

Nexans Climate Day 2022

Sustainable Solutions for the Energy Transition



Editorial

CHRISTOPHER GUÉRIN
CEO OF NEXANS



When the Electrification emergency meets the climate emergency for a sustainable world

“We are facing an electrical revolution that has never been seen before.

The current reality of our global electrification emergency is more extensive than in previous years. For the first time in the history of world electrification, we will need much more for everyone, everywhere, at the same time.

And we refuse to spread out the deployment in sequence. How could we justify powering one country over another? After the war for fire and the war for water, we must work together to avoid the war for energy. Because of the current state of the world, we have entered an era of permanent crisis: sanitary crisis, geopolitical crisis, economic crisis with unexpected inflations rates... Energy will become a luxury available to a select group rather than a necessity for all.

This need for a global electrification of the world will require massive electrical flows in the coming decades – we anticipate an increase of 40% by 2040.

In this new energy era, Nexans is at the forefront of this electrical revolution, to produce, transmit, distribute and use a sustainable electricity.

Infrastructures and grids: the key turning points

We are living a paradox. The need for electrification is rising while the power grids and infrastructures are aging. Extreme temperatures are impacting energy distribution. This is not a prospective analysis, it is our current reality.

In 2022, we have seen an increase in power outages around the world due to the rising temperatures and energy demand outpacing supply.

The average age of the power grid in Europe is around 45 to 50 years old and 35 to 40 in North America.

Technology has progressed significantly over the past 50 years and has pushed every industry forward, yet grids remain stuck in the past. Progress in renewable energy has been a balance between investing in technology and infrastructure. But recently, we have over indexed towards technology, forgetting that infrastructure has been an equally important component to reaching our energy goals.

To make the changes needed, it would be like asking the telecom industry to transition from 2G to 5G in less than 10 years.

And yet, the electrical grid is the backbone of any country's economy. When infrastructure fails, it affects more than just the ability to turn on the lights. With an outage, we lose access to telecommunications, heating systems, and experience limited access to water.

Due to the aging infrastructure and the intensity of climate risks, there is a critical need to invest in modernizing and fortifying the electrical infrastructure.

Nexans has partnered with Cosmo Tech, the leader of simulation Digital Twins, to use technology to our advantage. Together, we are working to make the investments needed to the infrastructure by using digital twin simulations to drive the transformation and electrify the future

Building a sustainable electrification of the world thanks to the E3 operating model.

At Nexans, we are currently on track to meet our goals of achieving carbon neutrality by 2030, having invested over €500 million in the offshore wind sector in Europe and the United States. Nexans has created the E3 framework for performance management, which consists of mixing environment, engagement and economics. Within this new operating model, sustainability becomes incorporated as something intrinsic in the organization's decision-making, making climate impact a daily business consideration.

To make it simple, E3 management is a new operating model that helps a corporation to do better with less. Sobriety can drive a sustainable growth.

How? This is what we will debate at Nexans' Climate Day on September 21 in New York City with all external speakers.

With 50% of the world's electricity coming from wind and solar by 2050, we are committed to being part of the world's more significant sustainability initiatives and using a digital-first approach to drive this transformation.





Live Circular or Die

Producing products with an ever-increasing recycling rate is also at the heart of our promise, our investments and our innovation.

The future relies on our ability to move from a traditional economy to a circular economy that favors short transportation circuits with recycling at its core. Companies should not only be straightforward with their production processes, but also with their suppliers and customers.

Sustainable electrification around the world, using decarbonized and renewable energy, will only be possible if we extend the effort to insulation components to copper, the main raw material for electricity.

Which is why Nexans has maintained our 3 recycling copper plants in France, Canada and Peru. Companies can no longer send their copper to China to save a few dollars because the carbon emissions from transportation alone is much worse than any potential savings.

Recycling should be a holistic activity. We should consider the upstream, the production process and the downstream.

Our waste of today are the markets of tomorrow.

Developing Our Footprint in the United States

This global vision said, Nexans has always privileged regional operations. We are aware of our social responsibilities toward territories where we operate, and we always refused any relocation. Our engagement in the United States is real and structural, from the top management of our group to the plants:

We now have a U.S. Nexans Headquarter, based in New York City, where I spend almost 50% of my time.

At present, we are the only offshore wind manufacturing facility on U.S. soil for offshore wind power. Nexans is producing cables and solutions for one of the first offshore wind farms in the United States in South Fork, New York, which will address East Hampton's energy needs and will produce enough clean energy to power 70,000 homes.

Nexans is also the preferred supplier of Equinor for Empire Winds to electrify the future of New York State by connecting the offshore projects to the onshore grid. These turnkey projects cover the full design and manufacturing and the laying and monitoring of over 186 miles (300 km) connections that will deliver renewable energy to over one million homes.

As we continue to develop a sustainable electrification of the United States, we look forward to hosting our third annual Nexans' Climate Day in New York City so that we can work towards electrifying the future together."

THE AGENDA

12:00pm

Lunch

1:00pm

Welcome

Christopher Guérin, CEO Nexans

1:15pm

Fireside Chat with Adrian Grenier

The Most Overlooked Part of the Ecosystem: The Ocean

Moderator: Stephanie Cain, Journalist

1:45pm

Energy Independence and Offshore Wind in the U.S.

This panel will be focused on how offshore wind will contribute to energy independence in the United States

Josh Kaplowitz, VP Offshore Wind, ACP
Ragnhild Katteland, EVP SLS Business Group and CEO Nexans Norway, Nexans
Heather Reams, President, CRES
Nate Teti, VP U.S. Government Affairs, Equinor
Troy Patton, Head of Program Execution for Offshore NAM, Ørsted

3:15pm

Industrial capabilities in Charleston, SC

Brian Boan, Director of Industrial Projects and Facilities, Nexans

3:30pm

Building the U.S. Supply Chain for the Energy Transition

This panel will be focused on the U.S. supply chain and what is needed to build the offshore wind industry locally.

Ross Gould, VP Supply Chain, Business Network for Offshore Wind
Vincent Dessale, COO and SVP BTN Business Group, Nexans
Jose Zayas, EVP Policy and Programs, ACORE
Brett Persons, US Supply Chain Development Manager, Siemens Gamesa
Patrick Pellerin, President, Marmen

4:45pm

Benefits of Offshore Wind in the U.S.

Andrew Garabino, US Congressman, NY
Ed Markey, US Senator from Massachusetts

5:00pm

Wrap Up & Summary

Christopher Guérin, CEO, Nexans

5:15pm

Cocktail Reception

SPEAKERS & BIOS

Christopher Guérin, Chief Executive Officer, Nexans

Christopher Guérin has been the Chief Executive Officer of Nexans since July 4, 2018. Since 2014 Christopher served as Senior Executive Vice President, Europe and Telecom/Datacom, Power Accessories Business Groups. Prior to this, he had headed up the Industry business line in 2013 after six years spent working in various Sales and Marketing positions in France and Europe. Between 2005 and 2007 he was Sales Director Europe. Christopher first joined the Metallurgy division of Alcatel Cables and Components (which became Nexans in 2001) in 1997 where he held various management positions.

He is a graduate of ESDE/American Business School and has completed the INSEAD Management Acceleration program.

Adrian Grenier, Actor and Climate Activist

Adrian Grenier is an accomplished actor, filmmaker, and environmentalist. He is best known for his role as 'Vincent Chase' in the hit HBO series & film, ENTOURAGE, and also appeared in films such as DRIVE ME CRAZY, TRASH FIRE, MARAUDERS and THE DEVIL WEARS PRADA.

Adrian is a leading advocate for integrating sustainability into everyday life, particularly with his successful #StopSucking campaign, in which he pushed major companies to transition from using plastic straws. He currently serves as an Environment Program Goodwill Ambassador for the UN and founded Lonely Whale, a foundation fostering collaboration between organizations, scientists, policy makers and documentarians to work toward the common goal of ocean preservation.

He founded Reckless Productions, where he has served as director, writer, and producer of multiple documentaries and is the co-founder of Webby Award-winning multi-media platform SHIFT.COM, an online space for people to connect, acquire, and interact in a more sustainable and conscious manner.

He currently stars as 'Nick Brewer' in Netflix's limited thriller series CLICKBAIT.

Stephanie Cain, Journalist

Stephanie Cain is a journalist and storytelling strategist in the lifestyle space, who has 15 years of experience as a magazine editor, content marketer, media strategist, and public speaker. She focuses on lifestyle topics, having worked on staff at Wine Spectator, The Knot, and Elite Traveler. Her byline has appeared in The New York Times, Fortune, Brides, Vinepair, People, Afar, PureWow, Yahoo Finance, Hamptons, and Specialty Food News, and she has been a featured expert on CNBS, Bloomberg, NPR, CBS Los Angeles, and MSN.com, among other.

In the past three years, Stephanie has pivoted much of her writing to business journalism, covering the \$360 billion wine industry and \$80 billion wedding industry in the U.S. as well as stories on how tech meets industry. She holds a Master's Degree in Journalism from Columbia University and lives on the Upper East Side of Manhattan with her husband, Vik, and daughters, Phoenix and Selene.

Josh Kaplowitz, VP Offshore Wind, ACP

Josh Kaplowitz joined ACP (American Clean Power) in November 2021. In his capacity as Vice President, Offshore Wind, Josh leads the ACP team focused on offshore leasing and permitting, supply chain development, vessel and other maritime issues, tax policy, worker health and safety, and legislation. Prior to joining ACP, Josh served as commercial counsel to GE Renewable Energy's U.S. offshore wind business, and spent 5 years at the U.S. Department of the Interior's Office of the Solicitor as attorney-advisor to the Bureau of Ocean Energy Management's Offshore Renewable Energy Programs.

Josh is also an adjunct professor at George Washington University Law School, where he co-teaches a seminar on offshore wind.

Kaplowitz earned his B.A. in Political Science from Yale University and his J.D. from the University of Virginia.

Ragnhild Katteland, EVP SLS, Nexans

Ragnhild is a member of the executive committee and has held various management positions in Engineering, Sales, Purchasing and Projects Management since she joined Nexans (previously Alcatel) in 1993.

In 2011 she was appointed Project Director for the Submarine High Voltage Business Line, and since then, has held Vice President roles in Technical & Project operations and Subsea Energy Systems Business Line.

Since March 2018, Ragnhild has been Vice President of Subsea & Land Systems Business Group, and CEO of Nexans Norway since September 2019.

Heather Reams, President, CRES

Heather Reams is the President of Citizens for Responsible Energy Solutions (CRES) Forum, a right-of center non-profit organization based in Washington, D.C. that engages policymakers and the public about responsible, conservative solutions to address our nation's energy, economic, and environmental security while increasing America's competitive edge. She has led the CRES team since 2016 and oversees the core activities of the organization, ensuring the successful expansion of conservative clean energy policies across the nation.

Heather has been Chair of National Clean Energy Week since 2017. She is a Western Caucus Foundation advisory board member and serves on the board of directors for the American Conservative Coalition. She is a frequent commentator on the politics and policy of clean energy and the environment having been featured on MSNBC, NPR, and Newsmax TV, and in The Washington Post, Washington Examiner, Politico, Newsweek, Time, Roll Call, The Hill, Morning Consult, and The Atlantic, among others. She is a regular contributor to Real Clear Energy.

Heather has nearly three decades of experience in public affairs and advocacy and has held a number of senior nonprofit positions. Prior to her non-profit work, she spent a decade at several top D.C.-based public affairs firms. She started her career as a staffer in the offices of Senator Bob Smith (R-NH) and Congressman Gerald Weller (R-IL11), and earlier as an intern for Senator Slade Gorton (R-WA) while pursuing her degree.

A graduate of the University of Washington with a degree in Political Science, Heather is active in Republican local and state affairs in her home state of Virginia.

Nate Teti, VP U.S. Government Affairs, Equinor

Nathaniel (Nate) Teti is Vice President of US Government and Public Affairs for Equinor. He assumed this role in August 2021. Prior to this role, Nate was VP for Communications for the Development and Production International (DPI) unit, based on Oslo, Norway. In this role, Nate managed Equinor's communication and public affairs activities for all international upstream activities. Before that, Nate was VP of Communications for Development and Production USA (DPUSA) in Houston, TX. He was previously Head of Sustainability for Development and Production North America, with responsibility for strategy related to environmental and climate issues as well as social performance. Nate has led Equinor's state government affairs efforts for the U.S. and was deputy head of Equinor's Washington, DC, office. Before joining Equinor, Nate was an energy and environmental attorney in the Washington, DC, office of (Eversheds) Sutherland. Nate also spent five years in various positions on Capitol Hill, including stints for Massachusetts Senator John Kerry, the Congressional Budget Office, and the Clerk of the US House of Representatives.

Nate has a BA in Policy Studies from Dickinson College in Carlisle, Pennsylvania; an MPA from George Washington University; and a law degree from the Catholic University of America.

Troy Patton, COO Offshore NAM, Ørsted

Troy Patton is the Head of Program Execution for Ørsted Offshore North America. He is the North American anchor for the QHSE, Engineering, Procurement, Construction, and IT activities related to Ørsted's portfolio of projects. Troy has decades of experience in power generation, beginning with serving in the Nuclear Navy working in control and engine rooms of nuclear submarines and an aircraft carrier, then with roles at Northland Power, GE, Vestas, and United Technologies.

He has an undergraduate degree in Engineering from Virginia Tech and an MBA from Clemson.

Ross Gould, VP Supply Chain, Business Network for Offshore Wind

Ross Gould joined the Network in 2020 as its vice president of Supply Chain Development and Research. He oversees the growth and evolution of the offshore wind supply chain as well as the offshore wind industry's workforce development. He is also responsible for designing, developing, and coordinating the Network's Northeast Corridor strategy, including planning, policy and regulatory engagement, programs, and research.

Ross has experience in private, public, and non-profit sectors. Before following his passion for energy, Ross spent nearly 10 years as an attorney. In 2007, Ross attended an evening continuing education class at NYU that focused on the use of natural resources and energy. From this moment, Ross was hooked on the energy sector.

From 2010-2015 Ross served as the Air & Energy Program Director at Environmental Advocates of NY working on clean energy jobs, energy efficiency, renewable energy, state energy planning, siting of electricity generation, and global warming. In 2015, he joined the Workforce Development Institute (WDI) where he focused on growing the workforce and supply chain of the offshore wind industry. Ross is a thought leader, authoring or co-authoring papers, including New York State and the Jobs of Offshore Wind Energy, and most recently, The Demand for a Domestic Offshore Wind Energy Supply Chain. He has written numerous articles about the renewable energy industry and regularly speaks on workforce and supply chain issues at regional and national conferences.

Vincent Dessale, COO, Nexans

Vincent Dessale, is Chief Operations Officer and Senior Executive Vice President in charge of the B&T Northern Business Group. Vincent joined Nexans in 2001 and since then held various key Supply Chain management positions in Europe before heading up Operations in South Korea in 2006, and extending his responsibilities to the Asia-Pacific area in 2009. He held several positions in the Submarine High Voltage Business from 2012 and was appointed Senior Executive Vice President Subsea and Land Systems in February 2018, before being appointed to his current position in December 2019.

Jose Zayas, EVP Policy and Programs, ACORE

José Zayas is responsible for leading ACORE's policy agenda, and implementation of the organisation's programs and comprehensive initiatives. José is an avid supporter of clean energy and has over 25 years of experience in the renewable energy and government sectors.

Prior to joining ACORE, José served as the Sr. Vice President at Eagle Creek RE, one of the country's premier independent hydropower power producers. Prior to joining Eagle Creek in 2017, José served as Director of the Wind and Water Power Technologies Office at the U.S. Department of Energy (USDOE). In this role, José led efforts to improve performance, lower costs, and accelerate deployment of wind and water power technologies. Prior to joining USDOE in 2011, José spent fifteen years at Sandia National Laboratories, a Federally Funded Research and Development Center focused on addressing national security issues. While at Sandia, José served in several leadership positions, including serving as the Senior Manager for the Renewable Energy division.

José holds a Bachelor of Science in Mechanical Engineering from the University of New Mexico and a Master of Science in Mechanical and Aeronautical Engineering from the University of California at Davis.

Brett Persons, US Supply Chain Development Manager, Siemens Gamesa

Brett spearheads the localization efforts for Siemens Gamesa's Offshore business unit in the United States. Prior to his current position, Brett spent over 10 years leading procurement teams at SGRE, helping to establish the company's supply chain in the Americas and beyond. Brett holds an MBA from Rollins College Crummer Graduate School of Business, and a BA in Business Administration from the University of Central Florida.

Patrick Pellerin, President, Marmen

Patrick Pellerin joined Marmen as General Director of Operations in 1990. Strongly believing in the U.S. market potential, he has established business relationships with major Original Equipment Manufacturers. In 2000, he was named President, his vision was essential to strengthen Marmen's presence in various new markets as well as transforming a small machine shop into a multiservice manufacturing company.

Throughout the company's expansion, Mr. Pellerin invested heavily to expand existing installations and to build brand-new plants in Matane (Quebec, Canada) and in Brandon (South Dakota, USA) dedicated to the fabrication of wind towers. He is the driving force behind the development of Marmen's U.S. offshore wind operations. His inspiring leadership has led and mobilized teams to reach major corporate milestones and successfully build a world-class manufacturing organization.

Mr. Pellerin holds a Bachelor and a Master's Degree in Economics.

Nexans is the leader in Electrifying the world with renewable energy

With a history of over 120 years in electrification, the French organization has approximately 27,000 team members, and is based on five continents, operating in more than 130 countries. The organization has an annual turnover of 7 billion euros and a market capitalization of 3.5 billion euros.

Over the past 5 years, Nexans has made a strategic turn to re-focus on what we do best: electrifying the future. We divested in certain business areas while upscaling in others to become the world leader in offshore wind and renewable energy, submarine energy highways to connect continents, and superconductivity solutions to limit risk of electrical blackouts due to aging infrastructures and grids.

We cover the entire electrical value chain from energy production and transmission, to distribution and usage. At each stage, we are a global specialist and a market leader.



The global electrical grid will need to sustain a dramatic rise in load in the coming decades, with an expected demand increase of 40% by 2040. Nexans is at the center of the electrical revolution, and in the future, will create the energy highways necessary to bring renewable and decarbonized energy into every home. Nexans is also committed to building the circular economy not only because it is our responsibility to play a role in the fight against climate change, but because the waste materials of today will build the world tomorrow.

Nexans in the United States

Nexans Charleston, South Carolina Facility

Originally built in 2014 to serve the U.S. high-voltage transmission market, the Nexans Charleston facility has completed a significant expansion to support the rapidly expanding U.S. offshore wind market.

Nexans has a fleet of the world's most advanced cable-laying vessels. These specially designed ships and barges can perform complex cable installation operations in all water depths, from shallow to deep, to connect offshore wind farms as well as interconnecting islands, countries, and continents.

We could not have accomplished all that we have in such a short amount of time at our South Carolina facility without our hardworking employees and their commitment to excellence.

Nexans Aurora – A custom made cable installation vessel

Nexans Aurora encompasses more than a century of our experience in submarine cable installation and brings cable installation to the next level with regards to capacity and capability. With a large 10 000 tons capacity, split turntable, and a world leading vessel design, the vessel is well prepared for complex construction tasks in severe weather conditions anywhere in the world.

Through our partnership with Ørsted, we'll supply cables that will connect offshore wind farms to the grid in the United States. Our Charleston high-voltage cable plant in South Carolina will be fully converted to a subsea high voltage cable plant – the only one in the United States – which will be perfectly placed to support offshore wind development and the US's sustainable energy transition



Upcoming in the United States

In addition to the three facilities, Nexans is currently working to connect the South Fork Wind Farm in Long Island, New York, to the mainland, which will provide enough clean energy to power 70,000 homes. The historic project will be New York State's first offshore wind farm and will play a key role in reaching the state's clean energy goals.

ABOUT NEXANS

Nexans is a key player in the global energy transition. For more than a century, Nexans has played a crucial role in the electrification of the planet. With 25,000 people in 38 countries, the Nexans Group is leading the charge to deliver safer, sustainable, renewable, decarbonized and accessible electrical power to everyone.

Nexans creates solutions and services along the value-chain of three essential business areas: Building & Territories (utilities and e-mobility), High Voltage & Projects (offshore wind farms, subsea interconnections, land-based high voltage), and Industry & Solutions (renewables, mining, oil and gas, transportation, automation, railway and industrial infrastructure).

For more than 120 years, Nexans has played a major role in the world's electrification. This market represents 65% of the world cable market and is expected to grow by +4.3% per annum over the next ten years, driven by key growth trends including growing energy consumption, demand for sustainable energies and grid modernization.

In the United States, Nexans operates manufacturing facilities in Charleston, South Carolina, El Dorado, Arkansas and Katy, Texas.



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