

2023 THIRD QUARTER FINANCIAL INFORMATION



9M 2023

PAVING THE WAY FOR ROBUST PERFORMANCE
2023 GUIDANCE CONFIRMED

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OCTOBER 25, 2023 – 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.

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Q3 2023 MAIN HIGHLIGHTS

#01

PAVING THE WAY
FOR ROBUST
PERFORMANCE



- Generation & Transmission upturn in Q3
- Distribution & Usage reaping rewards of continued rollout of SHIFT Performance, SHIFT Prime and Amplify transformation platform
- Sustained growth in Non-electrification and scale-down of Other



+2.1%

Q3 2023
ORG. GROWTH
EXCL. OTHER

#02

YIELDING SELECTIVE
GROWTH IN
GENERATION &
TRANSMISSION



- Strong visibility up to 2030 – adjusted backlog of €5.2Bn
- Strategic investment in a third cable-laying vessel to address demand and Halden plant extension on-track



+17.8%

Q3 2023
GENERATION &
TRANSMISSION
ORG. GROWTH

#03

E3 MODEL
IN MOTION



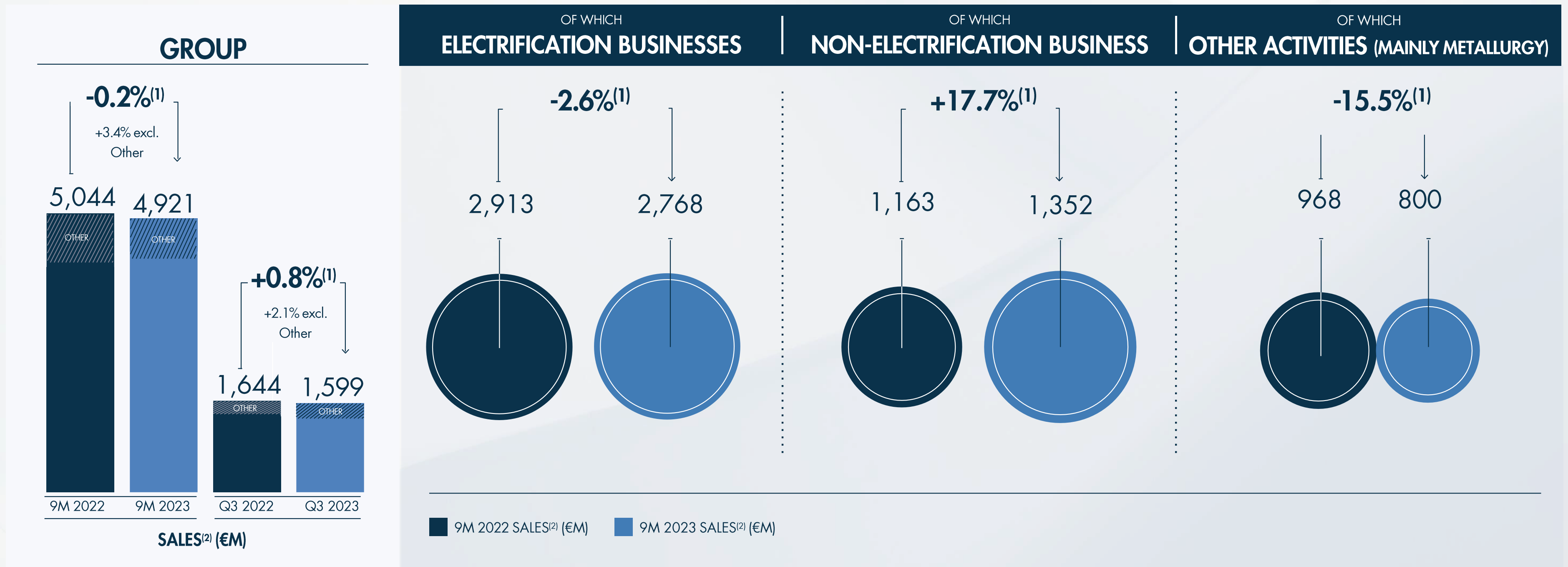
- Canada and France metallurgy facilities awarded the Copper Mark label for responsible copper production
- Solar power facility inaugurated at Nexans' Denizli plant in Turkey



NET 0

BY 2050
COMMITTED
TO THE SBTi

A VALUE-GROWTH FOCUSED MODEL



(1) Organic growth, (2) Standard sales at constant metal price. Based on 9M 2022 pro forma (refer to Appendix)

GENERATION & TRANSMISSION

ELECTRIFICATION

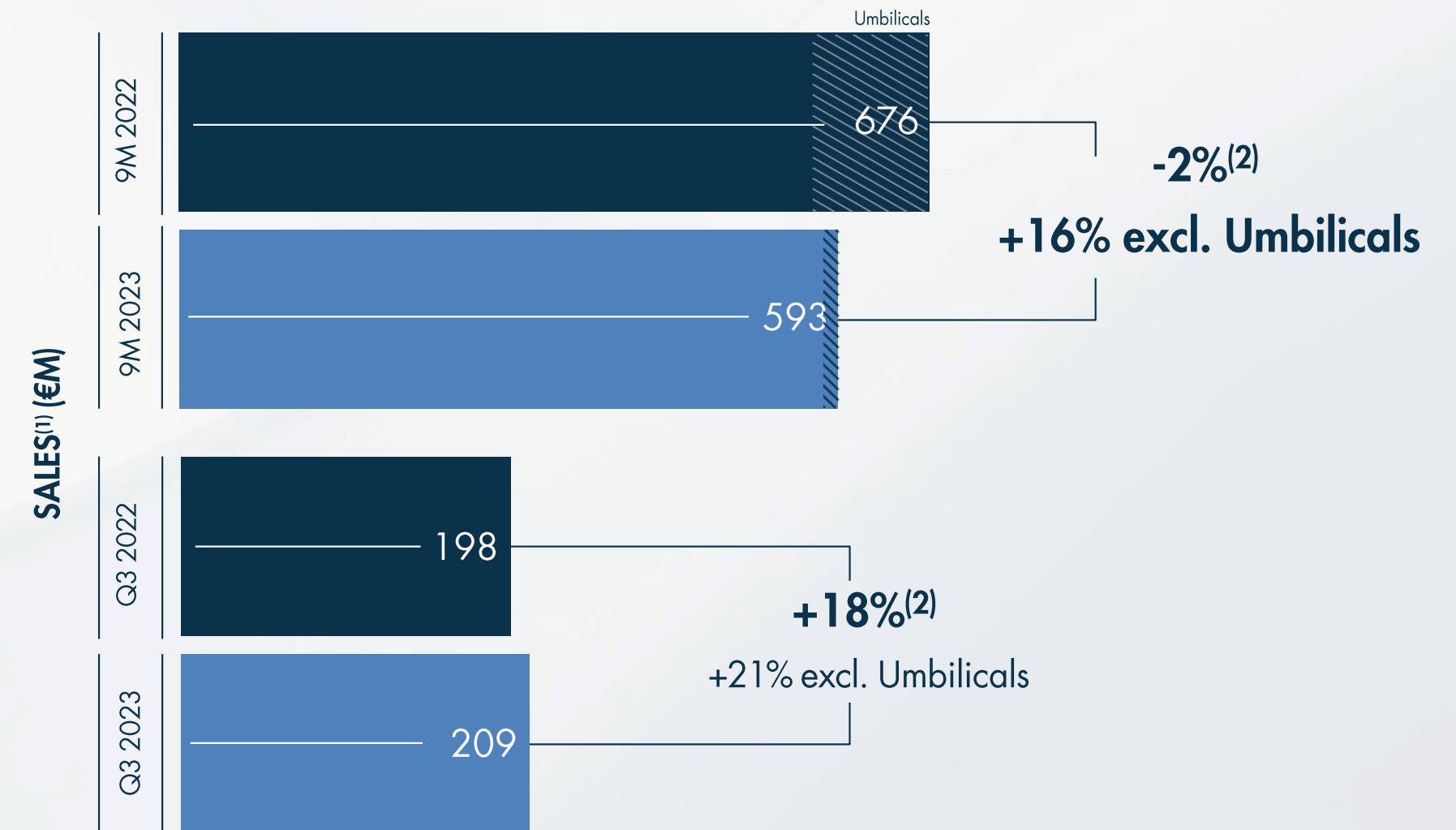


ROBUST UPTURN IN Q3

Improvement stemmed from project execution, a reduced impact of the exit of the Umbilicals activity, and the Charleston plant now operating at full capacity.

Robust visibility of manufacturing and installation assets load extending through 2030. Strategic investment in a third cable-laying vessel to address demand and Halden plant extension on-track.

Limited exposure to potential cancellation of Sunrise Wind and Empire Wind projects representing around 13% of adjusted backlog.



(1) Standard sales at constant metal price, Q3 2022 & 9M 2022 pro forma (refer to Appendix),
 (2) Organic growth.

DISTRIBUTION

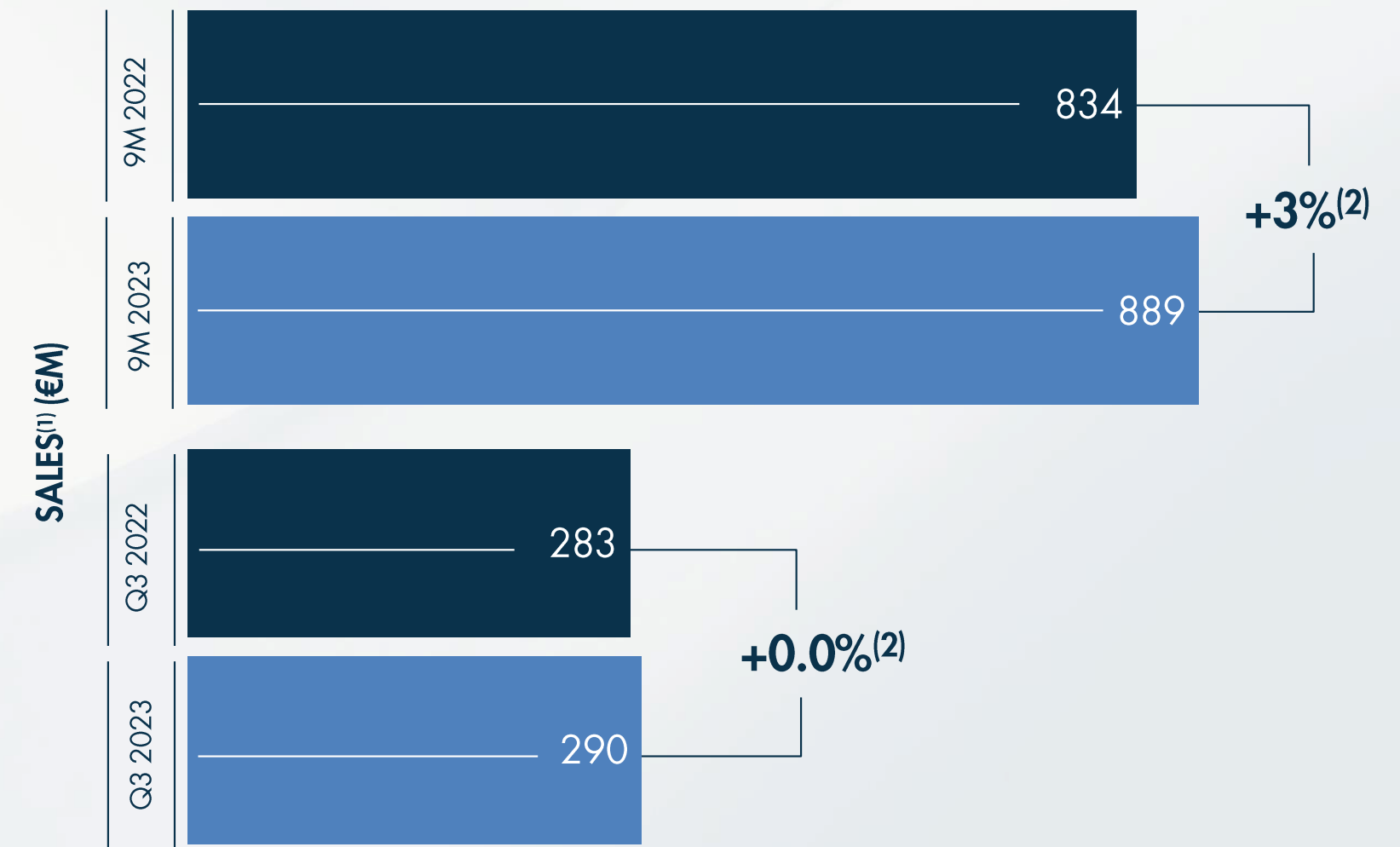
ELECTRIFICATION



SECULAR TRENDS FUELING MOMENTUM

Momentum supported by secular trends, including grid modernization and renewable energy projects. Absolute numbers reflecting Reka Cables acquisition in April 2023.

Europe and North America benefitted from robust demand from utilities and new frame-agreements with increased volumes and improved margins. South America and Asia Pacific regions slowed by timing of orders while demand in Middle East & Africa remained strong.



USAGE

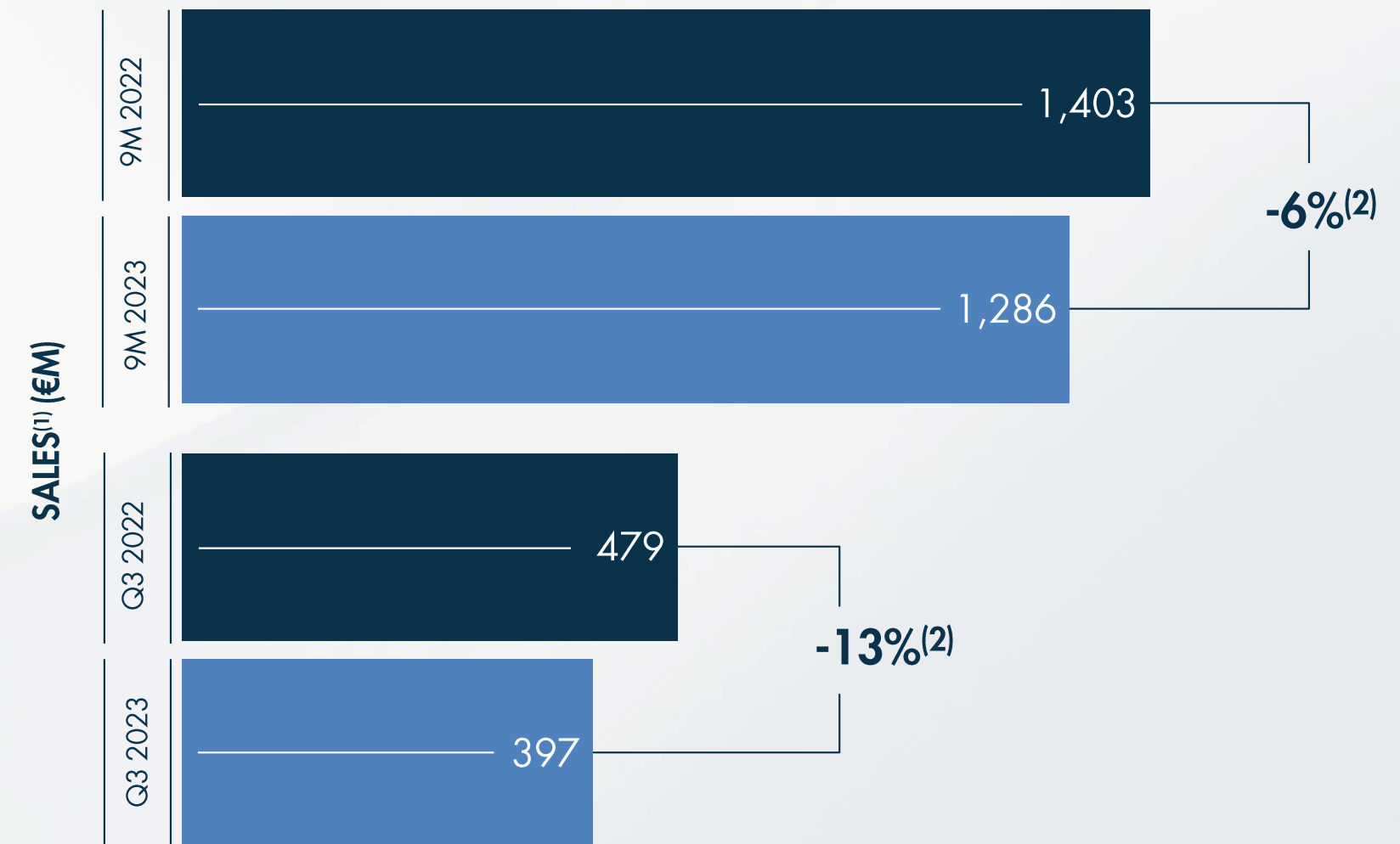
ELECTRIFICATION



FOCUSING ON STRUCTURAL PERFORMANCE

Reinforcing support from transformation platform through the deployment of SHIFT Performance and Prime programs.

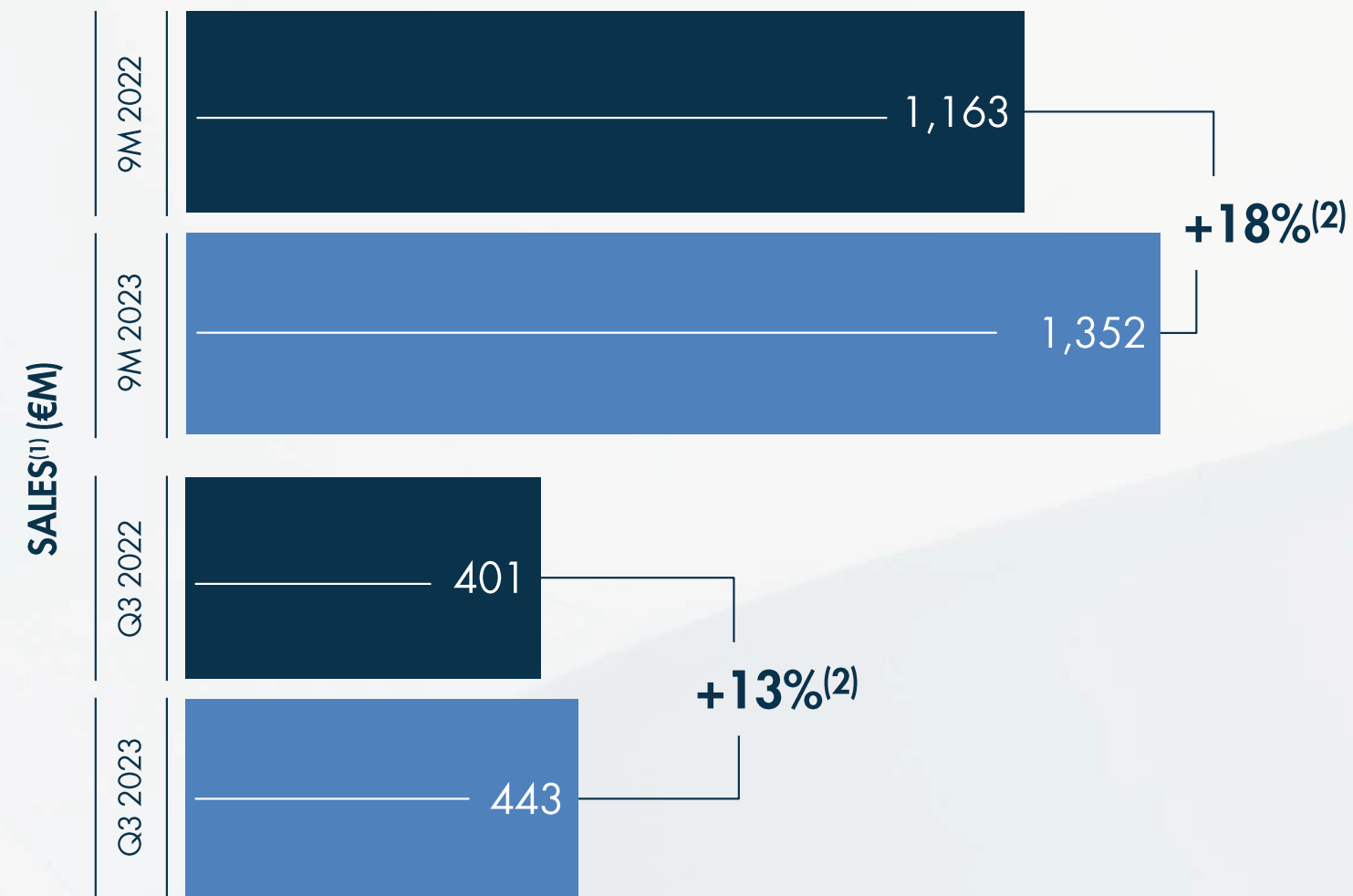
North America normalizing from last year's high level. Europe was resilient, while Middle East & Africa remained particularly strong.



NON-ELECTRIFICATION (INDUSTRY & SOLUTIONS)

ENDURING PERFORMANCE

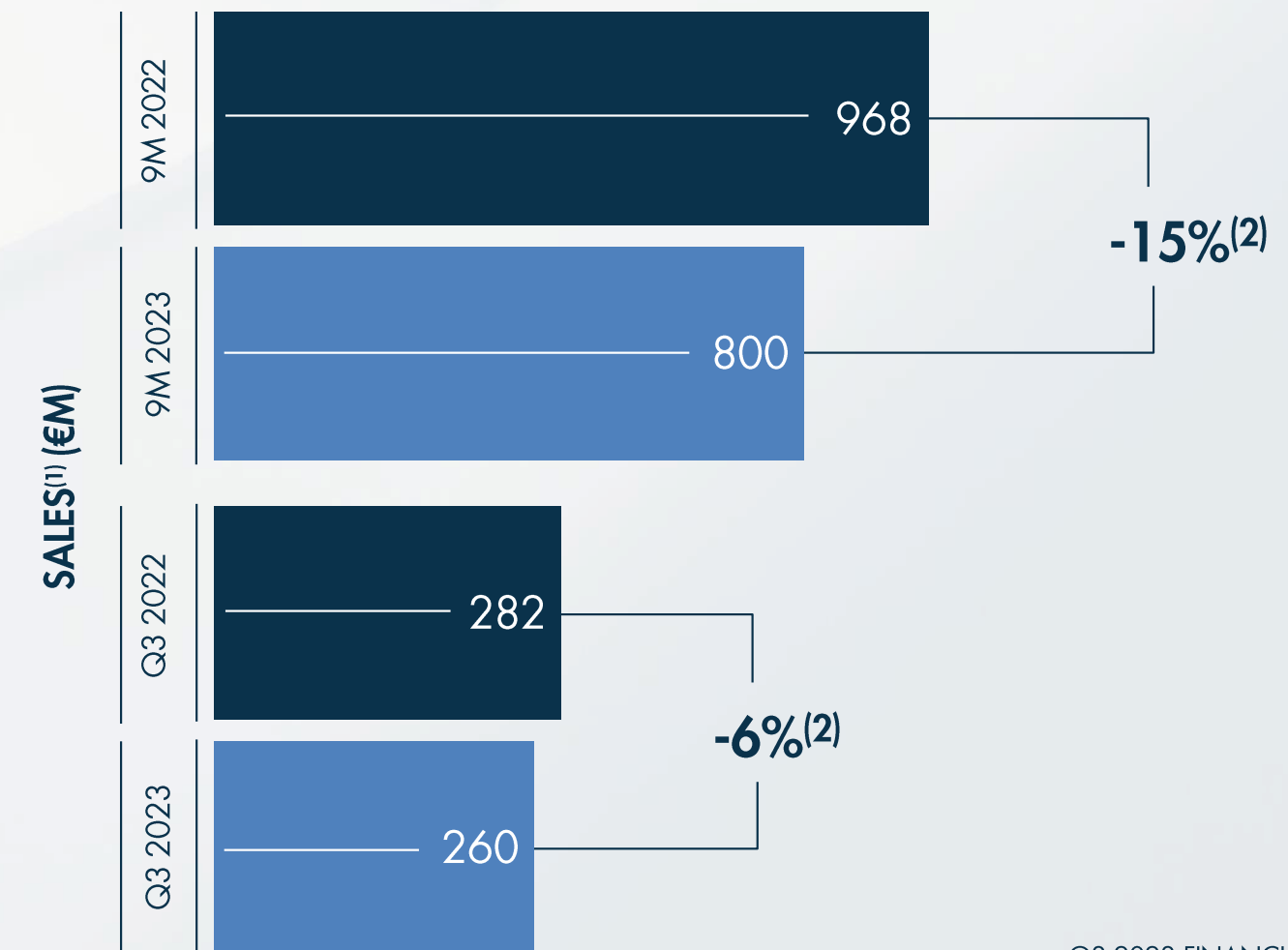
Robust momentum across the board, particularly in **Auto-harness**, **Automation** and **Mining**. Substantial decrease in **Automation** orders from last year's high level.



OTHER ACTIVITIES

REDUCTION IN LINE WITH STRATEGIC INITIATIVE

Metallurgy reduced external sales through tolling. **Telecom Systems** was soft.



2023 GUIDANCE CONFIRMED

OVERALL GROUP

(EXCLUDING NON-CLOSED ACQUISITIONS AND DIVESTMENTS)

EBITDA⁽¹⁾



BETWEEN
€610M AND €650M

**NORMALIZED FREE
CASH FLOW**



BETWEEN
€220M AND €300M

APPENDICES

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

NEXANS AT A GLANCE

A GLOBAL PLAYER OF THE ENERGY TRANSITION

2022

€6.7BN
STANDARD SALES

28,000
PEOPLE

42
COUNTRIES

ELECTRIFICATION BUSINESSES

GENERATION & TRANSMISSION



DISTRIBUTION



USAGE



METALLURGY & RECYCLING



NON-ELECTRIFICATION



OUR PURPOSE

WE ELECTRIFY THE FUTURE

OUR VALUES

DEDICATED PIONEERS UNITED

OUR PROMISE

SCALE-UP TO STEP-UP

FINANCIALS

9M IMPACT OF CHANGE IN SCOPE

Sales at standard metal prices, in €m	9M 2022 reporter	Allocation changes	9M 2022 pro forma	FX	Scope effect	Organic growth	9M 2023	Organic growth %
ELECTRIFICATION	2,852	61	2,913	(176)	100	(70)	2,768	-2.6%
→ Generation & Transmission	621	56	676	(71)	-	(13)	593	-2.1%
→ Distribution	828	5	834	(23)	55	23	889	+2.9%
→ Usage	1,403	-	1,403	(82)	45	(80)	1,286	-6.1%
NON-ELECTRIFICATION	1,416	(253)	1,163	(15)	-	203	1,352	+17.7%
→ Industry & Solutions	1,163	-	1,163	(15)	-	203	1,352	+17.7%
→ Telecom & Data	253	(253)	-	-	-	-	-	-
TOTAL EXCL. OTHER ACTIVITIES	4,268	(192)	4,077	(190)	100	134	4,120	+3.4%
→ Other activities	776	192	968	(30)	5	(143)	800	-15.5%
TOTAL GROUP	5,044	-	5,044	(220)	105	(9)	4,921	-0.2%

FINANCIALS

Q3 IMPACT OF CHANGE IN SCOPE

Sales at standard metal prices, in €m	Q3 2022 reported	Allocation changes	Q3 2022 pro forma	FX	Scope effect	Organic growth	Q3 2023	Organic growth %
ELECTRIFICATION	947	14	961	(67)	27	(24)	896	-2.7%
→ Generation & Transmission	186	12	198	(21)	-	32	209	+17.8%
→ Distribution	281	2	283	(12)	19	(0)	290	+0.0%
→ Usage	479	-	479	(34)	7	(56)	397	-12.6%
NON-ELECTRIFICATION	478	(77)	401	(9)	-	52	443	+13.1%
→ Industry & Solutions	401	-	401	(9)	-	52	443	+13.1%
→ Telecom & Data	77	(77)	-	-	-	-	-	-
TOTAL EXCL. OTHER ACTIVITIES	1,425	(63)	1,362	(77)	27	27	1,339	+2.1%
→ Other activities	219	63	282	(7)	-	(15)	260	-6.0%
TOTAL GROUP	1,644	-	1,644	(84)	27	12	1,599	+0.8%

GLOSSARY

Adjusted Generation & Transmission backlog: Backlog adjusted for secured but not yet implemented Subsea, Land and Special Telecom contracts.

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

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.

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 customers.

Strategic capex: Strategic capex correspond to the investments in the Halden (Norway) and Charleston (United States) plants, in the Generation & Transmission segment, announced at the Capital Markets Day on February 17th, 2021.