELIVERY DATE

Growing manufacturing capacities

Keep pace with increasing electricity demand



Construction of a new, 53-meter tower for the insulation of onshore cables for the production of 525kV onshore cables necessary to support the TenneT frame agreement.

Expand production of low-carbon medium-voltage cables to support growth in France and in Western Europe. Installation of two new latest-generation production lines.

CAPEX

€90M

€15M

LOCATION

CALAIS

CHARLEROI EREMBODEGEM

BOURG-EN-BRESSE

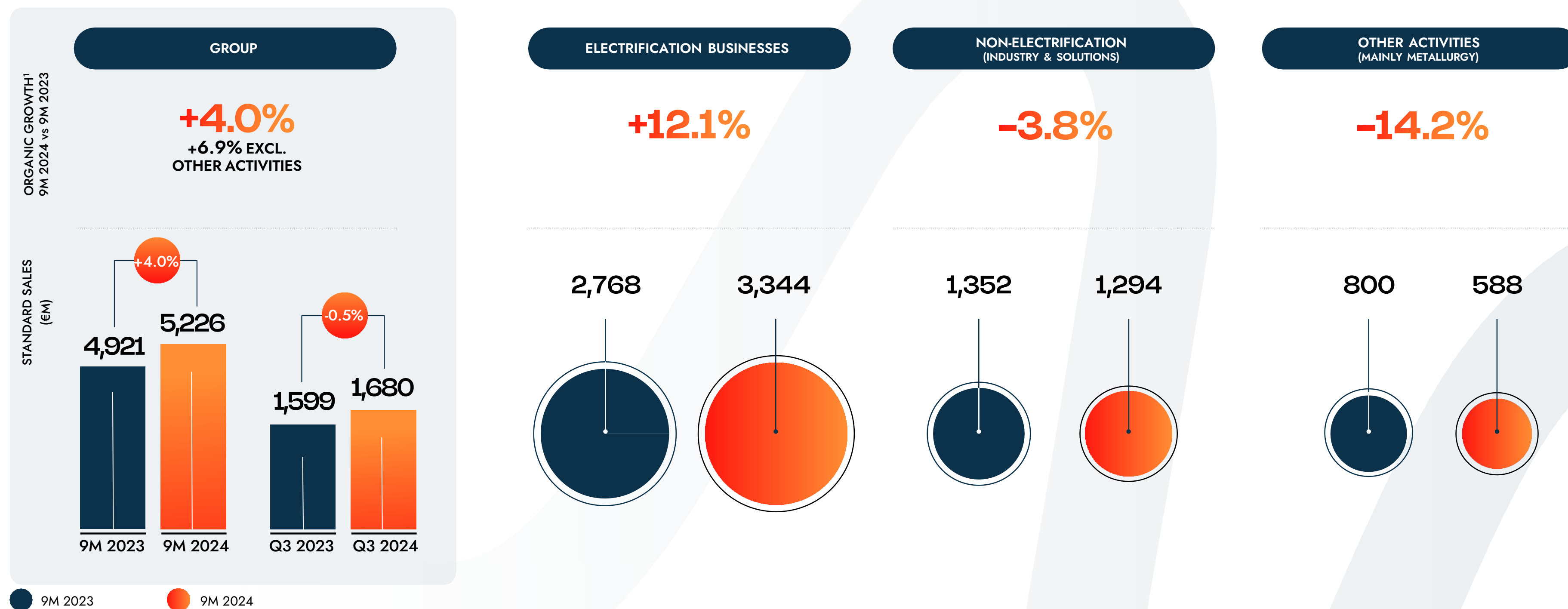
DELIVERY

2026

H1 2025 - H1 2026

+4.0% org. in 9M 2024

Continuous strength in Electrification



(1) Organic growth at constant scope and currency.

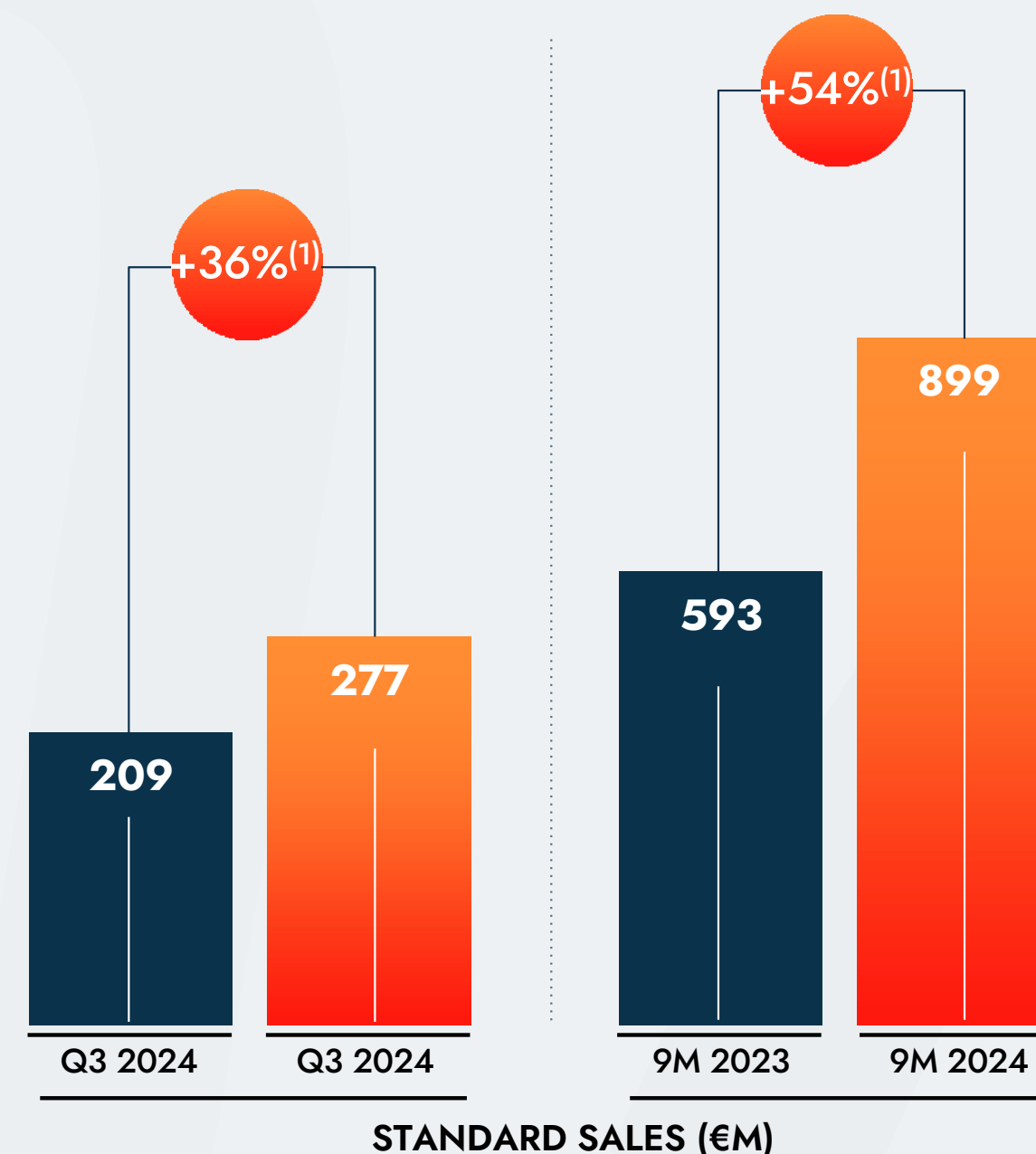
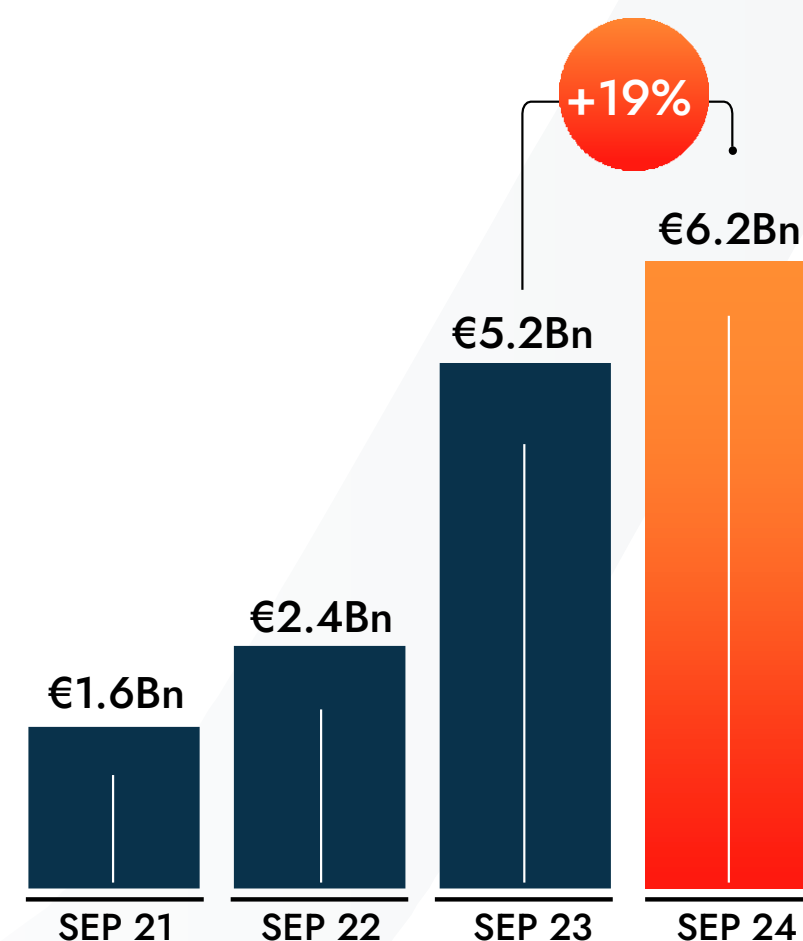
Generation & Transmission

Early strategic investment supporting growth

Robust topline growth in 9M 2024 thanks to the ramp up of the new capacity in Halden (Norway), which doubled XLPE technology capacities. Installation campaigns, Great Sea Interconnector execution and IMR⁽²⁾ works contributed to sales growth in Q3 2024.

Backlog strengthened in Q3 by Orkney Transmission Link final award. Final agreement between Greece and Cyprus for the Great Sea Interconnector contract signed end of September, waiting for the final notice to proceed.

GENERATION & TRANSMISSION ADJUSTED BACKLOG



(1) Organic growth at constant scope and currency.

(2) Inspection, Maintenance and Repair.

Distribution

Selective approach

Revenue growth in 9M 2024 supported by value and sustained positive demand driven by secular trends.

Europe improved year-on-year supported by new frame-agreements and renewable projects, despite the reduced level of activity stemming from the consolidation of our manufacturing facilities in Finland in Q3.

Asia Pacific region rebounded on strong renewable and grid projects in countries like Australia and New Zealand.

Strong underlying market environment in the Americas, however the growth rate was impacted by destocking and the timing of large order booking.

INNOVATION FROM PRODUCTS TO SOLUTIONS

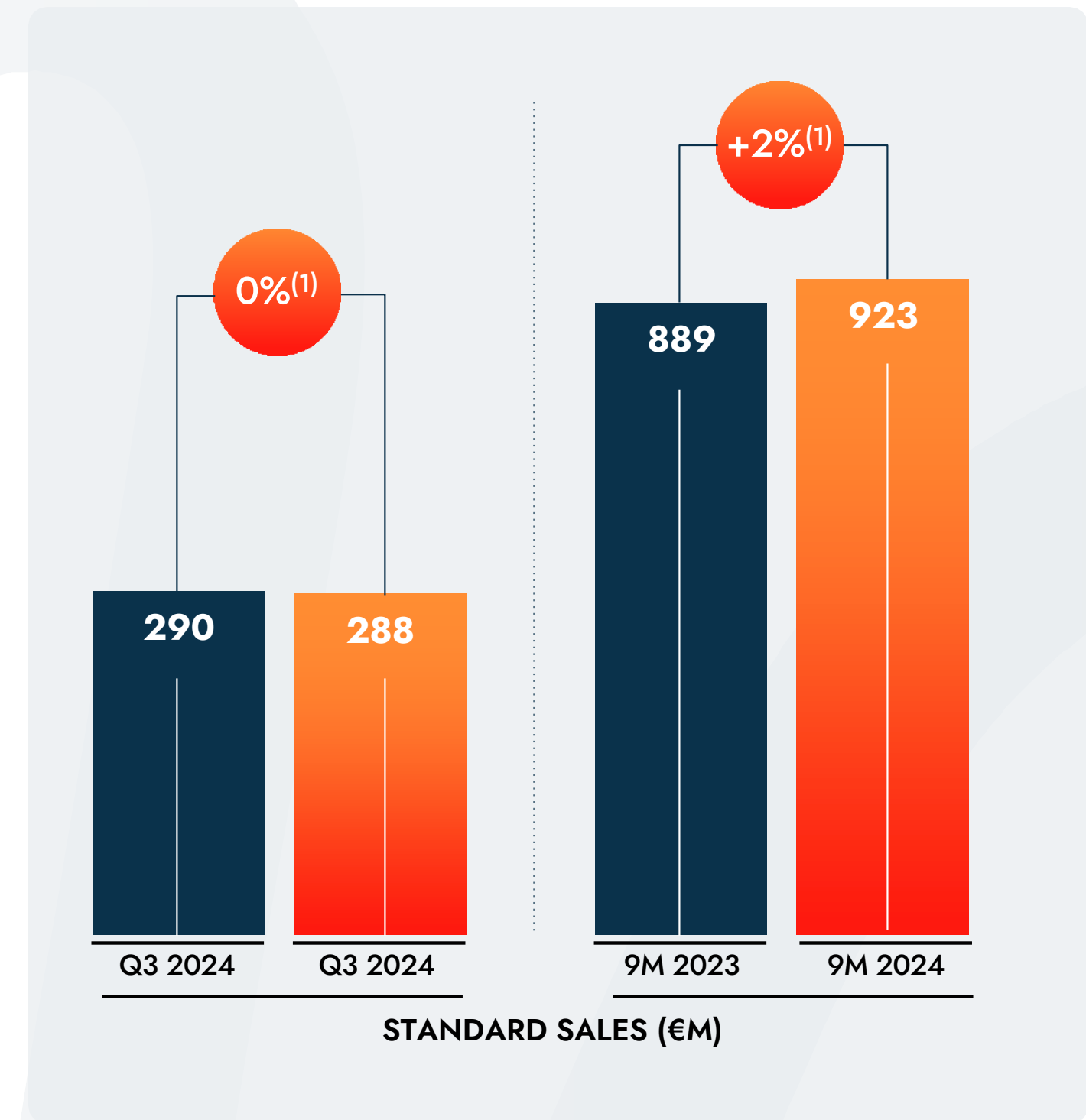


**LAUNCH OF THE
« SOLAR POWER » OFFER**

A new integrated, low-carbon solution to support the development of photovoltaic parcs

~10% Costs savings from CAPEX and OPEX

-35 to -50% CO₂ emissions reduction thanks to low carbon cable



(1) Organic growth at constant scope and currency.

Usage

Sustained performance focus

North America (Canada) back to growth supported by a lower base effect and solid demand in industrials markets in Q3.

Europe suffered from lower volumes from softer macroeconomic conditions in some countries and destocking in Q3.

South America benefited from good demand in Brazil and Chile, while destocking in Columbia.

Africa boosted by a robust recovery in Morocco, offsetting the subdued demand in Turkey.

Absolute numbers reflecting contribution of La Triveneta Cavi starting June 2024.

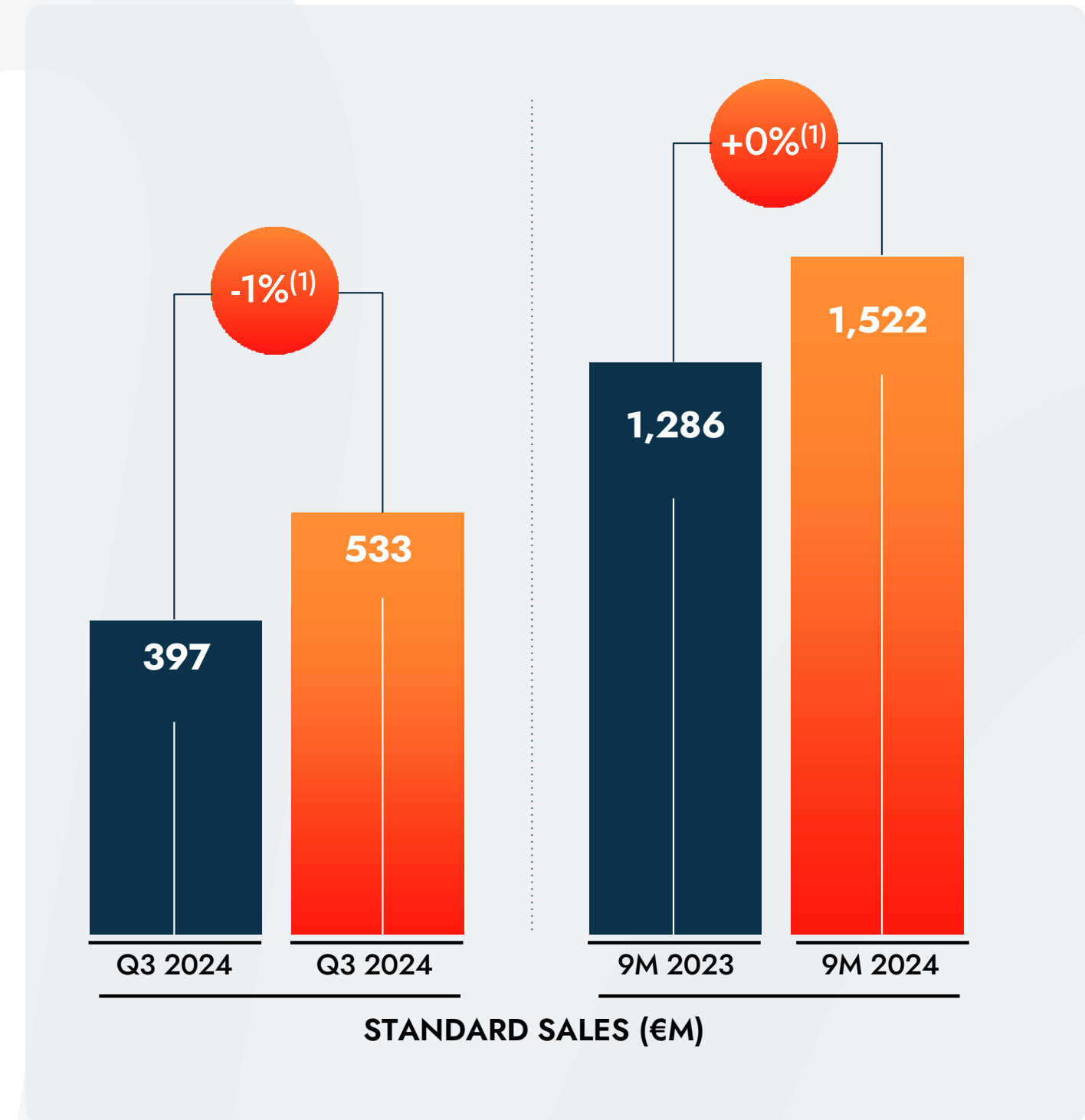
INNOVATION FROM PRODUCTS TO SOLUTIONS



**LAUNCH OF
CABLELOOP SERVICE**

800 T
used cable collected
by 2025

A unique recycling and recovery tailor-made service for cable offcuts serving circular economy



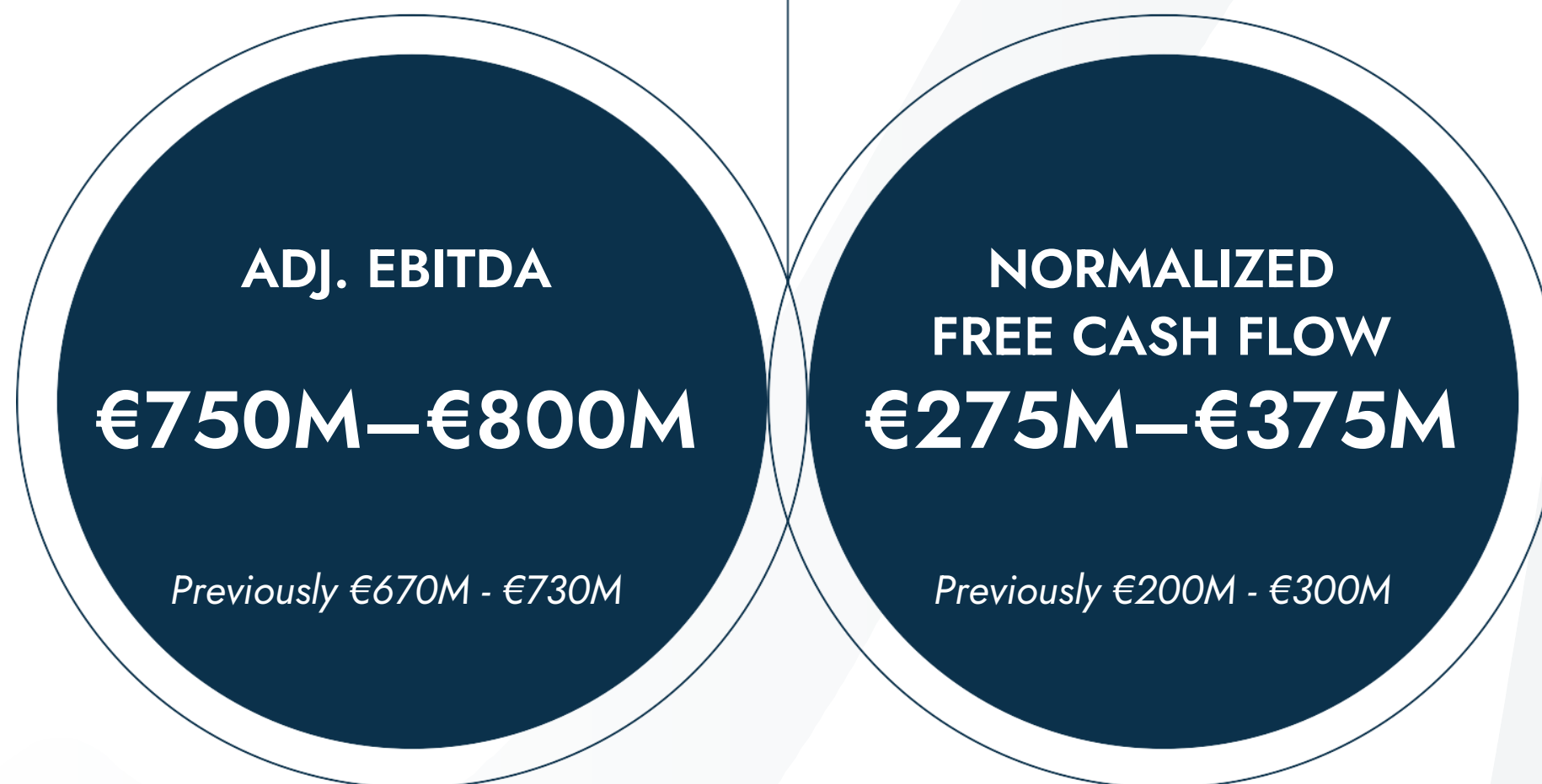
(1) Organic growth at constant scope and currency.

2024 Guidance confirmed

As updated in July

OVERALL GROUP

Including La Triveneta Cavi contribution⁽¹⁾



(1) La Triveneta Cavi expected to add around €40M to 2024 EBITDA.



TAILWINDS

- Continuation of buoyant market demand, supported by global megatrends in electrification
- Transformation and value-added solutions to support structural profitability improvements
- Execution and development of high-voltage investments and projects without major disruptions

HEADWINDS

- Geopolitical and economic environment remains uncertain
- Seasonality, short-term visibility and demand moderation from elevated levels in some residential segments
- Execution of legacy contracts with dilutive margins



CAPITAL MARKETS DAY

November 13, 2024
Starting 8:00 AM GMT
London

REGISTER IN PERSON

WEBCAST



US INVESTORS DAY

November 20, 2024
Starting 9:00 AM EST
New York City

Impact of foreign exchange and consolidation scope

Sales at standard metal prices

	9M 2023	Currency	Organic Growth	Scope	9M 2024	Organic growth %
ELECTRIFICATION	2,768	14	337	226	3,344	+12.1%
→ Generation & Transmission	593	(11)	316	-	899	+54.3%
→ Distribution	889	(2)	14	22	923	+1.6%
→ Usage	1,286	26	7	203	1,522	+0.5%
NON-ELECTRIFICATION	1,352	(6)	(51)	-	1,294	-3.8%
TOTAL EXCL. OTHER ACTIVITIES	4,120	7	286	226	4,639	+6.9%
→ Other activities	800	(9)	(94)	(110)	588	-14.2%
TOTAL GROUP	4,921	(2)	192	116	5,226	+4.0%

Quarterly sales by segment

In €M	Q1 2024			Q2 2024			Q3 2024		
	Current Sales	Standard Sales	YoY Organic growth % ⁽¹⁾	Current Sales	Standard Sales	YoY Organic growth % ⁽¹⁾	Current Sales	Standard Sales	YoY Organic growth % ⁽¹⁾
ELECTRIFICATION	1,190	1,025	+6.7%	1,454	1,221	+21.3%	1,358	1,099	+7.9%
→ Generation & Transmission	264	257	+33.9%	371	365	+95.0%	284	277	+36.2%
→ Distribution	345	303	+3.4%	389	332	+1.6%	344	288	-0.1%
→ Usage	581	465	-2.5%	695	524	+4.7%	730	533	-0.7%
NON-ELECTRIFICATION (Industry & Solutions)	480	447	+0.3%	484	443	-3.3%	443	404	-8.4%
TOTAL EXCL. OTHER ACTIVITIES	1,670	1,472	+4.7%	1,938	1,664	+13.3%	1,801	1,503	+2.5%
→ Other activities	302	220	-8.2%	314	191	-15.7%	273	177	-19.4%
TOTAL GROUP	1,971	1,692	+2.8%	2,252	1,854	+9.4%	2,074	1,680	-0.5%

Standard: Copper standard price at €5,000/t and Aluminum standard price at €1,200/t.

(1) Organic growth on Standard sales at constant scope and currency.

Nexans at a glance

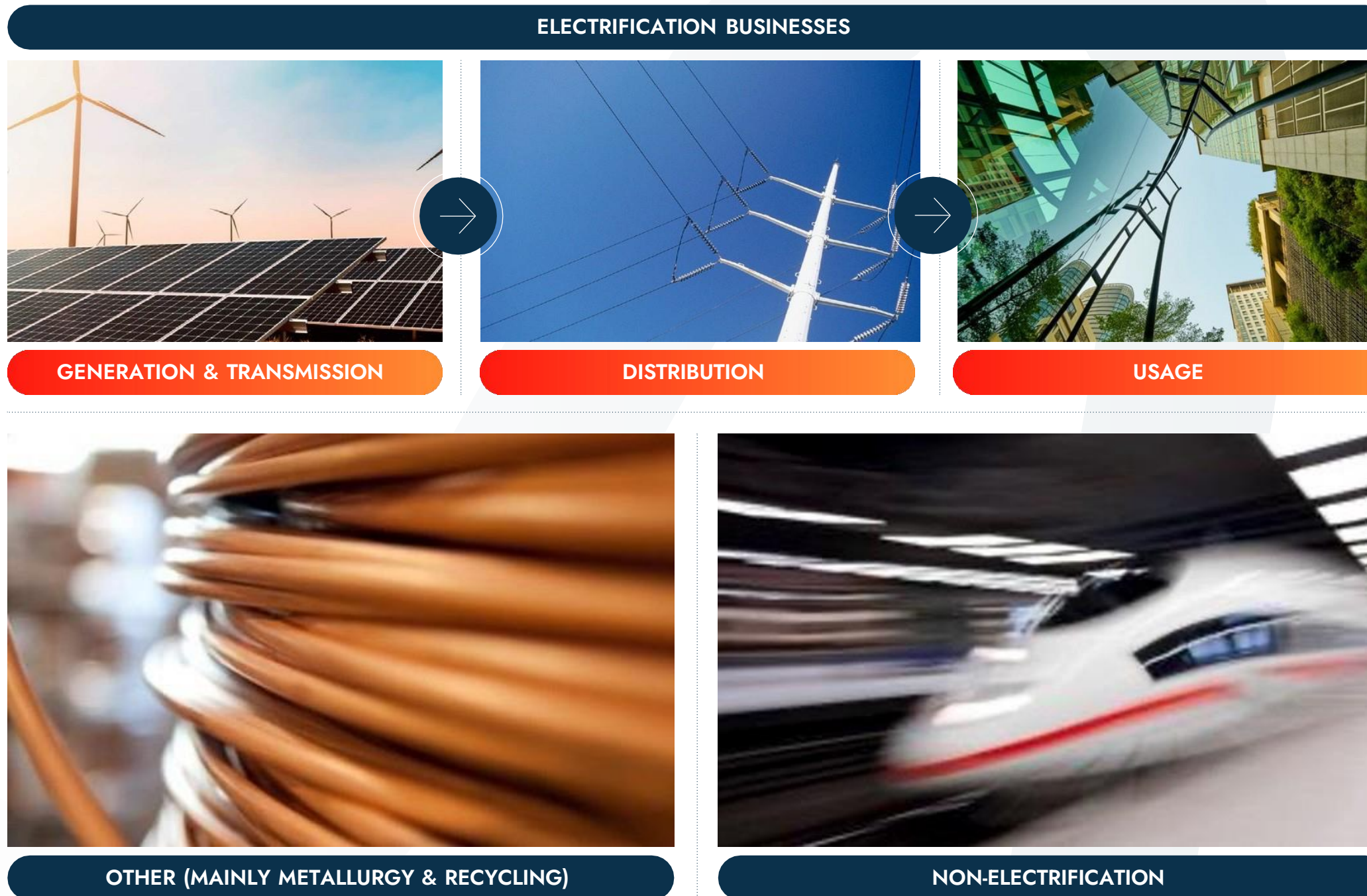
A global player of the energy transition

2023

€6.5BN
STANDARD SALES

28,500
PEOPLE

41
COUNTRIES

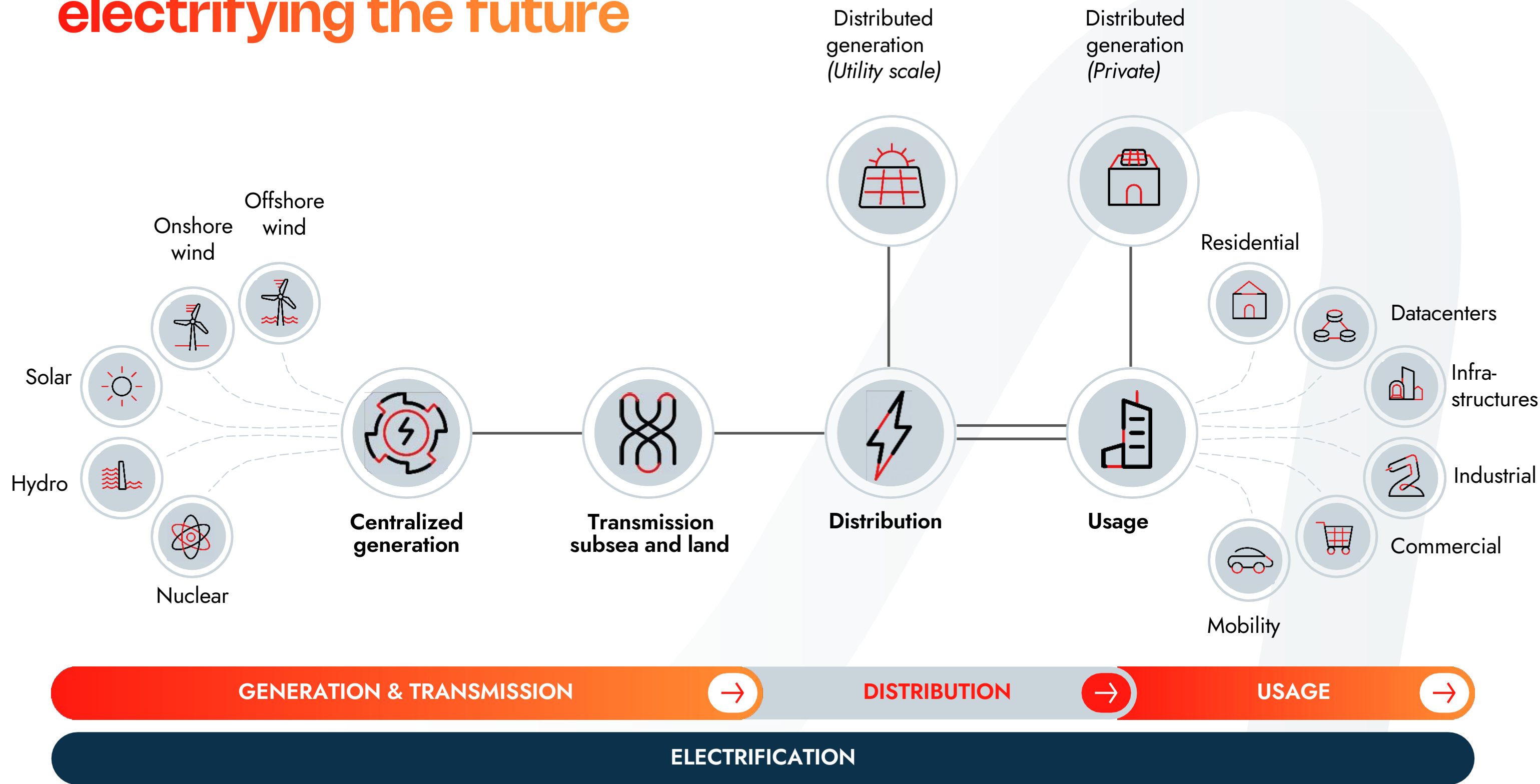


OUR PURPOSE
WE ELECTRIFY THE FUTURE

OUR VALUES
DEDICATED PIONEERS UNITED

OUR PROMISE
SCALE-UP TO STEP-UP

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

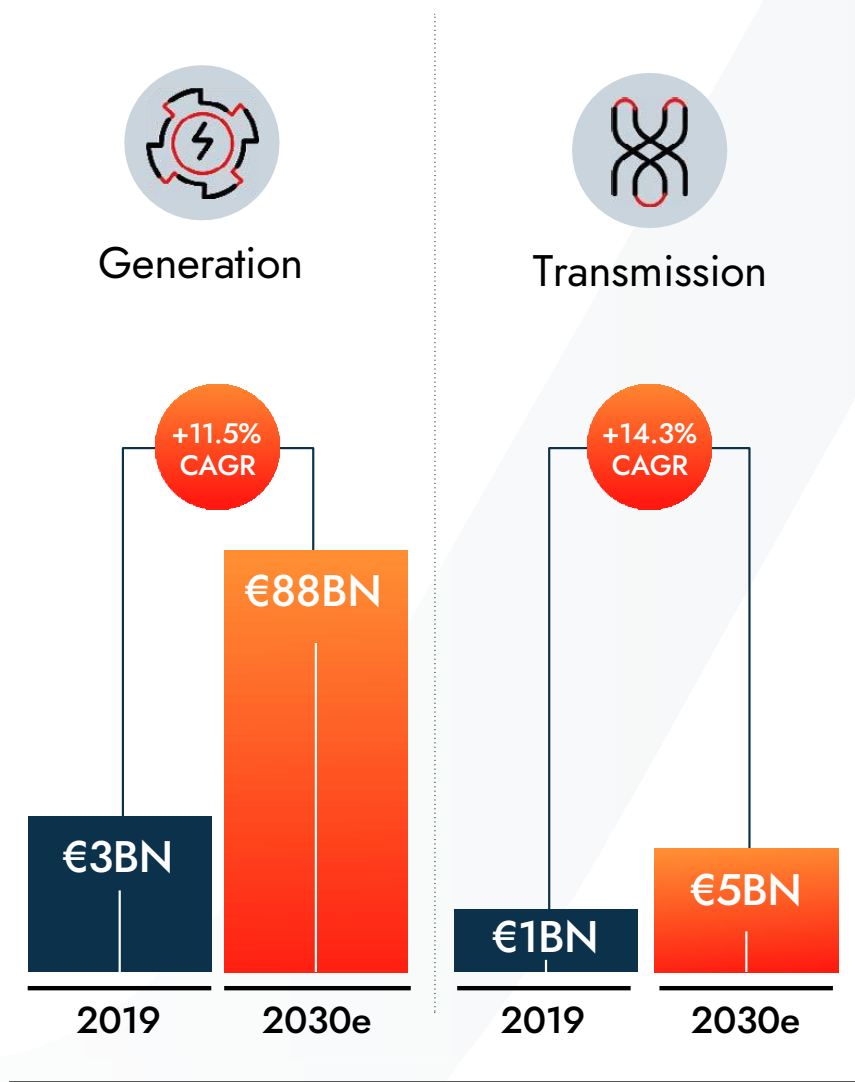
The urgency of Electrification

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

CABLE MARKETS FORECAST

NET-ZERO TRANSITION

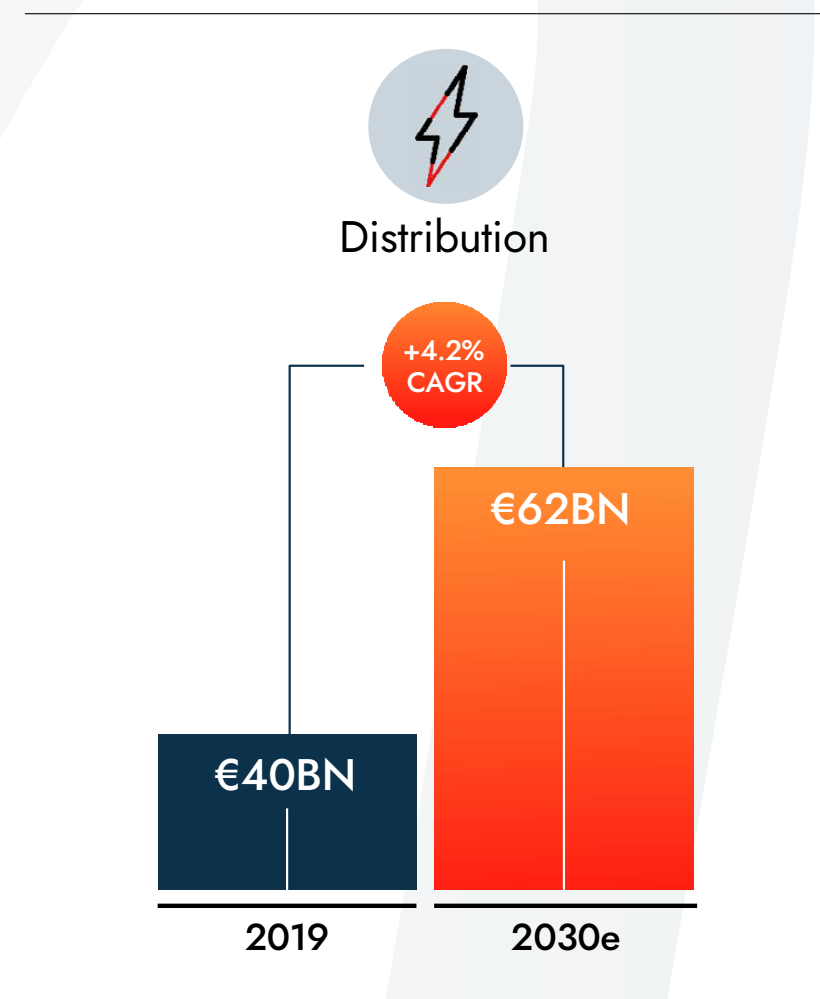
- Shift from fossil fuel to renewables
- Bring energy from generation area to consumption area



HIGH VOLTAGE CABLES AND SERVICES

GRID RENEWAL & STRENGTHENING

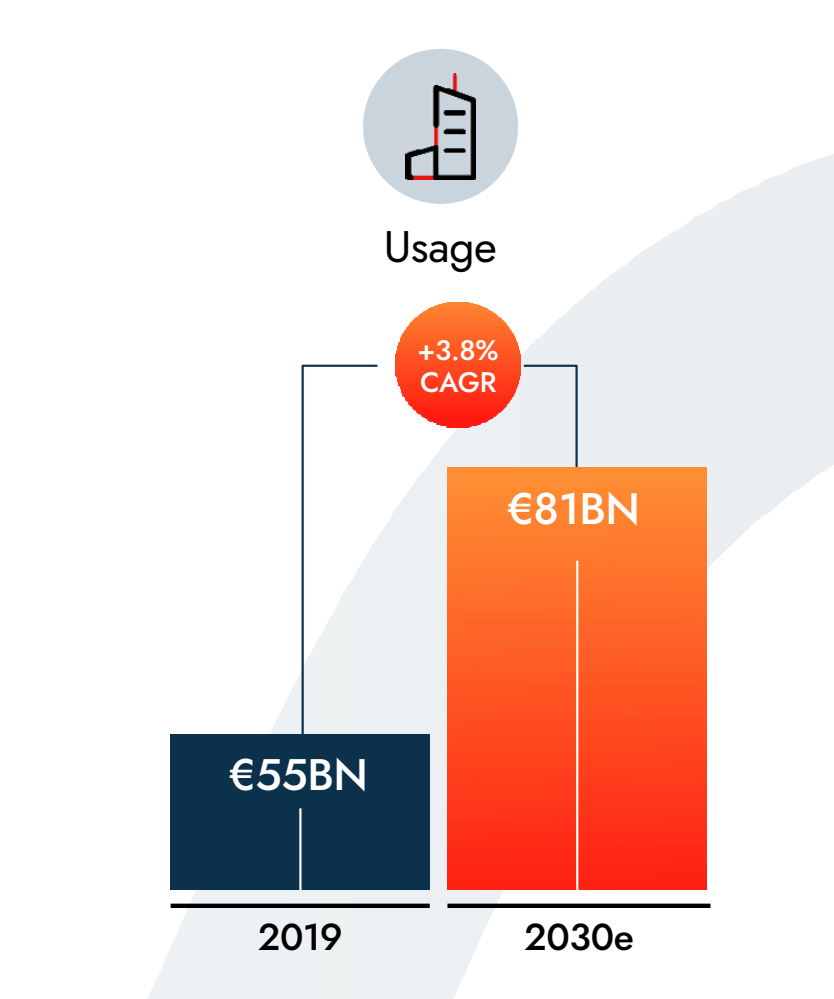
- Replace and monitor ageing grids to avoid blackouts
- Cope with demand through smart grids, digital asset management and superconducting cables



MEDIUM VOLTAGE CABLES, ACCESSORIES AND SERVICES

SMART & SAFE BUILDINGS

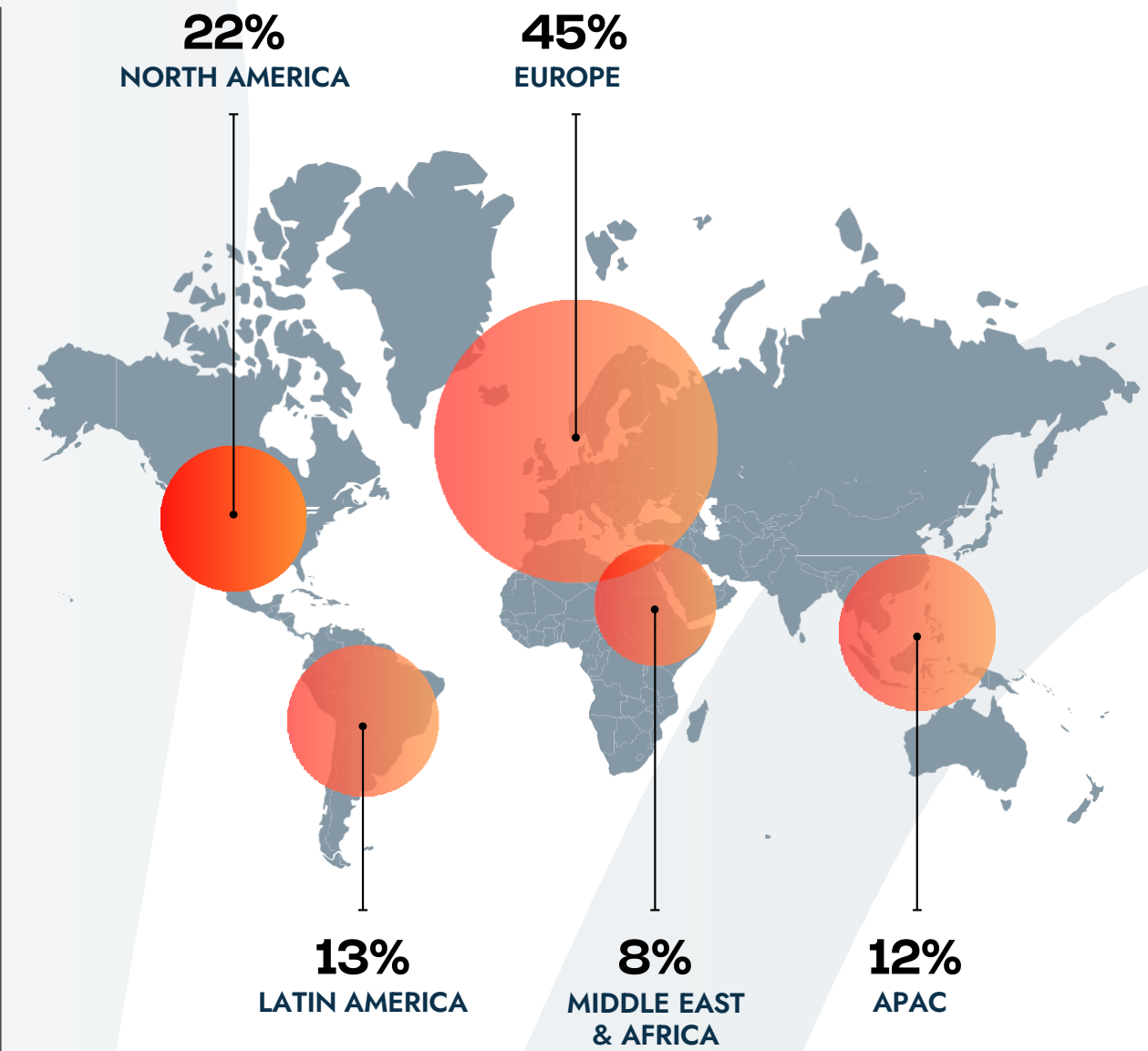
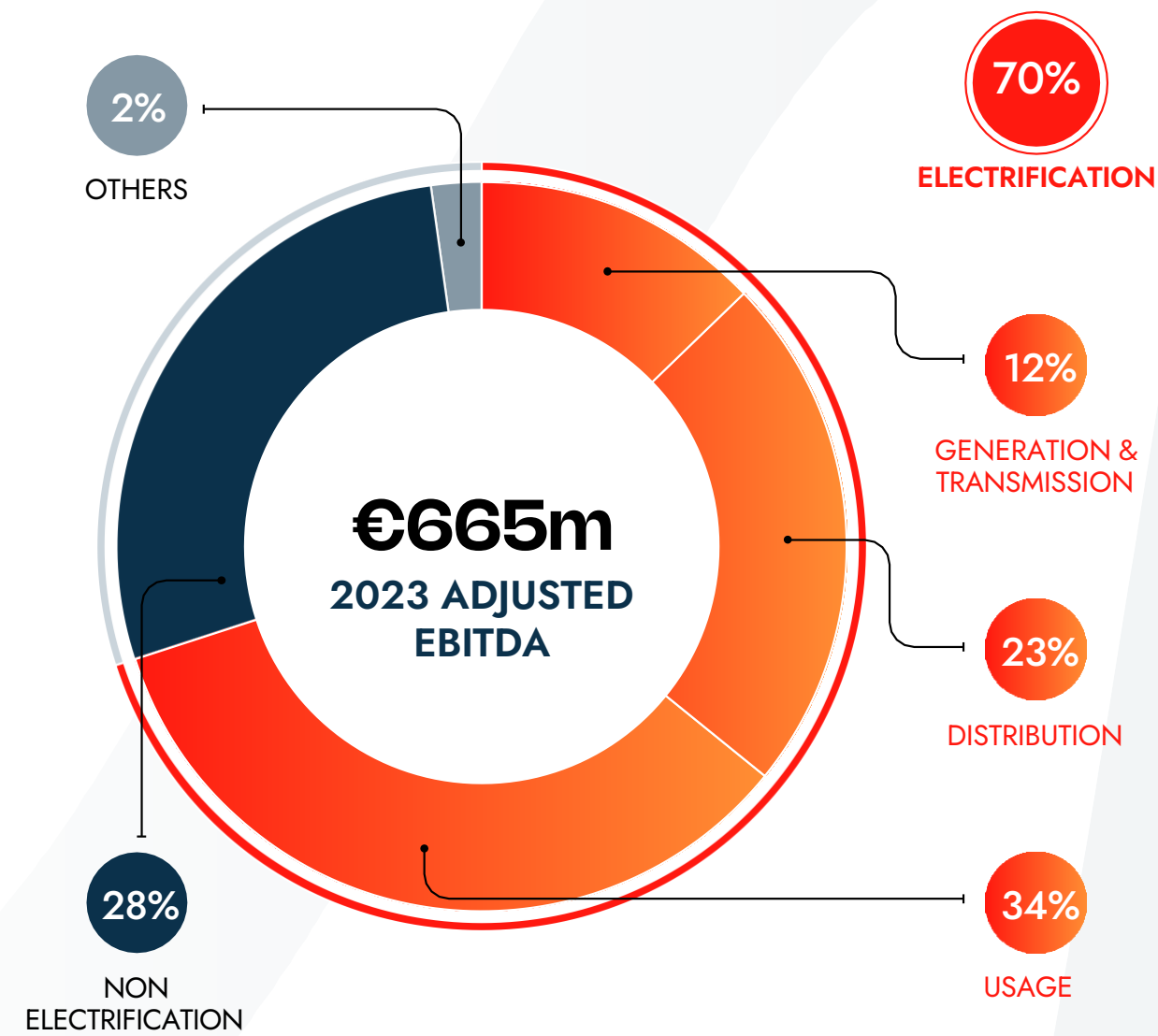
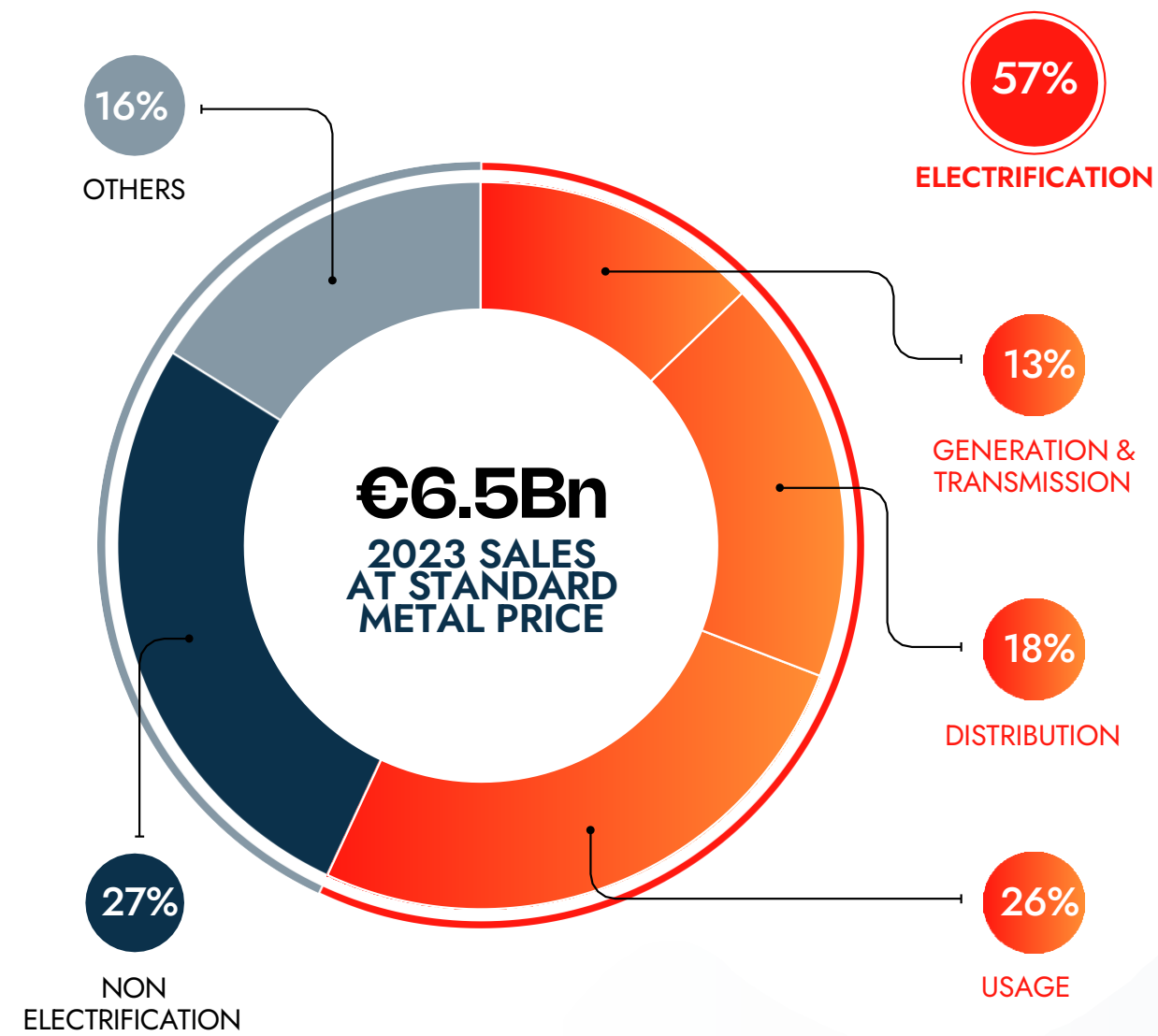
- Supply renovation wave and smart buildings
- Ensure customer safety and contain spread of fire



LOW VOLTAGE CABLES, ACCESSORIES AND SERVICES

Source: Roland Berger 2019 studies

Diversified end-markets and balanced geographic footprint



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

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 sales of goods held for resale, as well as sales of goods and services deriving from the Group's provisions including pensions/other post-employment benefits and other non-cash items. It 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.

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.

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 other 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.