

2021 THIRD QUARTER FINANCIAL INFORMATION



NEXANS

SELECTIVE GROWTH SUPPORTING 2021 PERFORMANCE

Q3 2021

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3 NOVEMBER 2021
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 the 2020 annual results press release as well as the 2020 financial statements and 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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Q3 2021: SELECTIVE GROWTH SUPPORTING 2021 PERFORMANCE

#01

+8.2% ORGANIC REVENUE GROWTH⁽¹⁾ IN THE FIRST 9-MONTH OF 2021

- **Dynamic sales recovery** despite selectivity, supply chain challenges and Q3 seasonality
- **Successful monitoring** of raw material supply and cost inflation with no material margin impact
- **Demand drives sound backlog growth** (+9% YoY); **€1.5bn adjusted subsea backlog⁽²⁾**

#02

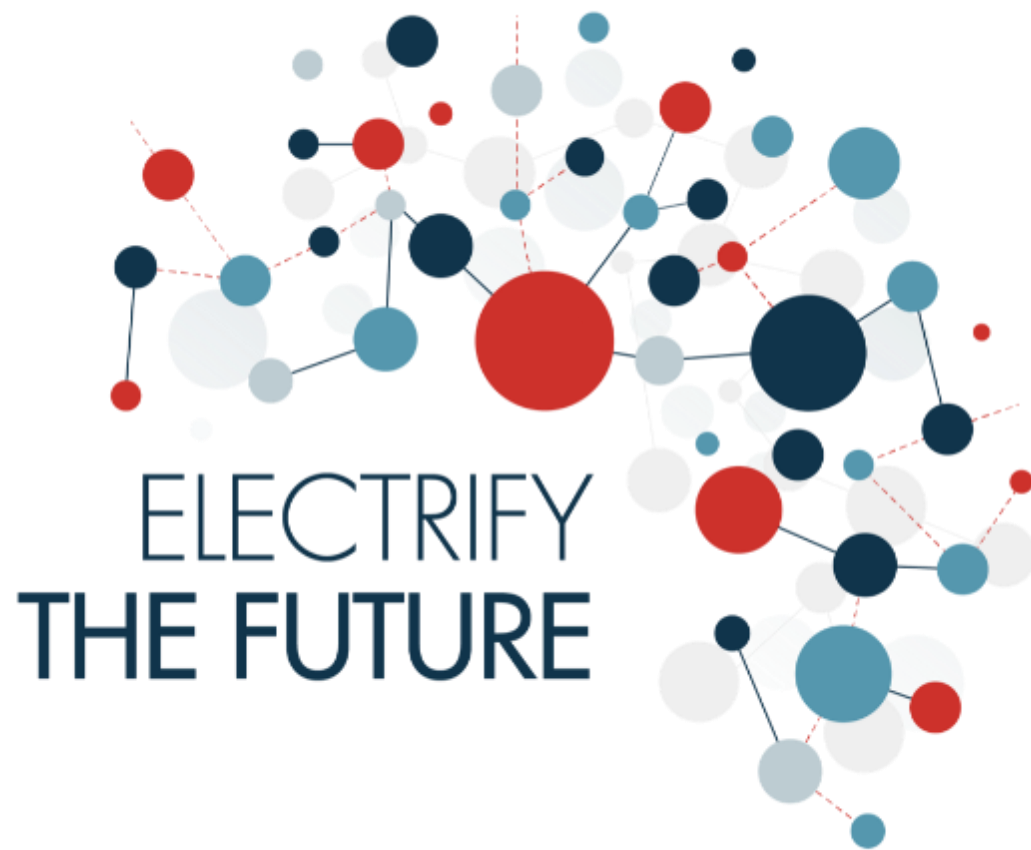
2019-2021 TRANSFORMATION: FINAL STEPS

- **Confirmed 2021 guidance⁽³⁾** supported by selective sales growth, **fixed costs reductions** and further **SHIFT Performance program** achievements
- **Nexans Aurora** inauguration and **Charleston US plant** commissioned to support the energy transition

#03

2022-2024 STRATEGIC AMBITION: FIRST M&A MILESTONE

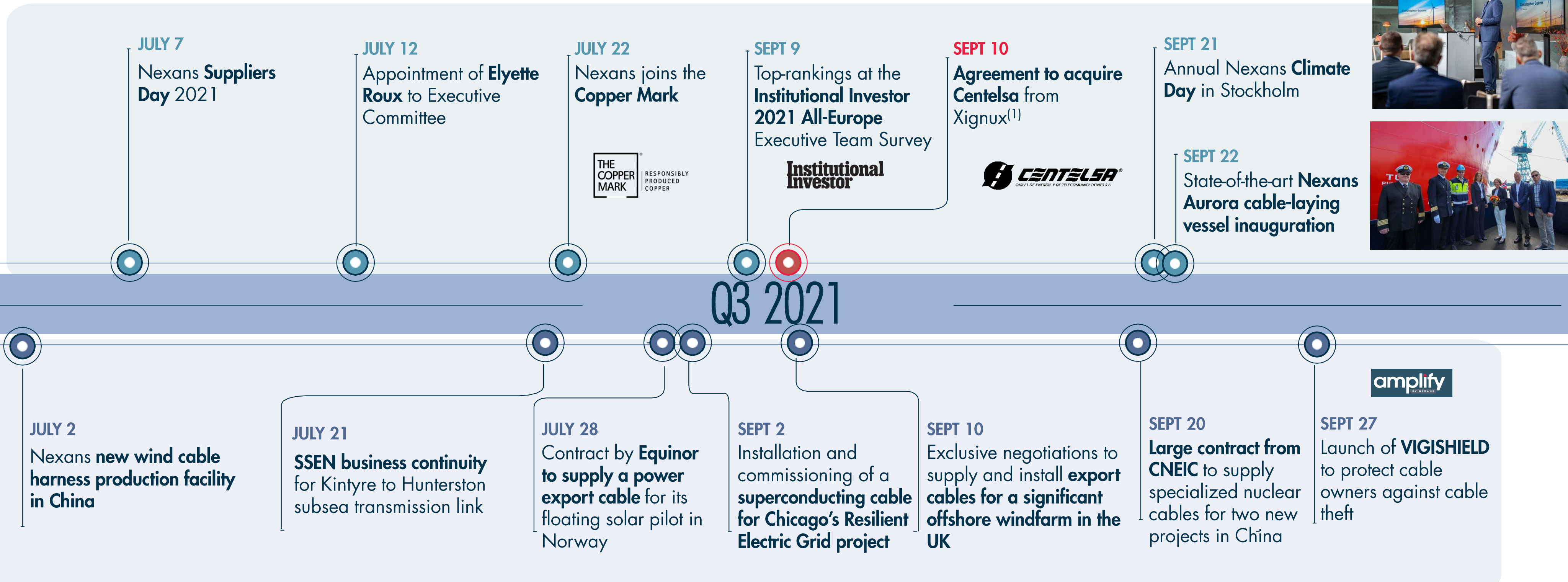
- **Simplify to Amplify:** agreement to acquire Centelsa⁽⁴⁾ in Colombia
- **Transform and Innovate:** SHIFT Prime implementation through rollout of VIGISHIELD and launch of MOBIWAY UN'REEL solutions
- **Scale-up to Step-up Performance:** initiating metallurgy exposure reduction



NAVIGATING CHALLENGING RAW MATERIAL SUPPLY AND COST INFLATION WITHOUT SHORTAGE, NOR MATERIAL LOGISTIC & MARGIN IMPACTS

SUPPLY CHAIN AND RAW MATERIAL CURRENT ENVIRONMENT		INFLATION & SHORTAGE MITIGATION EMBEDDED IN OUR OPERATIONS		NEXANS UNIQUE OPERATIONAL MODEL ENABLING AGILITY & PERFORMANCE	
Variable costs	Last 12 months supply chain inflation	Automatic cost pass through			
Other	↑↑↑ Energy, transportation	◐ Mostly	<p>Real-time price monitoring and coordination between purchasing, sales, supply chain and operations teams</p> <p>Disciplined contract management to handle cost increases</p>	<p>Vertically integrated business model favoring control of entire value chain from cathode/ scrap to final products</p>	<p>Selectivity prioritizing value over volumes and strategic customers</p>
Payroll	↑			<p>Regional footprint and local supply chain reducing transportation and CO₂ emissions</p>	<p>Long term partnerships and proximity with key suppliers</p>
Polymers	↑↑↑	◐ Mainly	<p>Metals prices systematic pass through or hedging mechanisms</p>		
Metals	↑↑↑	● Fully			

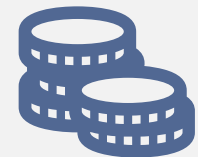
Q3 2021: FOCUSED ON SERVING OUR CLIENTS AND EXECUTING OUR STRATEGY



NEXANS AND XIGNUX SHARE PURCHASE AGREEMENT TO ACQUIRE CENTELSA⁽¹⁾

AMPLIFYING ELECTRIFICATION OFFER IN SOUTH AMERICA

A WORLD CLASS AND HISTORIC SOUTH AMERICAN LEADER IN BUILDING AND UTILITIES APPLICATIONS



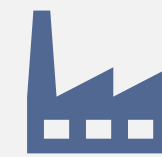
+\$250m
2020 sales



+\$23m
2020 adjusted EBITDA



1,000
people



3
plants

- Accelerate **electrification** and **value-creation for all stakeholders**
- Deploy Nexans **turnkey offers** for Renewable Energy Farms connection to the grid
- Accelerate **innovation** on fire safety, energy cables & grid management software
- Deliver **synergies** in operations through SHIFT deployment
- Move regional headquarters to Colombia

KEY TERMS OF THE SALES PURCHASE AGREEMENT

#01

PURCHASE PRICE

- 100% of Centelsa share capital from Xignux
- Enterprise Value of US\$225 million

#02

FINANCING

- Mix of available cash and debt

#03

TIMING

- The Transaction is subject to Colombian regulatory approvals
- Closing expected in the first half of 2022

NEXANS: AMPLIFY INNOVATION FOCUSING ON CUSTOMER NEEDS IN AN INNOVATIVE WAY

MOBIWAY UN'REEL

A NEW NEXANS SOLUTION TO
SIMPLIFY, SECURE AND MAKE CABLE INSTALLATION SMARTER



EASIER INSTALLATION & MANIPULATION

ONE OPERATOR NEEDED FOR ALL ON-SITE DRUMS OPERATIONS AND CABLE UNWINDING



SAFER FOR OPERATORS

LOCKING DEVICES AND REEL-ON-REEL MECHANISM AVOID HAND INJURIES AND DRUM TO ROLL



LOWER INSTALLATION COSTS

REDUCE TIME NEEDED TO MANIPULATE THE DRUM AND INSTALL CABLES



MORE ENVIRONMENTALLY FRIENDLY

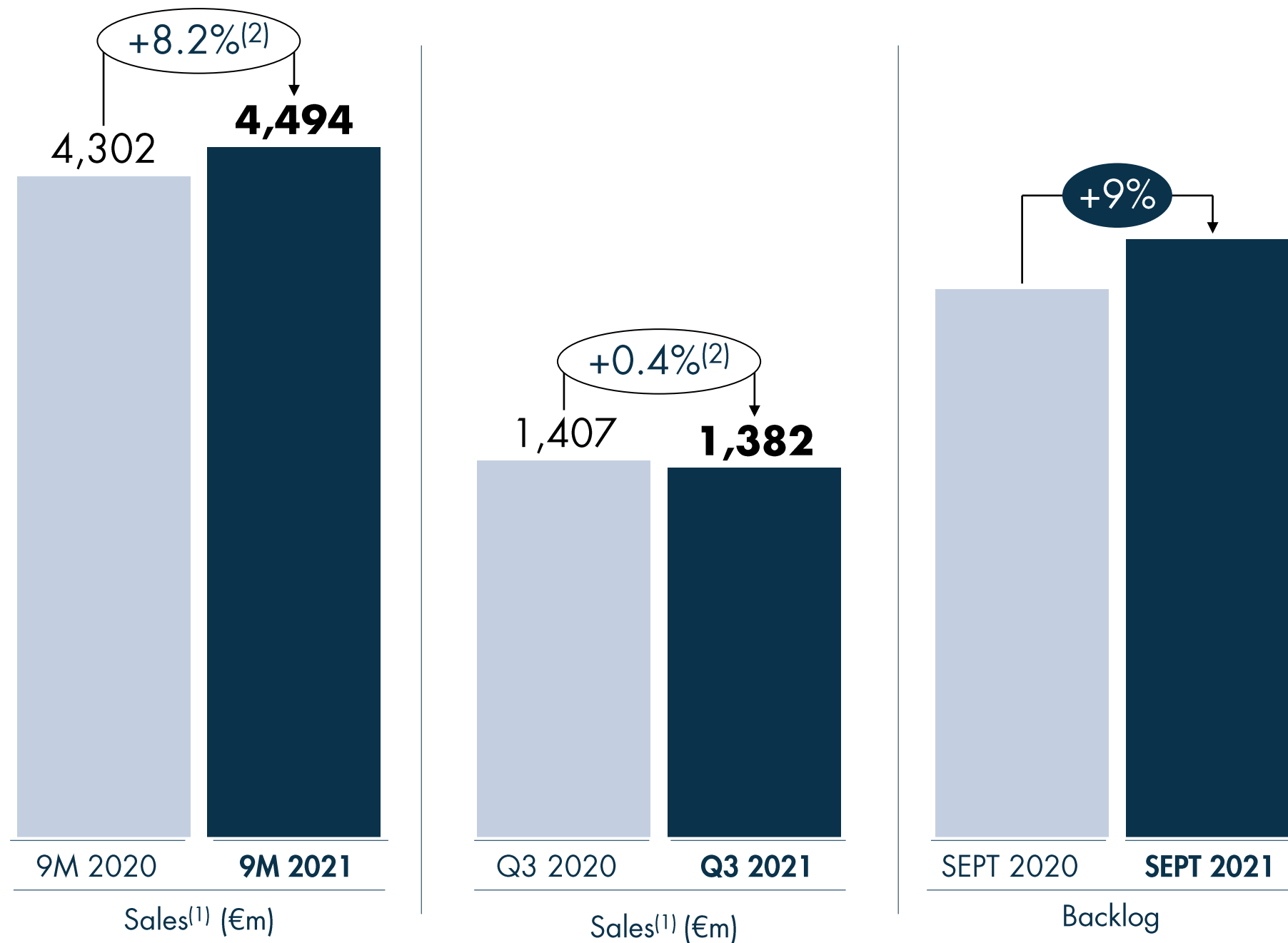
DRUMS ARE CONSIGNED AND REUSABLE MINIMUM 5 TIMES



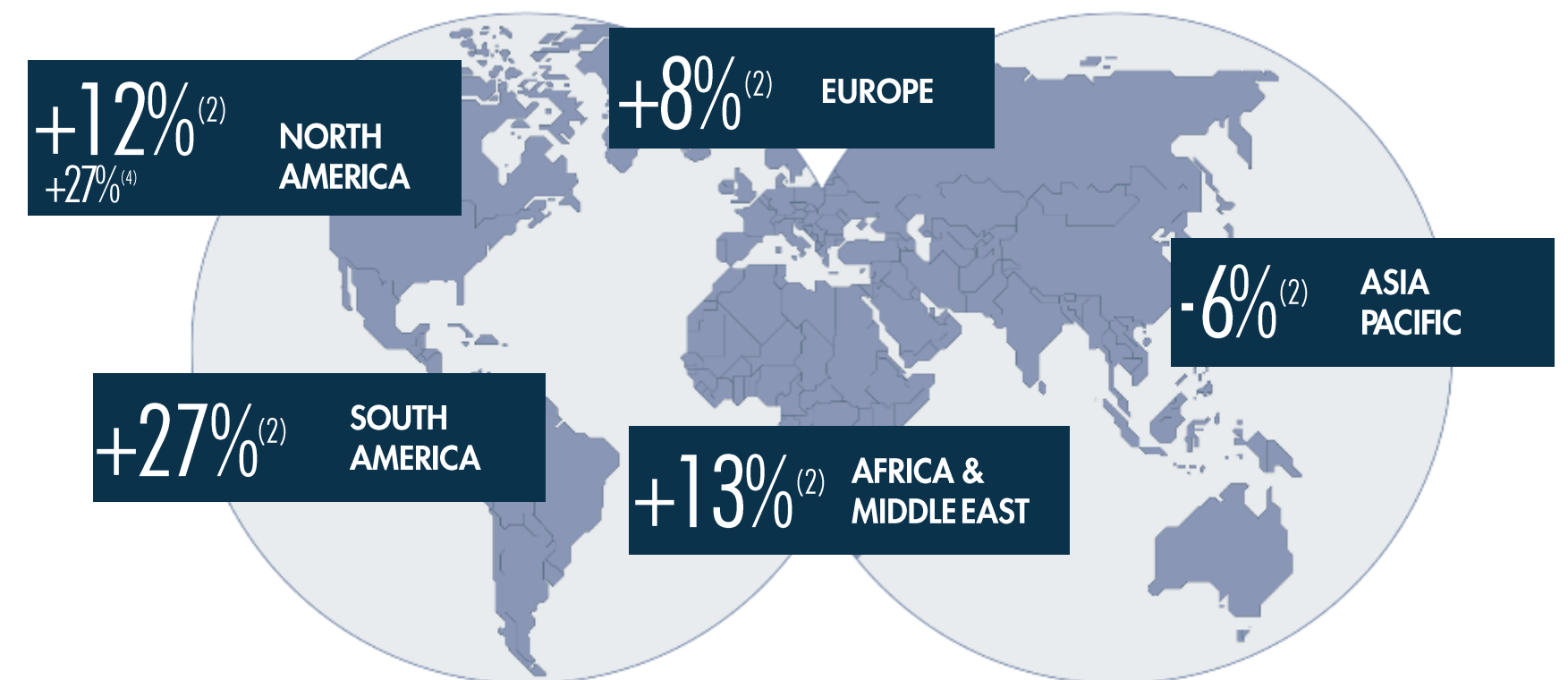
HOW MOBIWAY UN'REEL IS SET TO SIMPLIFY CABLE-LAYING?

- One wooden reel between two wooden reels, rotating independently
- A common axle
- Larger outer than inner sheath to be easily rolled out and steered to the right location
- Easily removable locking device attached to the drum preventing the drum to roll back-and-forth

Q3 2021: DYNAMIC SALES RECOVERY DESPITE SELECTIVITY, SUPPLY CHAIN CHALLENGES AND Q3 SEASONALITY



9M 2021 VS 9M 2020 SALES EVOLUTION BY CONTINENT⁽³⁾



HIGH VOLTAGE & PROJECTS Q3 SALES SUPPORTING YEAR-END GROWTH

€1.5bn
adjusted backlog⁽²⁾

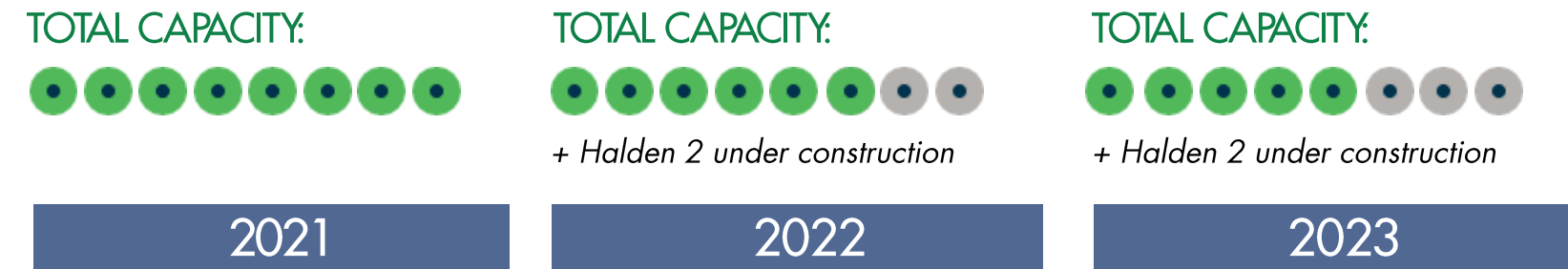
ACTIVITY: Return to growth in Q3 in line with project phasing, Charleston ramp-up and Skagerrak maintenance. Increasing activity on subsea Interconnectors (NSL, Crete-Attica) and Offshore Wind farms combining subsea & land (Seagreen, Dolwin6).

FULL EPCI TURNKEY MODEL: Aftermarket services for Kintyre-Hunterston and Parkwind subsea transmission cable links.

BACKLOG: Intense tendering activity for Interconnection and Offshore Wind projects. Disciplined risk/reward selectivity process provides visibility and sound growth for Q4 and beyond.

~80% PLANT LOAD FOR THE NEXT 2 YEARS

HALDEN, NORWAY: ● Capacity ● Load ● Under construction



CHARLESTON, SC, USA:



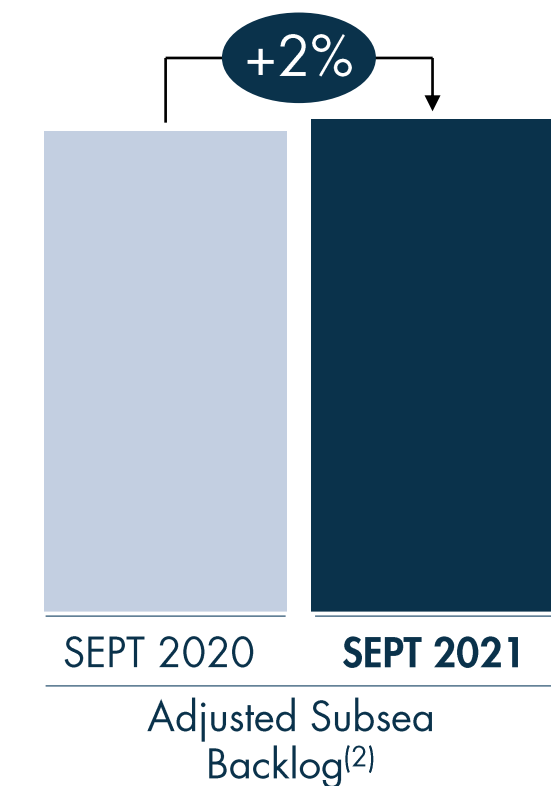
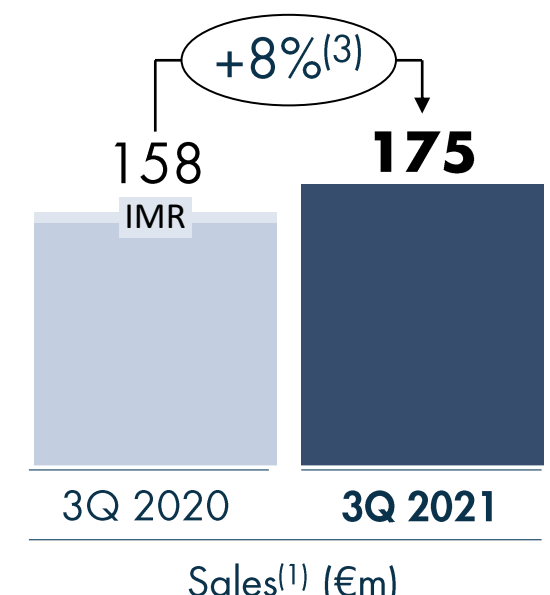
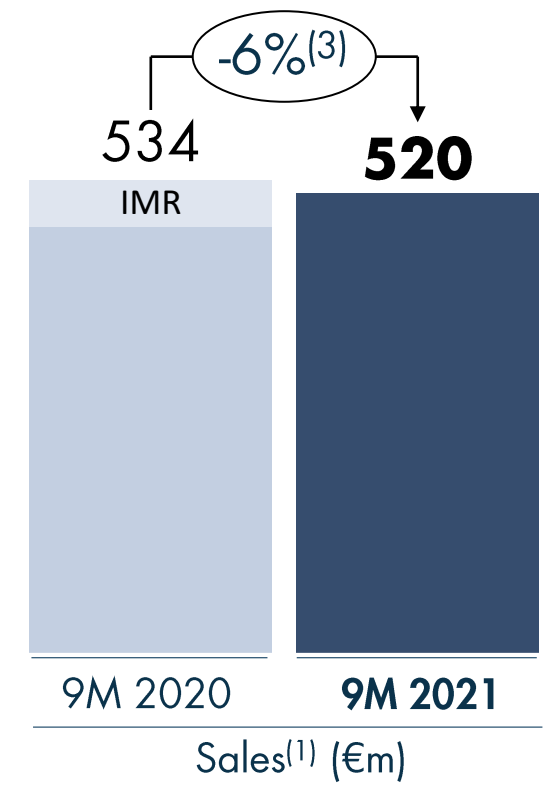
PROGRESS STATUS OF CHARLESTON & NEXANS AURORA



Nexans Aurora cable laying vessel inauguration



Charleston plant commissioned Seagreen project manufacturing ongoing

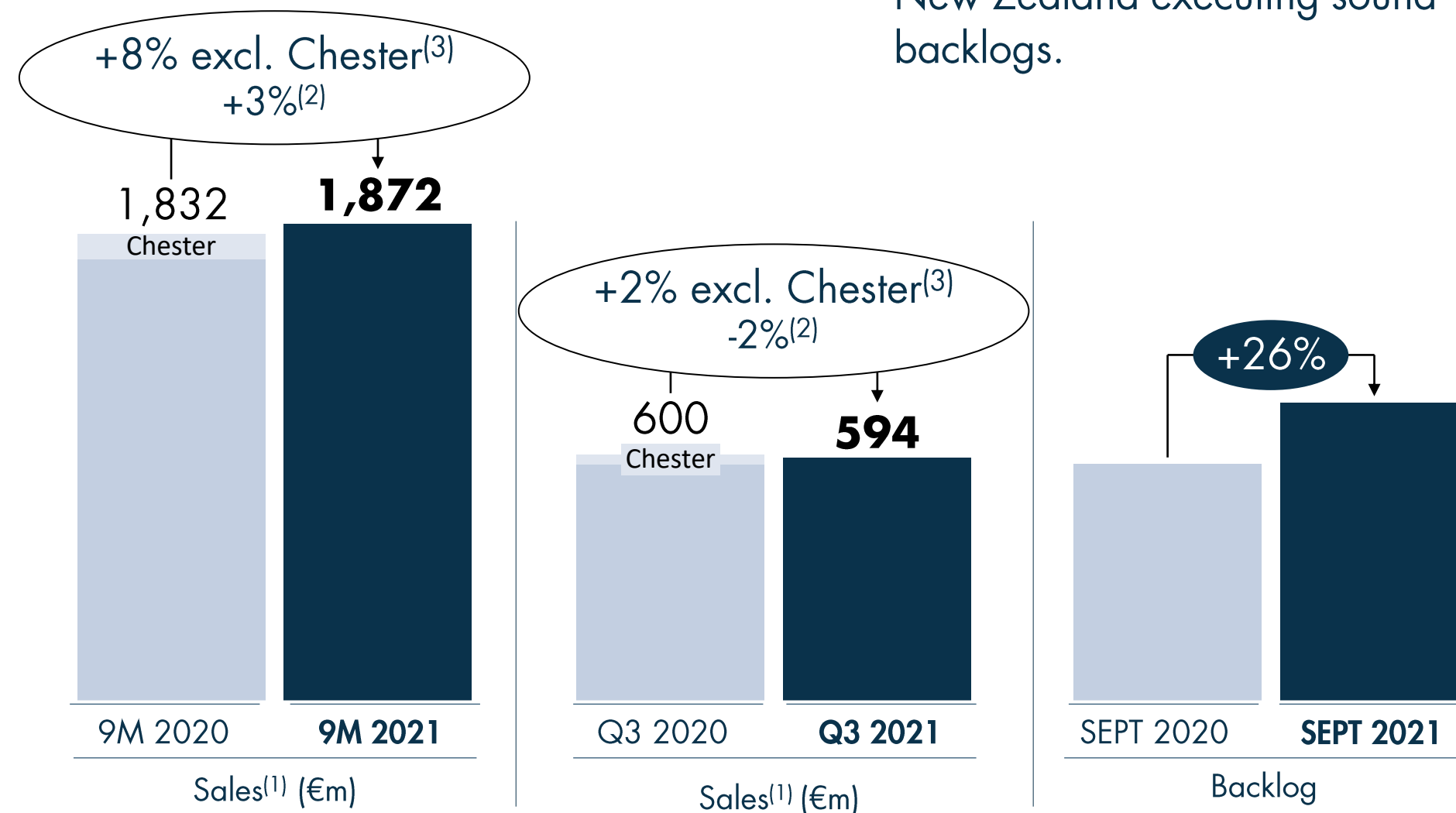


009 (1) Standard sales at constant metal price
(2) Adjusted Subsea backlog including contracts secured not yet enforced
(3) Organic growth

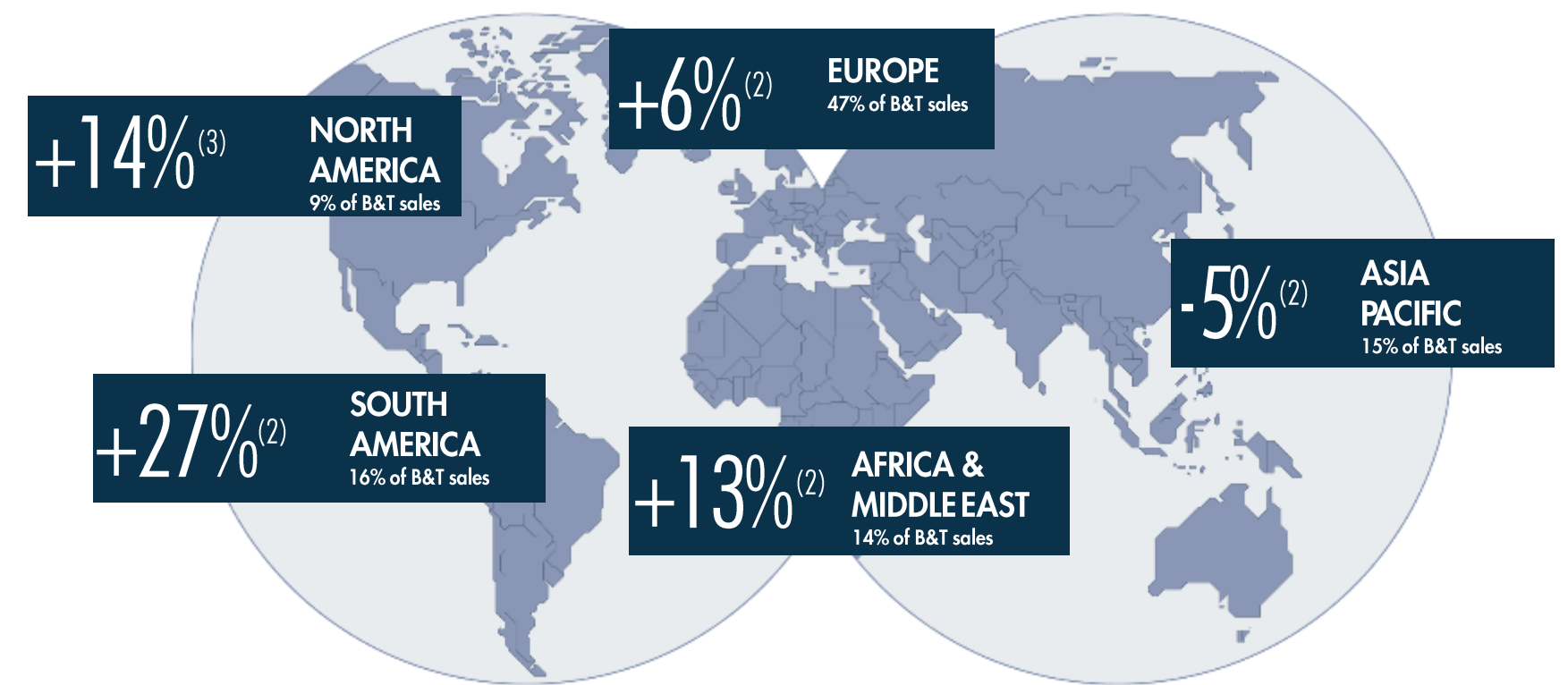
BUILDING & TERRITORIES CONTINUED SELECTIVE GROWTH IN DYNAMIC MARKETS

BUILDING: Sound demand in Europe, North America and Africa & Middle East despite Q3 seasonality. Strong plants utilization, pursued selective growth and SHIFT Prime drive margin improvement.

TERRITORIES (UTILITIES): Activity slow-down due to frame-agreement ongoing renewal in Europe and base effect in Canada which witnessed contract renewals last year. South America and New Zealand executing sound backlogs.



9M 2021 VS 9M 2020 SALES EVOLUTION BY CONTINENT



INDUSTRY & SOLUTIONS

SUSTAINED GROWTH DESPITE SUPPLY CHAIN CHALLENGES

AUTOMATION: Continued boost in sales supported by demand in Europe and China.

AUTO-HARNESSES: Premium clients supporting resilient quarter challenged by semi conductor shortages and record first half.

TRANSPORT⁽²⁾: Pursued recovery in Aerospace while Rolling Stock is challenged by lower demand in Asia.

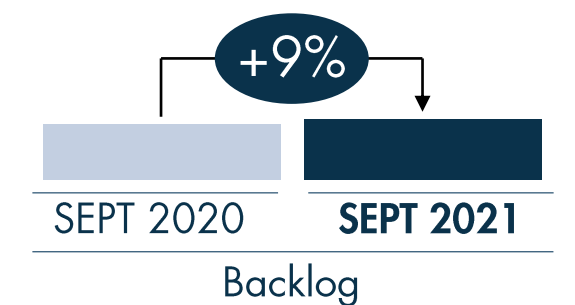
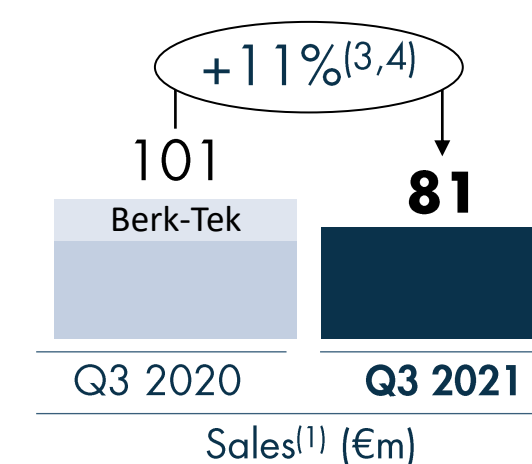
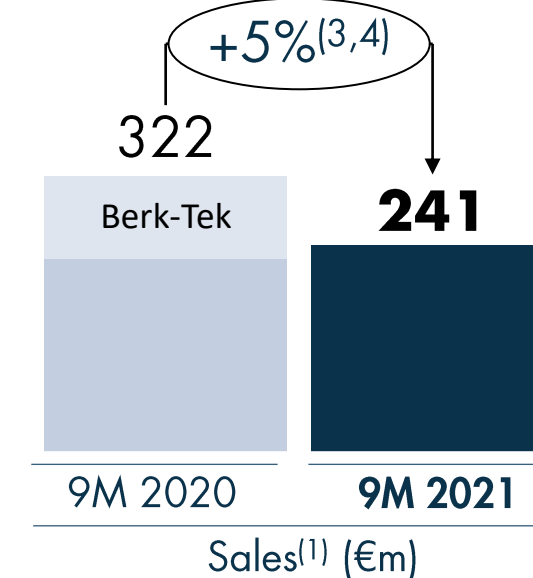
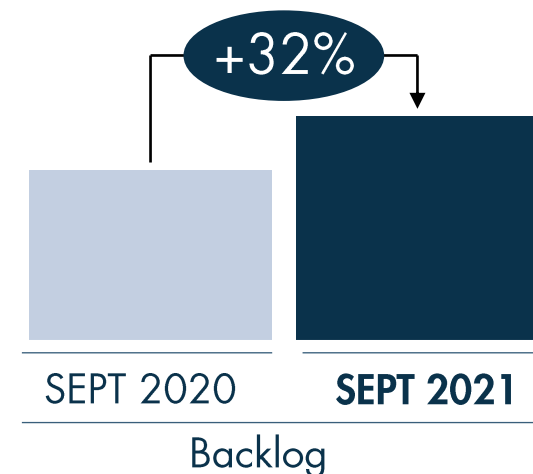
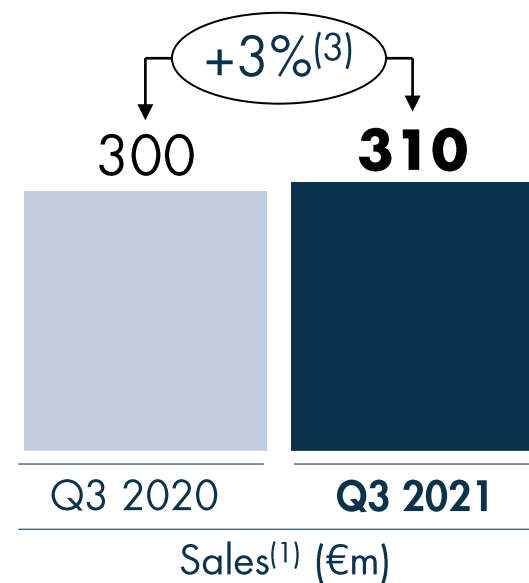
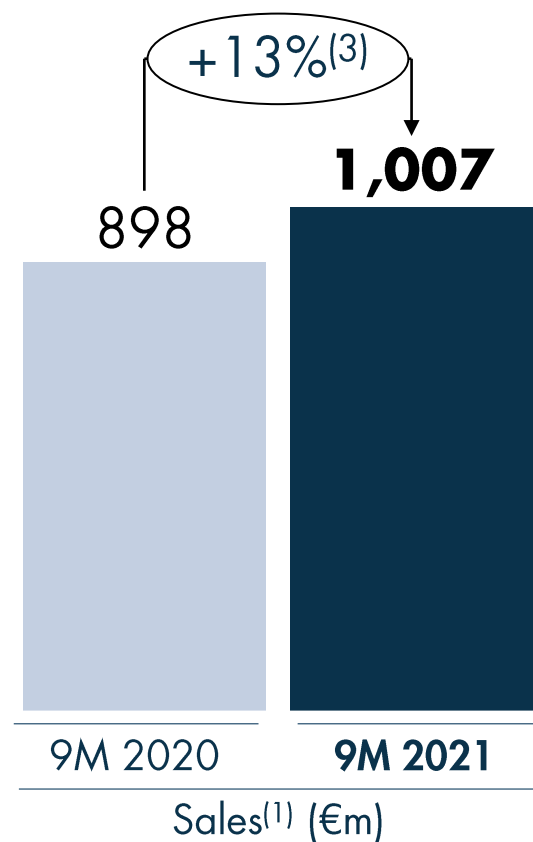
TELECOM & DATA

CONTINUED RECOVERY BOOSTED BY LAN

LAN CABLES AND SYSTEMS: Rebound thanks to continued upturn in Asia and Europe.

SPECIAL TELECOM (SUBSEA): Solid sales in line with previous quarters.

TELECOM INFRASTRUCTURE: Continued recovery supported by France and Belgium.



2021 GUIDANCE CONFIRMED

CONFIRMED

EBITDA⁽¹⁾

BETWEEN **€430m** AND **€460m**

CONFIRMED

ROCE^(1,2)

BETWEEN **13%** AND **15%**

CONFIRMED

FREE CASH FLOW^(1,3)

BETWEEN **€100m** AND **€150m**



 Nexans