



2020 Third Quarter Financial Information

Turning Adversity into Opportunity

| Christopher Guérin, CEO | Jean-Christophe Juillard, CFO

Paris November 5th, 2020



Safe Harbor

NB: Any discrepancies are due to rounding

This press release 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 the presentation of the 2019 annual results to analysts as well as the 2019 financial statements and Nexans Universal Registration Document, which includes a description of the Group's risk factors - particularly those related to the investigations into anti-competitive behavior launched in 2009.

In addition to the risk factors described in Section 3.1 of the 2019 Universal Registration Document and the risks inherent in executing the New Nexans Transformation Plan, the uncertainties for the second half of 2020 mainly include:

- o The impact of protectionist trade policies globally (such as those implemented by the current US government), as well as growing pressure to increase local content requirements;*
- o Geopolitical instability, particularly in certain countries, cities or regions such as Qatar, Libya, Lebanon, Iraq, the Persian/Arabian Gulf, Hong Kong, Ivory Coast and Nigeria;*
- o The impact that the coronavirus pandemic and the adoption by State authorities, in many countries around the world, of national restrictive measures in particular in the context of a second wave of the pandemic such as in Europe (including prolonged measures to control the pandemic such as travel bans, curfews and country lockdowns) could have on our Group's business growth, operating profit and financial position;*
- o The increase in credit risk in certain countries (like Brazil, Peru, Colombia, Morocco and Turkey) in the context of the coronavirus pandemic;*
- o The uncertain economic environment in the United States and Europe, with the risk of growth being slowed by potential major changes in US trade policy on the one hand and the possible consequences of Brexit on the other;*
- o Political, social and economic uncertainty in South America, such as in Brazil, Chile, Venezuela and Bolivia, which is i) affecting the building market as well as major infrastructure projects in the region (such as the Maracaibo project in Venezuela), ii) creating exchange rate volatility and iii) increasing the risks of customer default;*
- o A marked drop in non-ferrous metal prices resulting in the impairment of Core exposure, not having an impact on cash or operating margin, but impacting net income;*
- o The impact of growing inflationary pressure, particularly on raw material prices (resins, steel) and labor costs, which could affect competitiveness depending on the extent to which they can be passed on to customers in selling prices;*
- o The sustainability of growth rates of the fiber and copper structured cabling (LAN) market and the Group's capacity to seize opportunities relating to the move to higher performing categories in this market;*
- o The speed of deployment of "ftth" ("fiber to the home") solutions in Europe and North West Africa and the Group's capacity to seize opportunities relating to the development of this market;*
- o The impact of the coronavirus pandemic on the aeronautic industry which has led our customers to revisit their order books for the coming months and years;*
- o The fact that automotive sales may continue to be adversely affected in the context of the coronavirus pandemic on a global basis and that the progress of electrical propulsion solutions will penetrate markets slower than predicted;*
- o Fluctuating oil and gas prices, and the downturn in the Oil & Gas sector which have lead Oil & Gas sector customers to revise their exploration and production capex programs. The considerable uncertainty about the implementation of these customers' capex programs may also affect the Group's ability to plan for future means of producing cables and umbilicals for these customers, and for imposing changes to the agreed delivery schedules for contracted projects in the context of the coronavirus pandemic.*
- o The risk of the award or entry into force of subsea and land cable contracts being delayed or advanced, which could interfere with schedules in a given year;*
- o Inherent risks related to (i) carrying out major turnkey projects for high-voltage cables, which will be exacerbated in the coming years as this business becomes increasingly concentrated and centered on a small number of large-scale projects (NSL, Hornsea 2, Mindanao-Visayas, Seagreen, Marjan, Crete-Attica and DoWin6, the latter of which will be our first contract to supply and install HVDC extruded insulation cables), (ii) the high capacity utilization rates of the plants involved, (iii) the projects' geographic location and the political, social and economic environments in the countries concerned (Philippines);*
- o The inherent risks associated with major capital projects, particularly the risk of completion delays and the risks of delays to win projects to fill the new capacities. These risks notably concern the construction of a new subsea cable laying ship, the transformation of the Charleston plant in North America to produce subsea high voltage cables, two projects that will be instrumental in ensuring that we fulfill our 2020 and 2021 objectives;*
- o The challenges created by the coronavirus pandemic (with subsequent measures taken by national States such as country lockdowns or travel bans) for the performance of projects in countries like the United States (e.g. to meet the defined manufacturing schedule in Charleston) as well as for turnkey projects such as Seagreen (Scotland) and Visayas-Mindanao (Philippines) and onshore projects in Europe;*
- o Inherent risks related to the reorganization project announced in January 2019 for the land high voltage activity that could lead to project delays or generate additional costs which could call into question a rapid return to break even.*
- o Material impact from the pandemic "second wave" on Nexans' operations globally.*

Without having major operational impacts, the two following uncertainties may have an impact on the financial statements:

- o Sudden changes in metal prices that may affect customers' buying habits in the short term;*
- o The impact of foreign exchange fluctuations on the translation of the financial statements of the Group's subsidiaries located outside the euro zone.*

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Main Highlights

Transformation Plan Key Enabler of Nexans' Underlying Profitability and Sound Cash Generation

Q3 2020 Financial Information

- Standard sales of 1,407 million euros in the third-quarter 2020, representing organic growth of +5.6% against second-quarter 2020 and -9.8% year-on-year
- Solid rebound in Cable businesses and sound project execution in High Voltage
- Transformation plan further reinforced, strong focus on Free Cash Flow generation
- Backlog at +17% year-on-year
- Updated 2020 Guidance: EBITDA narrowed, ROCE improved and FCF enhanced

Nexans New Leading Edge Vessel Aurora to be Delivered end of May 2021



Last Events

- | October 31st, 2020 Nexans completed **sale of German Metallurgy** Business to Mutares
- | September 30th, 2020, Nexans completed **sale of Berk-Tek** to Leviton
- | Nexans committed to **carbon neutrality** by 2030
- | September 22, 2020 Nexans organized its first **Climate Day** in Paris.
- | September 3, 2020 Nexans reached **top-ranking** in the Institutional Investor's 2020 All-Europe Executive Team annual survey

Nexans Management in Full Motion



3Q 2020 Sales

Demonstrating Operational Resilience in Unprecedented Sanitary Crisis

- Resilient operations:** organic growth at -9.8% year-on-year.
- Recovery in Q3 2020 versus Q2 2020:** Group organic growth at +5.6% supported by solid turnaround in the Cables business +9.1%
- Project execution on track** in High Voltage & Projects witnessed by organic growth at +5.0% over the first nine months.

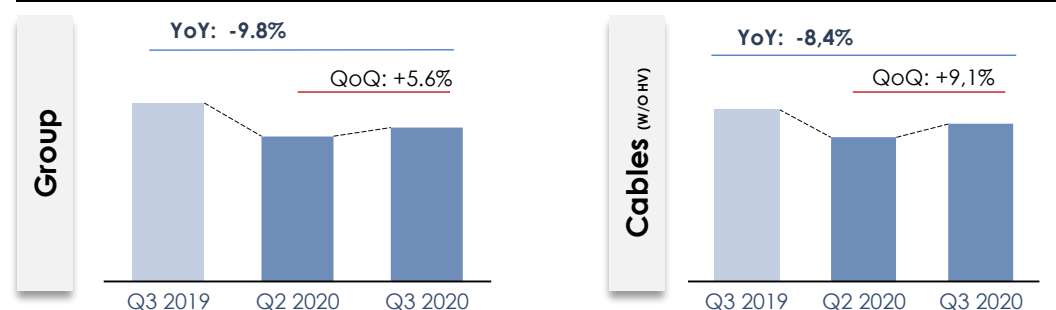
Third Quarter Sales at Standard Metal Prices*

In M€ Copper standard price of 5,000€/ton	Q3 2019	Q3 2020	Organic growth Q3 2020 vs. Q3 2019
Building & Territories	689	600	-7.8%
Industry & Solutions	351	300	-13.6%
Telecom & Data	122	101	-14.7%
High Voltage & Projects	211	158	-19.5%
Other Activities	259	248	+0.1%
Sales at standard metal prices*	1,632	1,407	-9.8%

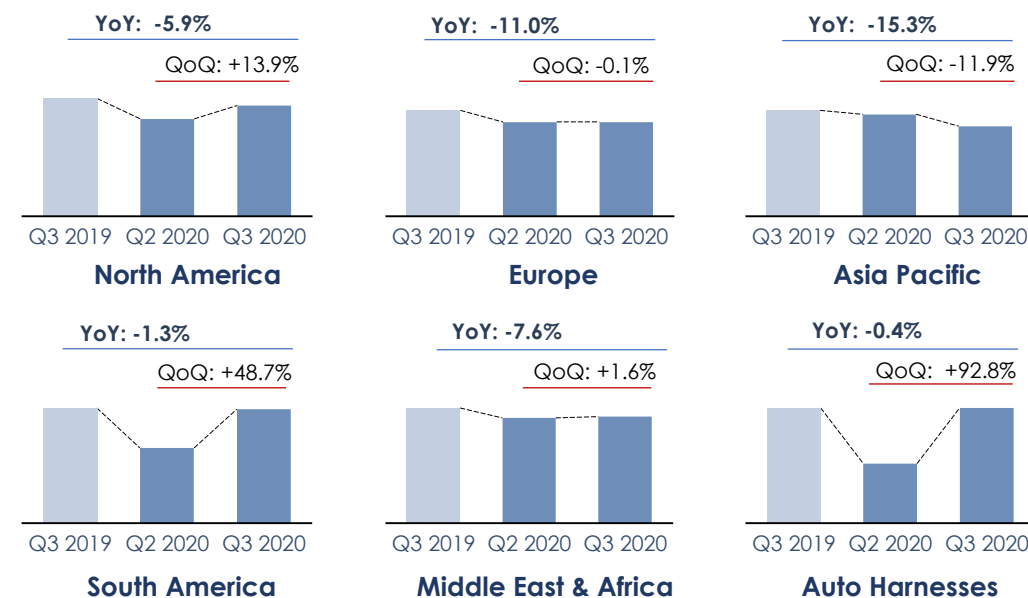
* Starting January 1st 2020, change in copper standard price from 1,500 €/ton to 5,000€/ton. 2019 data restated accordingly.

** Excluding High Voltage & Projects

Q3 2020 vs. Q2 2020 Sales & Organic Growth



2020 Quarterly Organic Growth by Continent**



Building & Territories

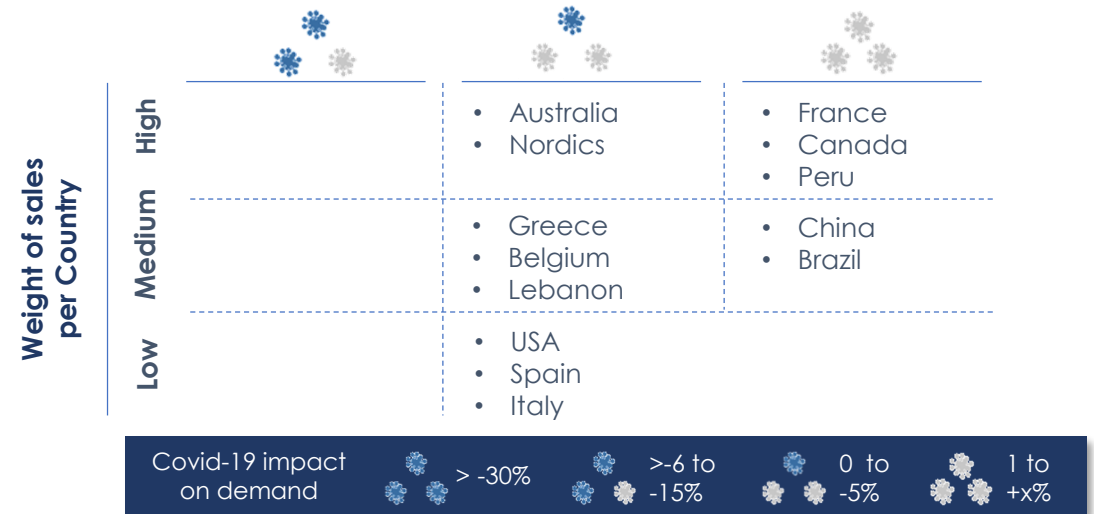
Organic Decline of -7.8% QoQ and Backlog Growth +4% YoY

Overall resilient sales in challenging environment

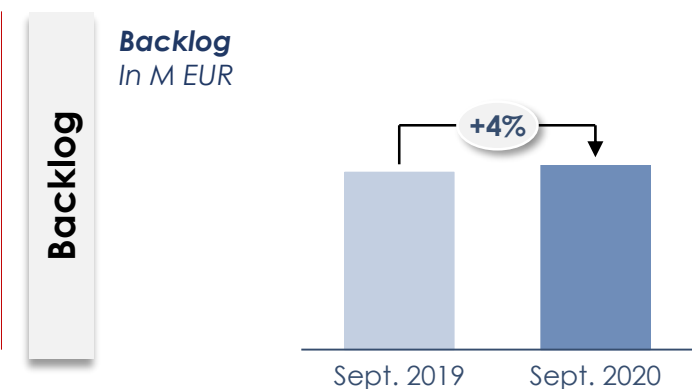
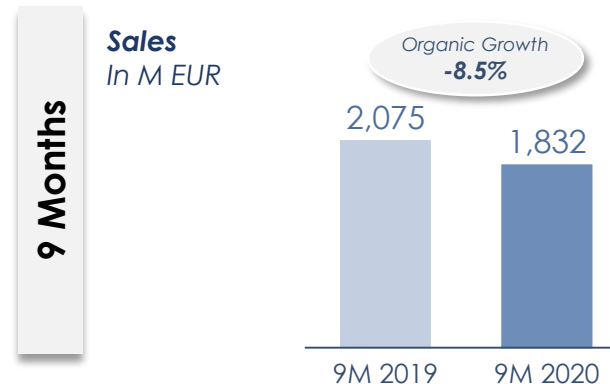
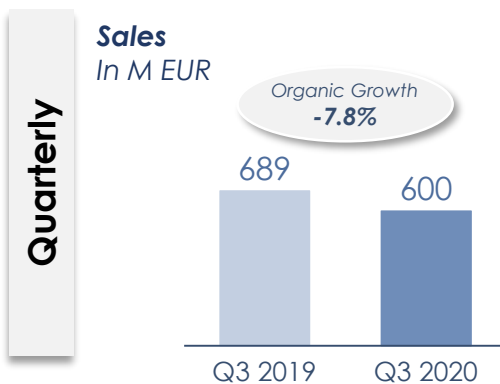
Territories (Utilities): resilient activity supported by necessity to renew the obsolescent grids (notably in Europe) and by Government subsidies.

Building: slowdown in demand until the end of May and then a **sound recovery throughout Q3** as lockdown measures were gradually lifted across most geographies enabling construction projects to restart.

Covid-19 Impact on Demand in Q3 2020



Sales* Evolution & Backlog



* Starting January 1st 2020, change in copper standard price from 1,500 €/ton to 5,000€/ton. 2019 data restated accordingly.

Industry & Solutions

Strong Rebound in Automotive Harnesses

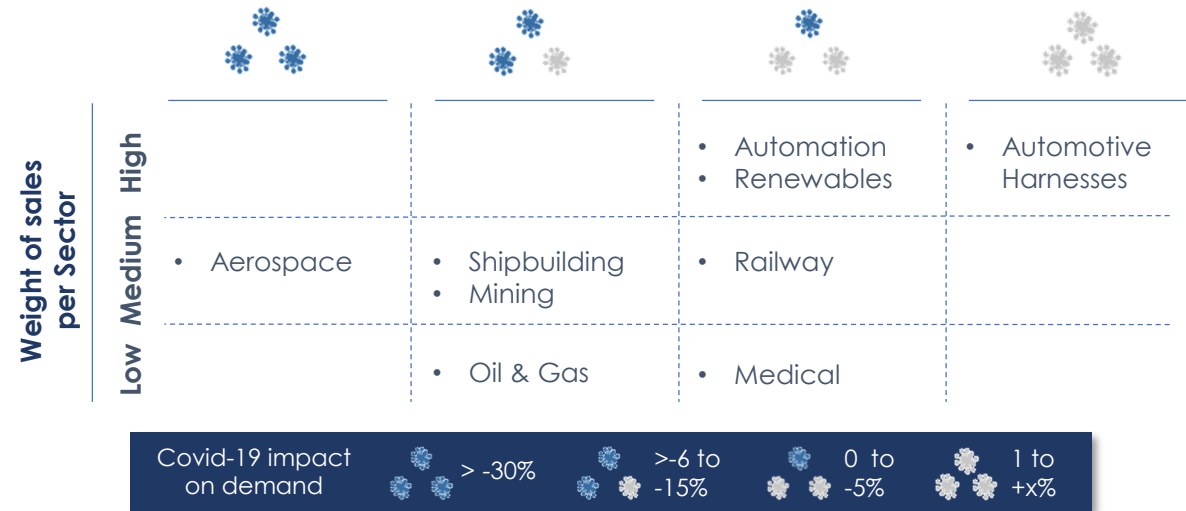
A mixed Performance for Q3

Automotive Harnesses: **strong recovery in Q3 2020** vs. Q2 2020, reaching levels in September 2020 above those of September 2019.

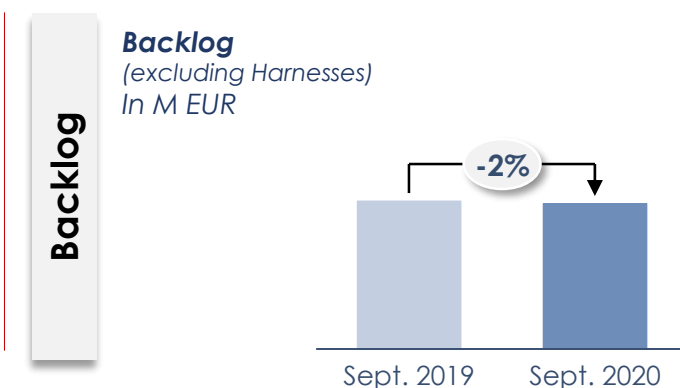
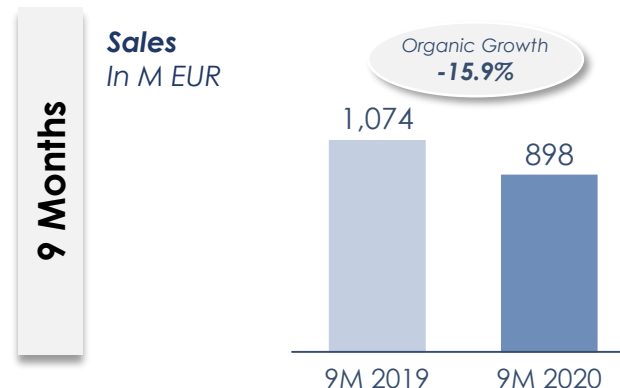
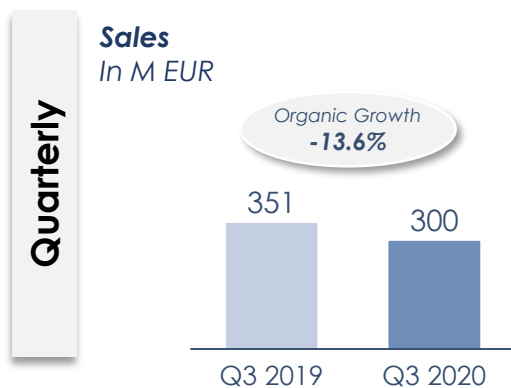
Wind Turbines: **pursued the good momentum** of the first-half 2020, sales up +7.4% in Q3 2020 vs. Q3 2019.

Transport**: since the Covid-19 outbreak and consequent restrictive measures, organic growth was subdued.

Covid-19 Impact on Demand in Q3 2020



Sales* Evolution & Backlog



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** Transport: Aerospace & Defense, Shipbuilding and Railway Infrastructure & Rolling Stock

Telecom & Data

Environment remains challenging in Telecom Infrastructure; Solid Backlog in Subsea Telecom

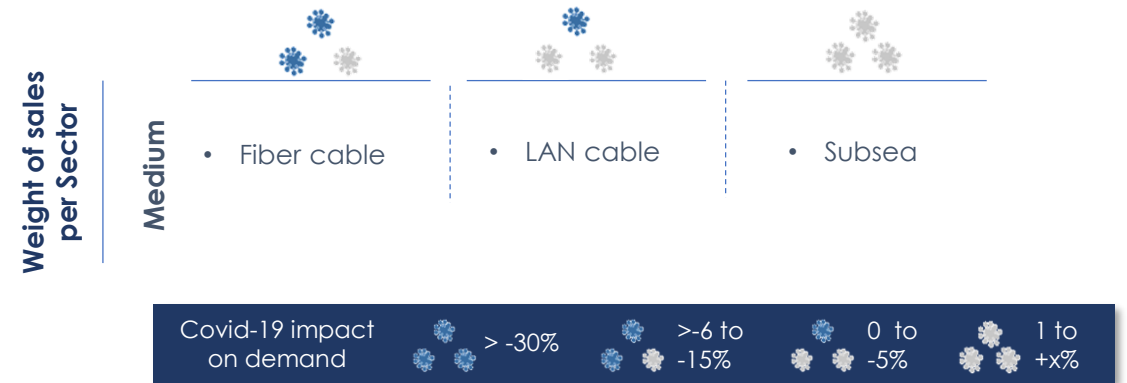
Telecom & Data activity Challenged by Covid-19

In **LAN Cables and Systems**, sales improved during the quarter (+8.1% QoQ) supported by dynamic markets in Europe, the Middle East and China, while North America recovered slowly.

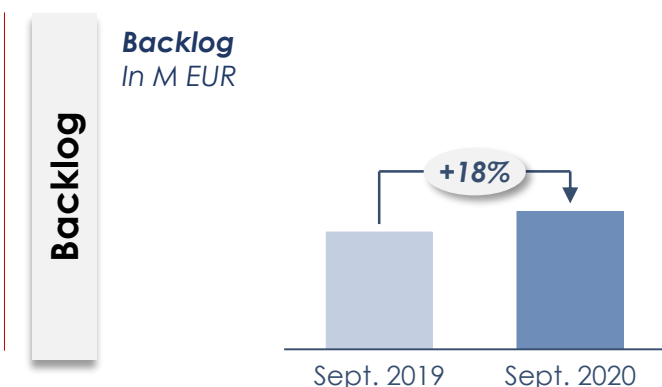
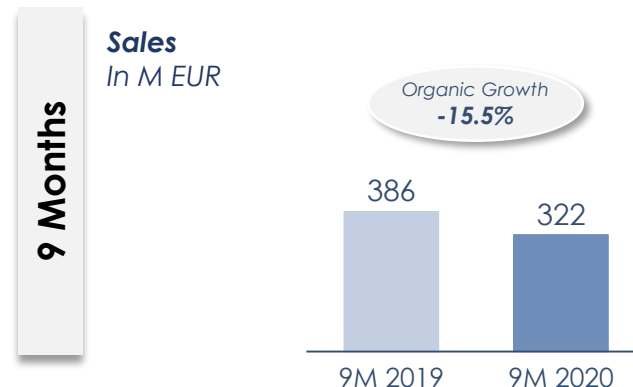
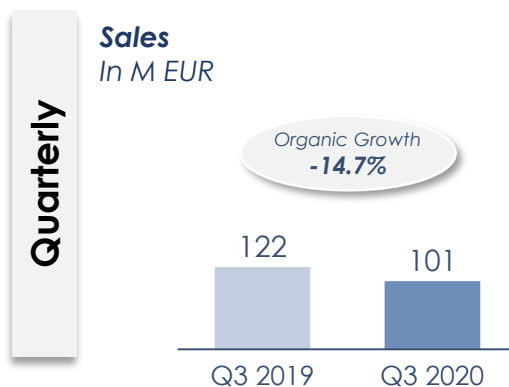
Thanks to a solid backlog with medium-term visibility, **Special Telecom** (subsea) positive momentum continued in Q3 2020 and sales increased by +55.3% against Q3 2019.

Despite underlying demand for Fiber to the Home (FTTH) from end-users in Europe, **Telecom Infrastructure** continued to suffer from weak optical fiber equipment orders.

Covid-19 Impact on Demand in Q3 2020



Sales* Evolution & Backlog



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High-Voltage & Projects

9-Months 2020 at +5% Organic Growth vs. Last Year

Q3 2020 Project Execution on Track with Backlog Phasing

Subsea high-voltage

- Project execution in line with 1.5 b€ adjusted** backlog phasing
- Sound Q3 cable manufacturing before high installation in 2021
- Sales up +1.1% in first nine months 2020 versus same period 2019
- Fully loaded backlog with long-term visibility
- Negative foreign exchange impact on 2020 sales

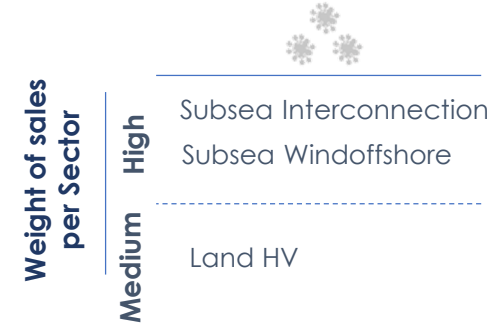
Land high-voltage

- Sales up +20.2% year-on-year following 2019 restructuring

Tendering

- Intense tendering activity for Interconnections & Wind Offshore (> €5Bn). For each project, **Nexans systematically applies its risk & reward analysis**, combining three fundamental dimensions: i) financial modelling, ii) technological risk and iii) the terms & conditions. Thus, guaranteeing a healthy and balanced backlog.

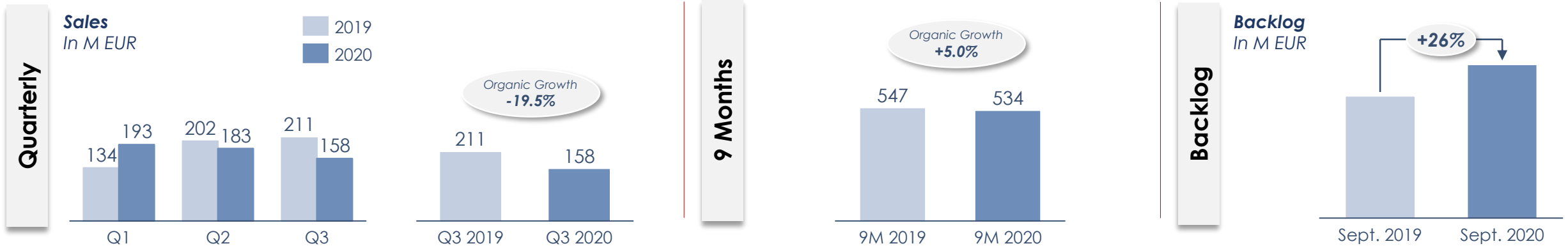
Covid-19 Impact on Demand in Q3 2020



The teams managed to overcome execution challenges imposed by Covid-19, efficiently and timely delivering projects both in terms of cable manufacturing and cable installation.



Sales* Evolution & Backlog



* Starting January 1st 2020, change in copper standard price from 1,500 €/ton to 5,000€/ton. 2019 data restated accordingly.

** Adjusted subsea backlog at end of September 2020 including contracts secured not yet enforced

Updated 2020 Guidance

EBITDA Range **Narrowed**, ROCE **Improved** & FCF **Enhanced**

EBITDA

Between
320 and 360 M€

Previously: 310 – 370 M€

ROCE ⁽¹⁾

Between
8% to 10%

Previously: 7% – 10%

FREE CASH FLOW

Between
+50 and +100 M€⁽²⁾
+200 and +250 M€⁽³⁾

Previously: Positive⁽²⁾

(1) 12 months Operating Margin on end of period Capital Employed, excluding antitrust provision
(2) Excluding M&A and dividends
(3) Including M&A and excluding dividends

Turning adversity into Opportunity

- 1 Pursue accelerated deployment of “**New Nexans**” plan (Cost Reductions, SHIFT program & Strategic growth initiatives). Solid rebound in Cable businesses and sound execution in High Voltage **Fully operational**, despite lockdowns, to support solid backlog across all businesses.
- 2 Operating now on strong financial grounds, best positioning Nexans for medium term growth which will be further elaborated at our February 17, 2021 Capital Markets Day.
- 3 Calendar
 - **Nexans ESG** November 18, 2020
 - **Full-year 2020 & Investor Day 2021** February 17, 2021



The Nexans logo features a stylized red 'N' followed by the word 'Nexans' in a black, sans-serif font. A horizontal grey bar is positioned below the logo.

Nexans

Thank you

A large red and white offshore supply vessel, the Nexans Aurora, is shown at sea. The ship has 'NEXANS AURORA' written on its side and 'Nexans brings energy to life' on the hull. In the background, an offshore oil rig is visible.

Nexans brings energy to life

Paris November 5, 2020