

2022 THIRD QUARTER FINANCIAL INFORMATION

Q3 2022

CONTINUED STRONG MOMENTUM
2022 GUIDANCE UPGRADED

CHRISTOPHER GUÉRIN, CEO
JEAN-CHRISTOPHE JULLARD, DEPUTY CEO & CFO

OCTOBER 26, 2022 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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NEXANS VALUE PROPOSITION

SUPPORTED BY
ACCELERATING MARKET TRENDS

OUR PURPOSE

WE ELECTRIFY THE FUTURE

OUR STRATEGY

**ELECTRIFICATION
PURE PLAYER**

Lead the charge to the
energy transition

OUR ASPIRATION

SIMPLIFY TO AMPLIFY

Grow in value rather than
volume thanks to more
innovation and services

OUR PROMISE

SCALE-UP TO STEP-UP

Deliver benchmark results at
scale, and become the most
profitable company of the
sector with E³ as our
performance model

01 HIGHLIGHTS

CHRISTOPHER GUÉRIN
CEO

Q3 2022 HIGHLIGHTS

#01 CONTINUED STRONG MOMENTUM

+6.7% organic revenue growth for 9M 2022 vs 9M 2021 particularly in Electrification businesses (+16.2%) reflecting sustained value growth and solutions new offering

Strong Q3 organic growth +10.3%

Successful cost pass-through and disciplined pricing management in inflationary environment

2022 Guidance upgraded

#02 EXECUTING OUR ELECTRIFICATION PURE PLAYER STRATEGY

Unique Transformation platform supported by innovation with added-value products and solutions

Record adjusted backlog in Generation & Transmission up +55% vs September 2021 with visibility further enhanced by recent awards

Centelsa integration roadmap on-track and new branding announced

#03 LEADING THE WAY TO A MORE SUSTAINABLE FUTURE

Acting for a sustainable electrification during the Climate week in NYC

E³ fully onboarded within units

Accelerating circularity of our products and CO² emissions reduction within our units

ENGAGING IN OUR INDUSTRY AND BEYOND BRINGING SUSTAINABLE ENERGY DEBATES TO THE FOREFRONT



Nexans Climate Day in NYC

Experts, customers and key stakeholders discussing offshore wind farms and U.S. energy transition
1,000 attendees



"Change the current" in Toronto

A conversation with industry, changemakers and thought leaders on how to contribute to a net-zero-carbon Canada

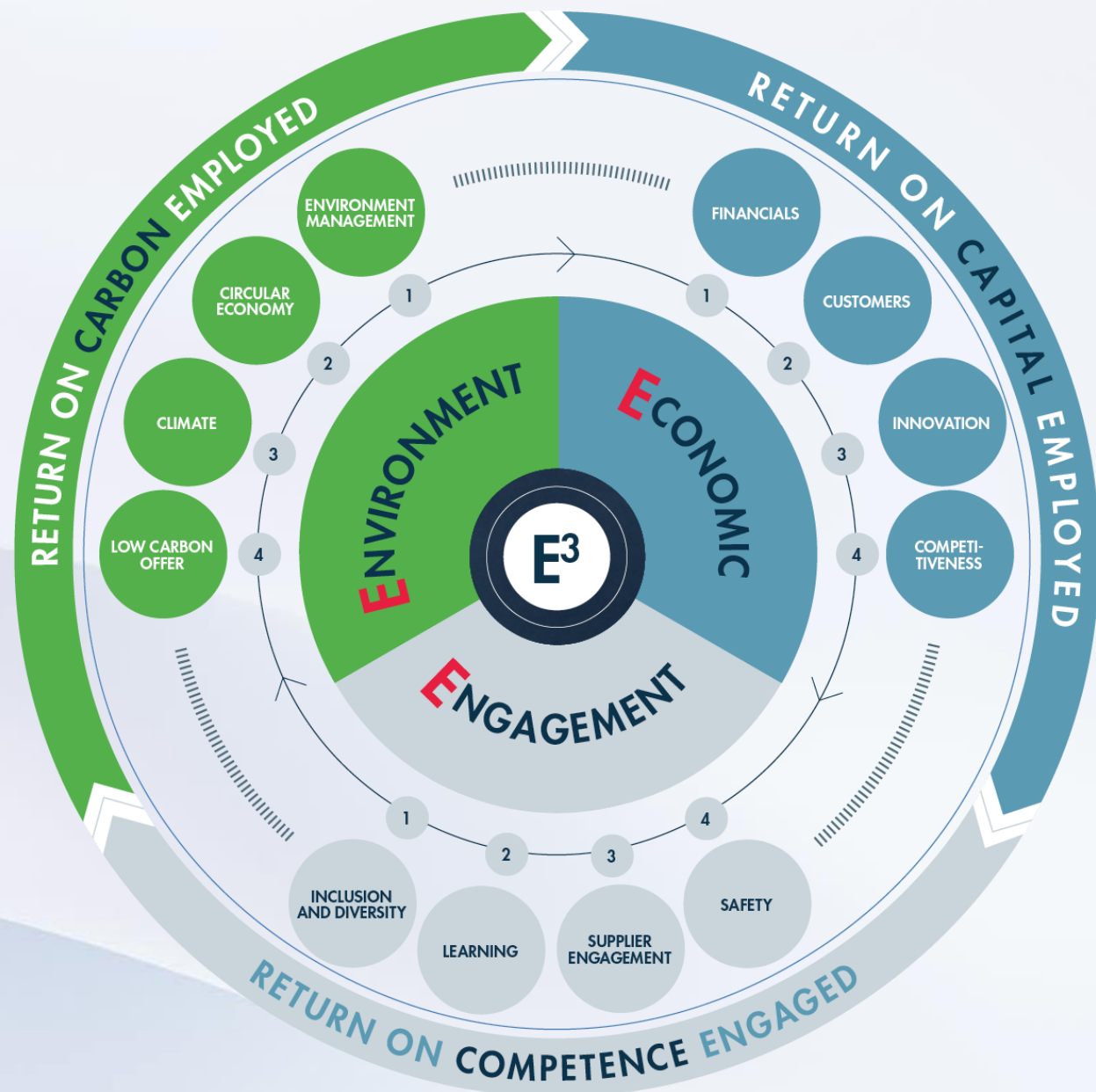


Nexans Suppliers day

Share our roadmap and amplify our E³ impact with key partners with a special focus on sustainability and innovation

SUSTAINABILITY

E³ FULLY EMBEDDED IN OUR OPERATIONS AND DEPLOYED



E³ ROADMAP

Q1 2022

E³ pilots launched at 3 sites

Q3 2022

E³ deployed at all sites

AHEAD OF TARGET

STRATEGIC WORKSTREAMS

Q3 PROGRESSES

INCREASE CIRCULARITY OF OUR BUSINESS

– Nexans joined the Circular Plastics Alliance

REDUCE OUR CARBON IMPACT

- In Canada, Fergus plant reduced CO² emissions by -46% in 2022 - first plant to reach 2030 target
- In Lebanon, launch of a training center for the installation of solar panels



– Platinum medal and ranked top 1% by EcoVadis for the third consecutive year

SUBSEA PROJECTS

TURNKEY PROJECTS TO ACCELERATE EUROPEAN & U.S. ENERGY TRANSITION



BORWIN 6 OFFSHORE WIND

- EPCI award for BorWin 6 in Germany
- HVDC in XLPE (Land and Subsea)



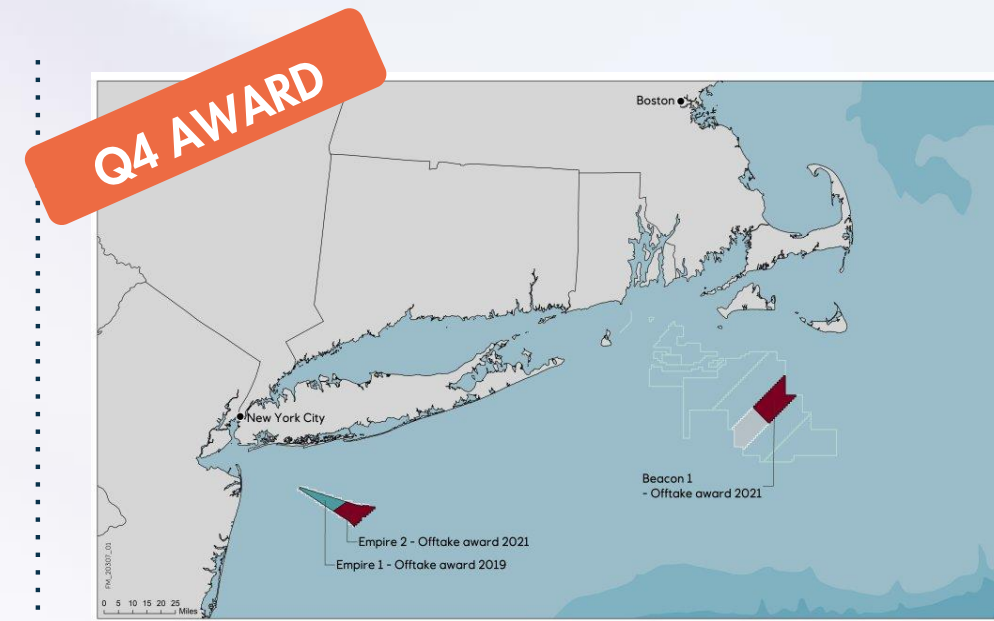
REVOLUTION OFFSHORE WIND

- Manufacturing contract for Revolution in the U.S. in addition to the installation award
- Part of the Export Cable Framework Agreement with Ørsted-Eversource



EUROASIA INTERCONNECTOR

- Preferred bidder for the EPCI of the 2 Poles Cyprus – Greece Link
- HVDC in MI with installation up to 3,000m water depth



EMPIRE WIND 1 OFFSHORE WIND

- EPCI award for Empire Wind 1 from Equinor/bp partnership in the U.S.
- HVDC in XLPE



FROM INNOVATION TO VALUE CREATION

GROW CONNECTED OBJECTS & USERS TO ENGINEER A RECURRING REVENUE MODEL

SOLUTION OFFERS BEYOND CABLES



- MY NEXANS** Digital Customer portal
- EASYCALC** Cable sizing
- ECOCALCULATOR** Energy efficiency

MOBIWAY

Smart packaging range to simplify cable installation



ULTRACKER

Supply chain booster



VIGISHIELD

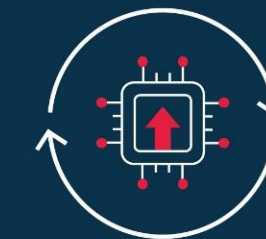
Protect cable owners against cable theft

CONNECTED USERS

CONNECTED OBJECTS



MORE BRAND STICKINESS & CUSTOMER LOYALTY PROGRAM



MORE DIGITAL SERVICES & SOLUTIONS THROUGH A SUBSCRIPTION MODEL



ENHANCED CUSTOMER EXPERIENCE DRIVING RECURRING REVENUE



FROM INNOVATION TO VALUE CREATION MONETIZATION FOCUS ON POWER DISTRIBUTION & USAGES

20%

penetration rate for ULTRACKER
at Platinum DSOs



10%

penetration rate for MOBIWAY
range at Platinum Distributors



DISTRIBUTION



CENTRALISED GRID

“PEACE-OF-MIND” ASSET MANAGEMENT

MOBIWAY — Smart packaging range on monthly subscription



ULTRACKER — Digital services on monthly subscription



End-to-end field services — Training, scrap management



RECURRING
REVENUE MODEL

2024 RECURRING
REVENUE AMBITION

UP TO 2% RECURRING
REVENUE ON PLATINUM DSOS SALES

USAGES



RESIDENTIAL



TERTIARY

“SMART PACKAGING” LEASING

Digital apps



MOBIWAY — Smart packaging
range on monthly subscription



Loyalty Program

Digital apps



MOBIWAY — Smart packaging
range on monthly subscription



ULTRACKER — Digital services
on monthly subscription

UP TO 5% RECURRING
REVENUE THROUGH PLATINUM DISTRIBUTORS SALES

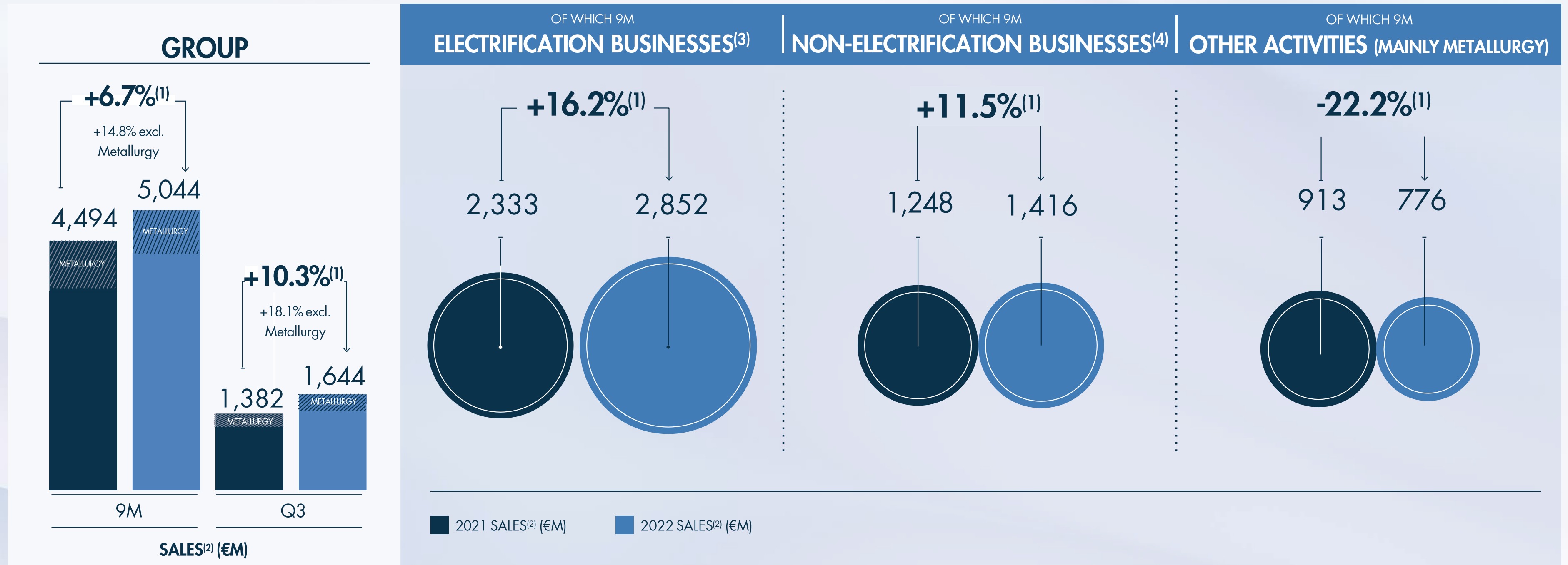
2022

Q3 2022 SALES

JEAN-CHRISTOPHE JUILLARD
DEPUTY CEO & CFO

STRONG GROWTH FOR 9M 2022, PARTICULARLY IN ELECTRIFICATION BUSINESSES

OUTSTANDING ORGANIC SALES GROWTH IN Q3



(1) Organic growth; (2) Standard sales at constant metal price; (3) Electrification includes Generation & Transmission (High Voltage & Projects), Distribution (Territories) and Usages (Building) segments; (4) Non electrification includes Industry & Solutions and Telecom & Data segments

GENERATION & TRANSMISSION

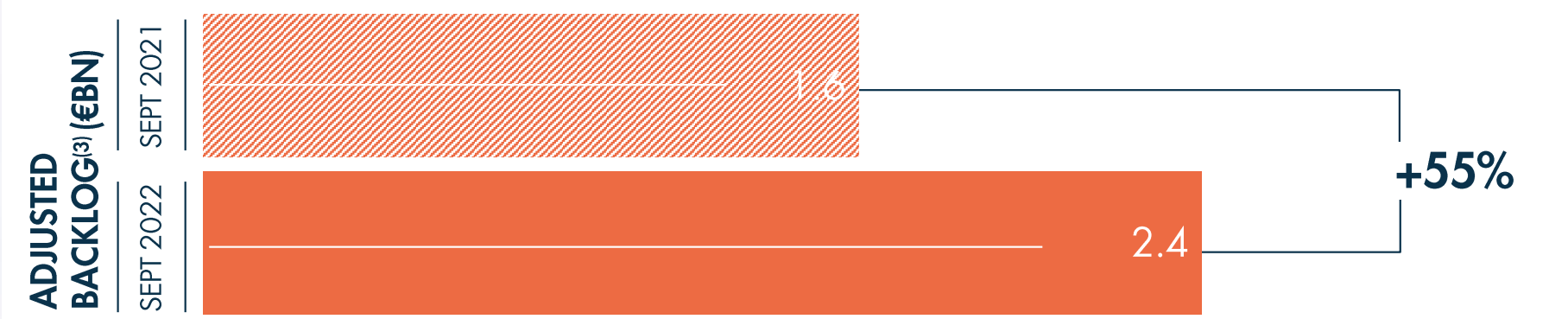
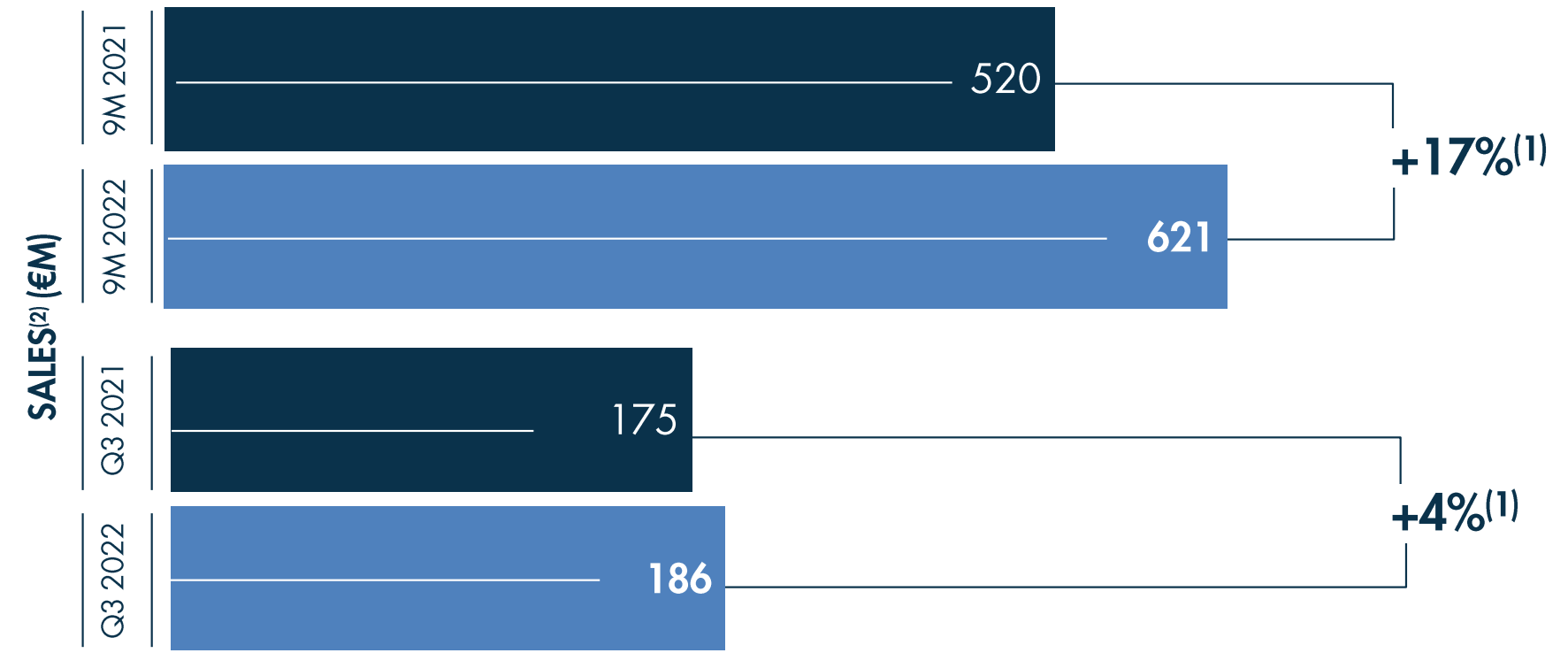
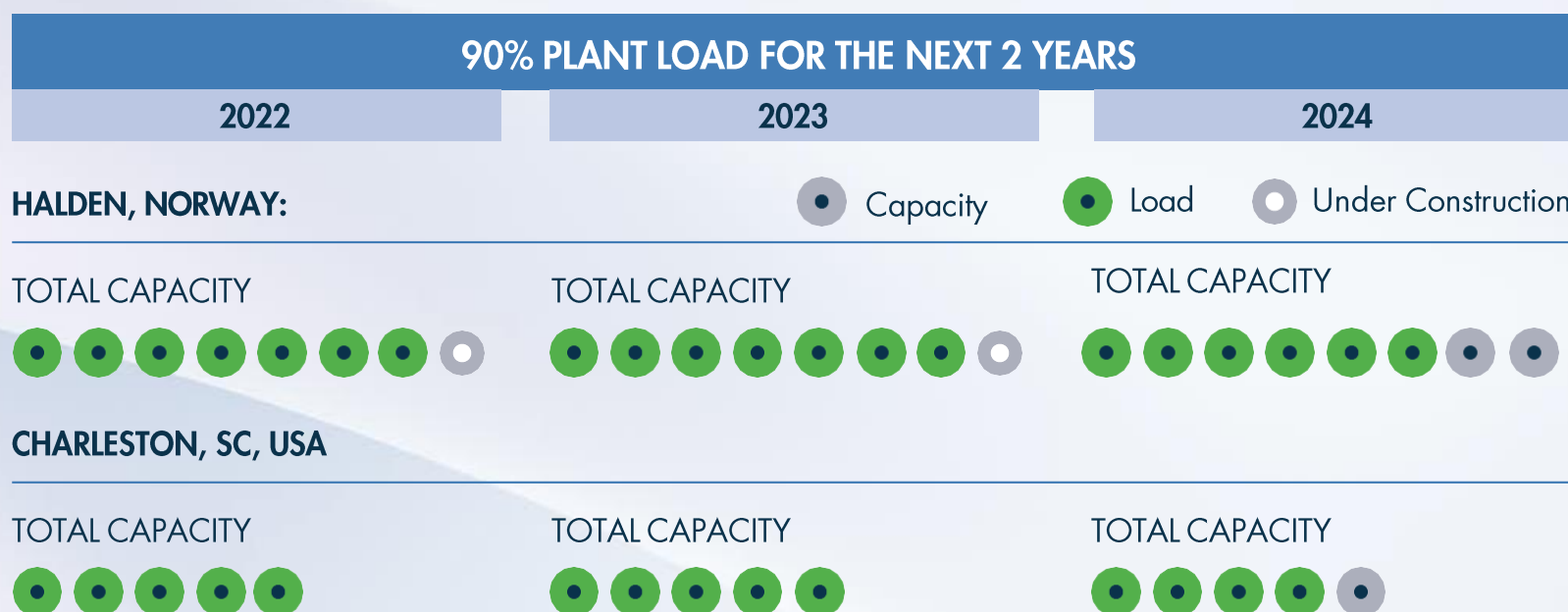
(FORMERLY HIGH VOLTAGE & PROJECTS)



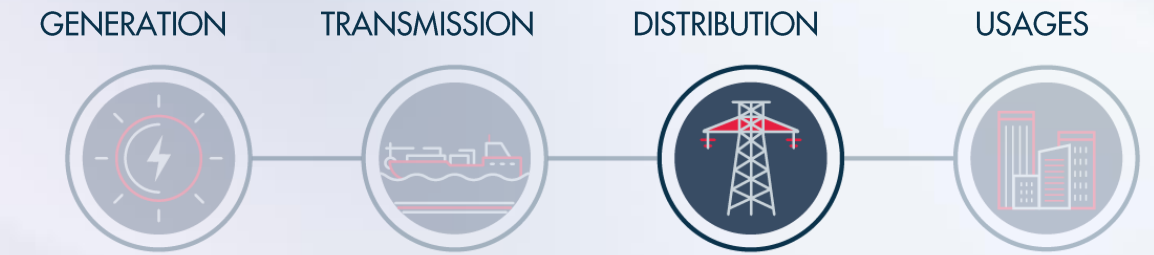
EXCELLENT MOMENTUM DRIVING RECORD HEALTHY BACKLOG

Sales growth supported by sound execution, contribution of Charleston plant in the U.S. and Nexans Aurora new cable-laying vessel.

Record backlog further enhancing visibility with BorWin 6 offshore wind award in Q3. Fully loaded plants for 2022 and 2023 and Halden plant expansion progressing as planned.



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



DISTRIBUTION

(FORMERLY TERRITORIES)

ROBUST VALUE GROWTH IN ALL GEOGRAPHIES

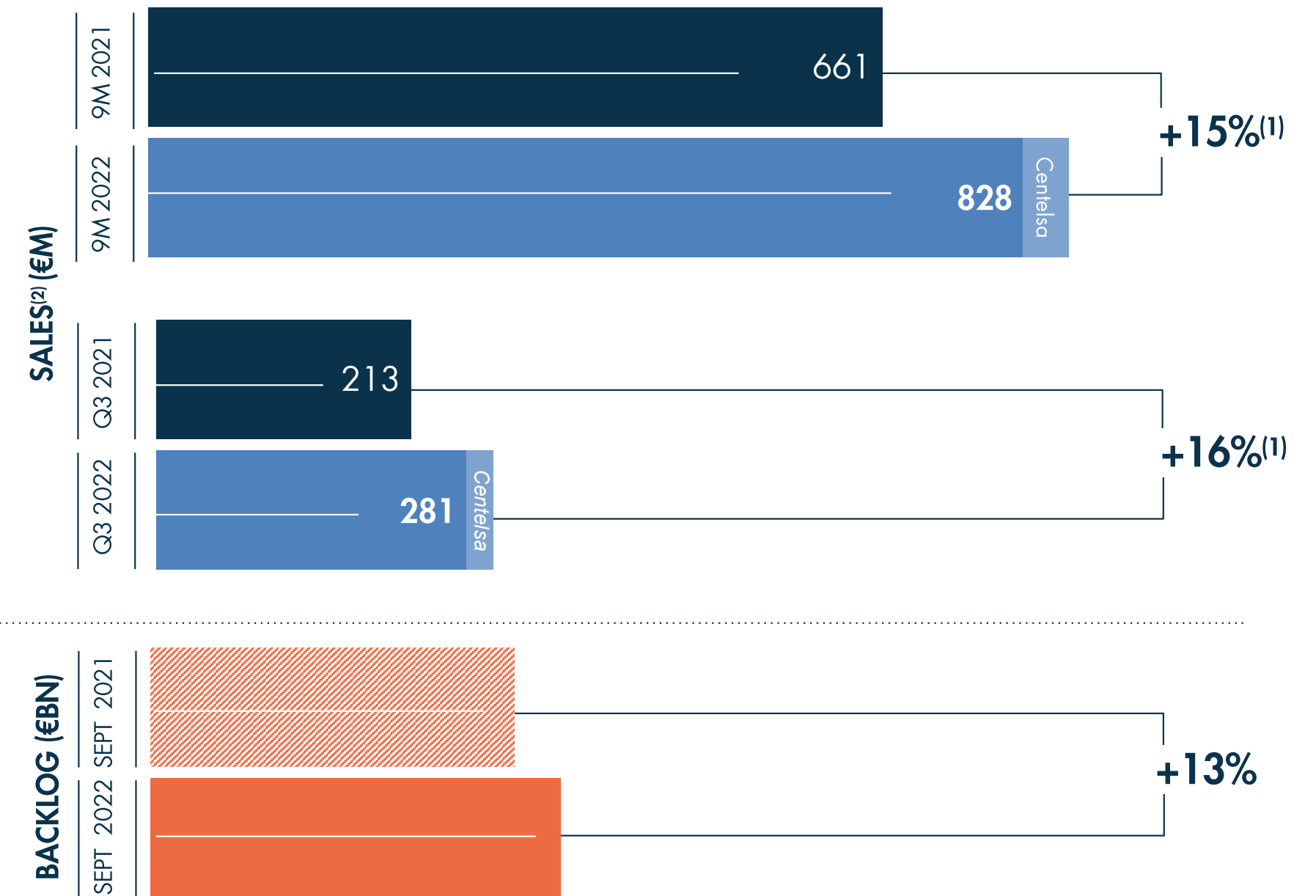
Growth mainly value-driven across geographies fueled by robust demand, multi-year contracts and continued demand for Accessories.

Centelsa contributed €41 million to 9M 2022 sales.



INNOVATION FROM PRODUCTS TO SOLUTIONS

20% ULTRACKER offer
penetration rate with Platinum DSOs customers



(1) Organic growth excluding Centelsa acquired on April 1st, (2) Standard sales at constant metal price and scope - including Centelsa



USAGES

(FORMERLY BUILDING)

OUTSTANDING PERFORMANCE IN ALL MARKETS

Strong sales generation reflecting continued demand and value growth across geographies boosted by sustained conjunctural effects in North America.

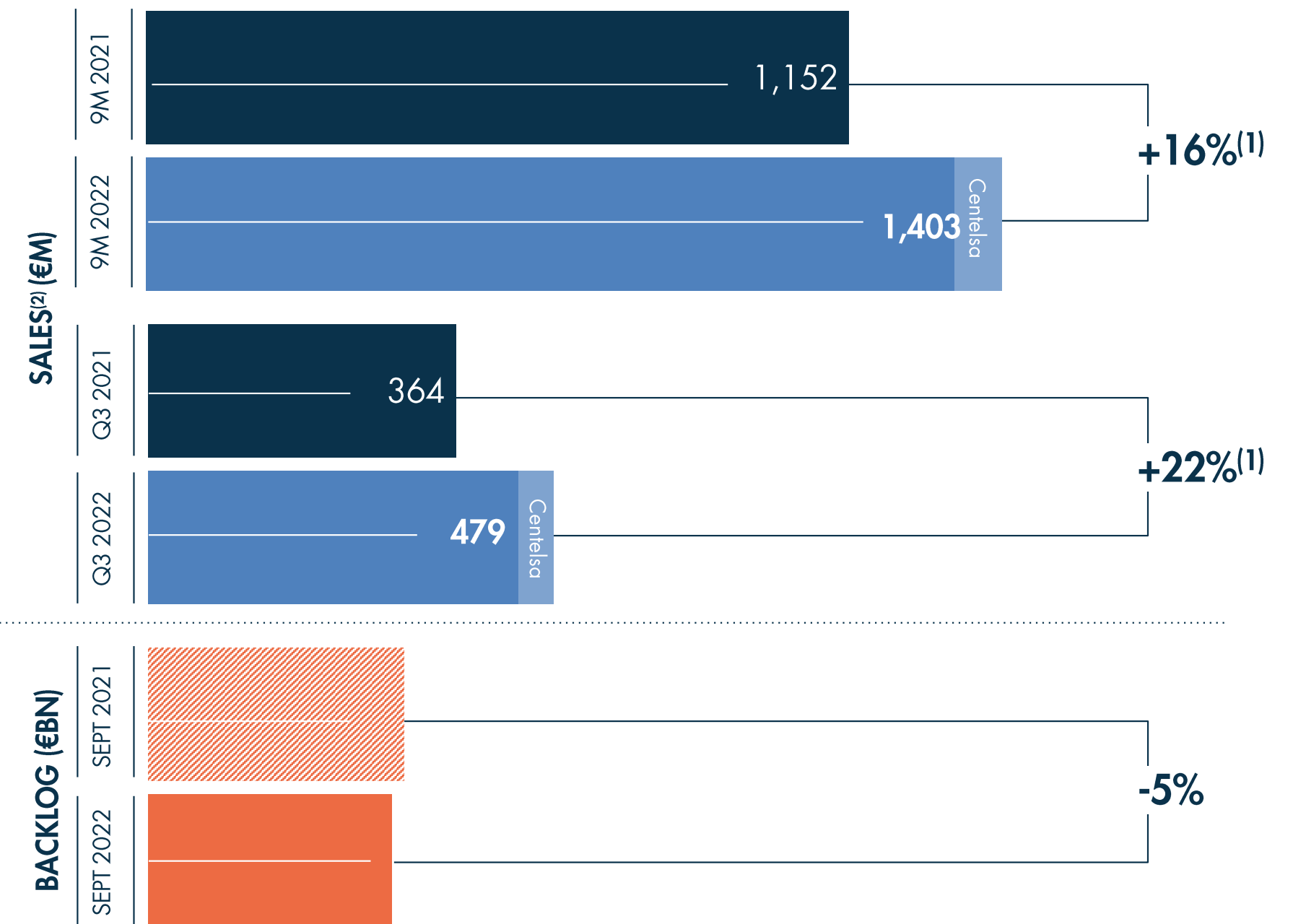
Centelsa contributed €78 million to 9M 2022 sales.



INNOVATION FROM PRODUCTS TO SOLUTIONS

DISTINGO N'X Tag
successful innovation launch in France

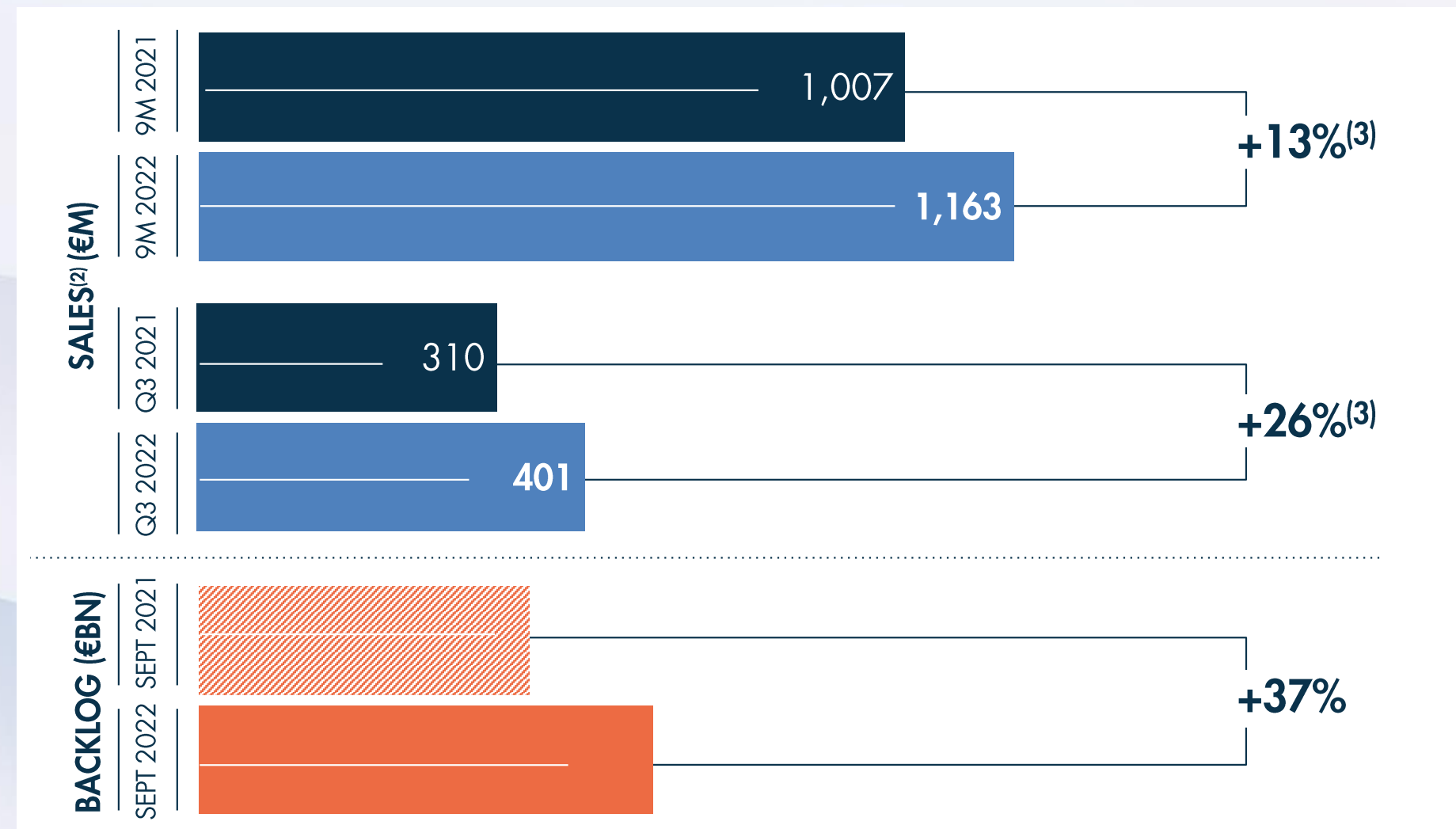
> 380,000
connected users on digital apps



(1) Organic growth excluding Centelsa acquired on April 1st, (2) Standard sales at constant metal price and scope - including Centelsa

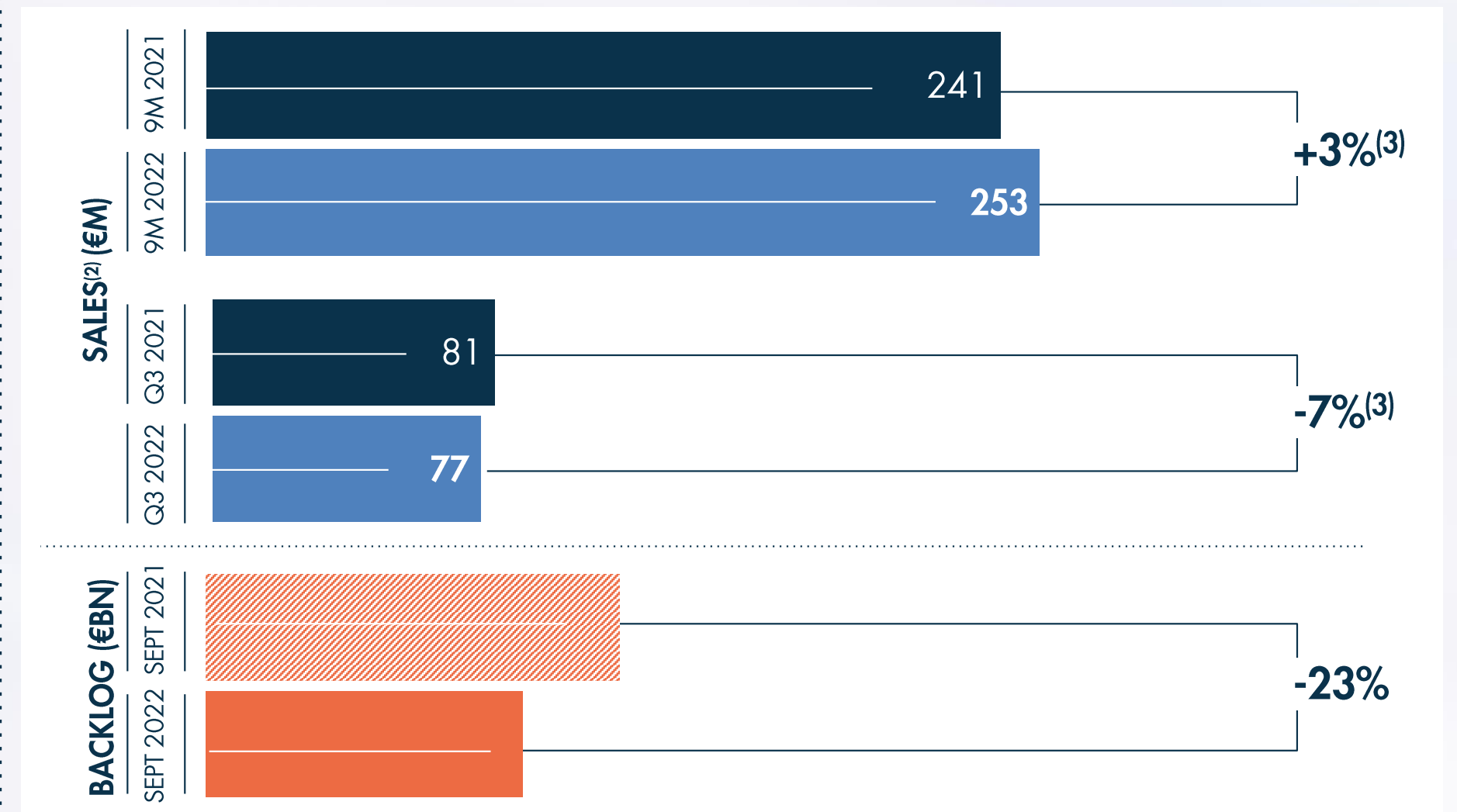
INDUSTRY & SOLUTIONS STRONG GROWTH DESPITE HEADWINDS

AUTOMATION	MOBILITY ⁽¹⁾	AUTO-HARNESSES
Continued growth boosted by demand from Southern Europe and Asia as well as SHIFT Prime program launch.	Shipbuilding remained strong while Rolling Stock was negatively impacted by lockdowns in China and Aerospace was recovering.	Outstanding growth in Q3 fueled by market share gains, new awards and solid management in Ukraine.



TELECOM & DATA SOFTER SPECIAL TELECOM EXECUTION IN Q3

LAN CABLES AND SYSTEMS	TELECOM INFRASTRUCTURE	SPECIAL TELECOM (SUBSEA)
Good momentum in Europe while China remained impacted by health restriction.	Sound business momentum in the UK, offsetting a softer start to the year in France. Softer quarter reflecting inventories in Europe.	Decline in Q3 reflecting strong backlog execution in the past quarters.



(1) Mobility: Aerospace, Shipbuilding, Automotive, Rolling Stock, (2) Standard sales at constant metal price, (3) Organic growth

Q3

OUTLOOK

JEAN-CHRISTOPHE JUILLARD
DEPUTY CEO & CFO

2022 GUIDANCE UPGRADE

REFLECTING CONTINUED PERFORMANCE

UPGRADE

EBITDA
BETWEEN **€580M** AND **€600M**

PREVIOUSLY BETWEEN **€560M** AND **€590M**

UPGRADE

NORMALIZED FREE CASH FLOW⁽¹⁾
BETWEEN **€225M** AND **€275M**

PREVIOUSLY BETWEEN **€200M** AND **€250M**

OVERALL GROUP (EXCLUDING ACQUISITIONS AND DIVESTMENTS)

(1) Normalized Free Cash Flow is calculated as Free Cash-Flow excluding Strategic Capex, disposal proceeds of tangible assets, impact of material activity closures and assuming project tax cash-out based on completion rate rather than termination