



# Q1 2024 Financial information

Good start to the year

Christopher Guérin, CEO  
Jean-Christophe Juillard, Deputy CEO & CFO

April 24, 2024 – 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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# Q1 2024 Main highlights

Q1 GROUP SALES  
ORGANIC GROWTH



**+2.8%**

Q1 2024 vs Q1 2023  
Standard sales organic growth

ACCELERATION IN  
ELECTRIFICATION BUSINESSES



**+6.7%**

Q1 2024 vs Q1 2023  
Standard sales growth

ROBUST BALANCE SHEET  
MAINTAINED



**€350m**

Bond issuance

DOUBLING MANUFACTURING IN  
SUBSEA HIGH VOLTAGE



**x2**

Capacities in Halden plant, Norway

RECORD ADJ. BACKLOG IN  
GENERATION & TRANSMISSION



**€6.7Bn**

+10.2% vs Dec 2023

LANDMARK ACQUISITION OF  
LA TRIVENETA CAVI IN ITALY

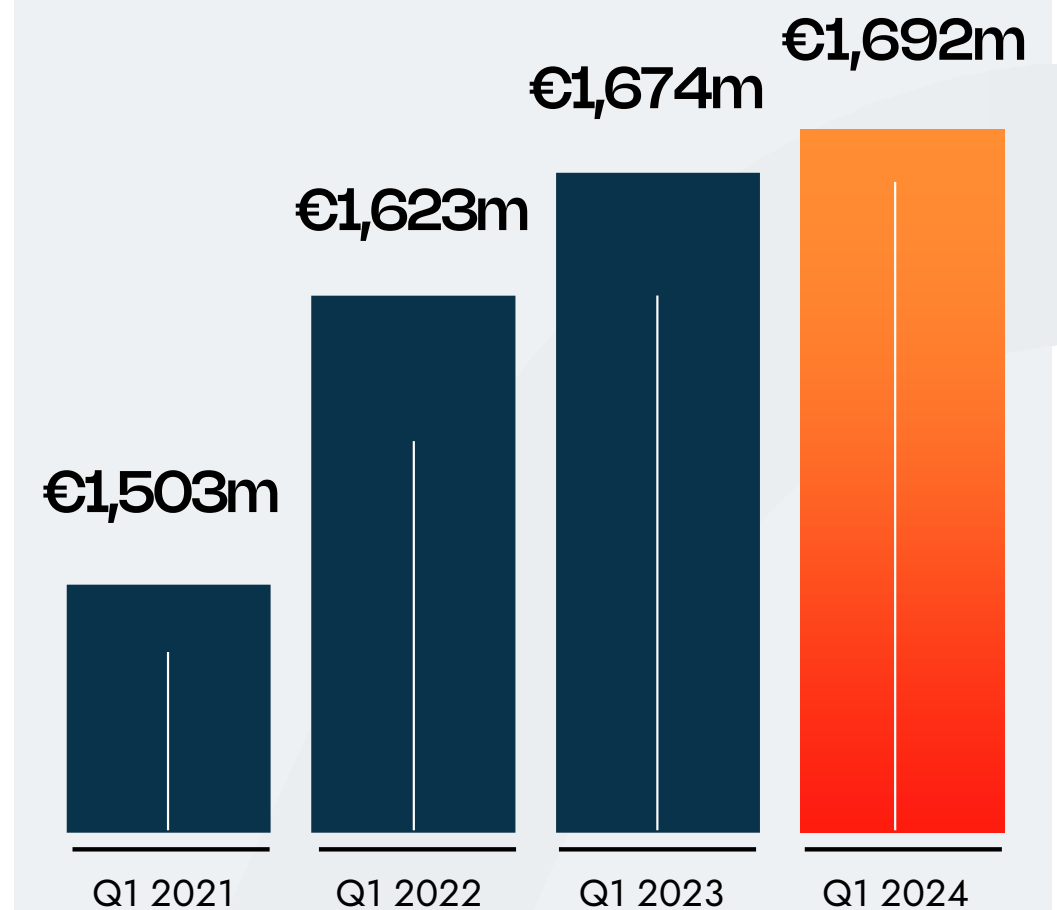


**>€800m**

additional revenue in Usage & Distribution

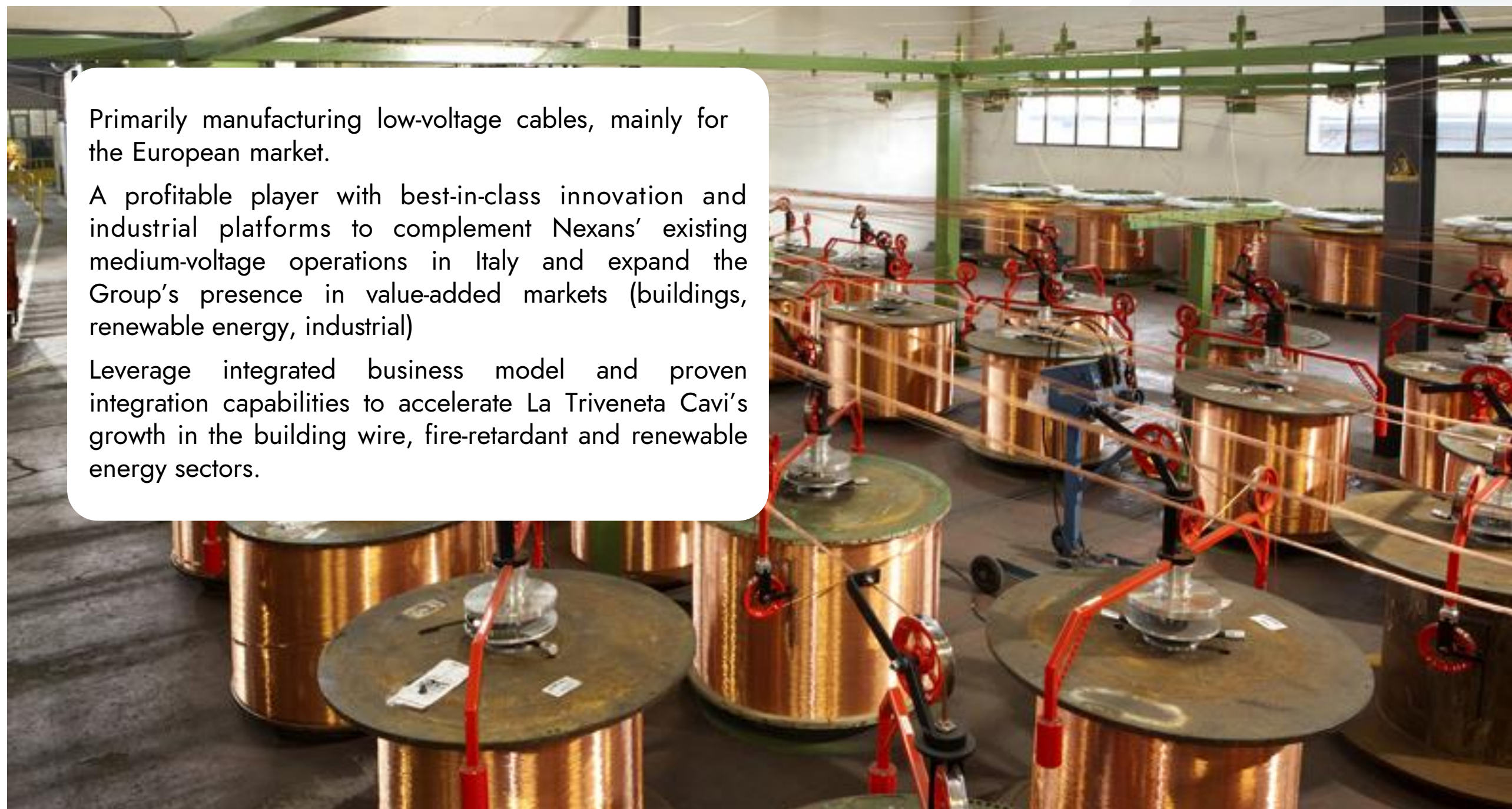
GROUP

Standard Sales (€m)



# Nexans to acquire iconic La Triveneta Cavi in Italy

## Significant progress toward closing



Primarily manufacturing low-voltage cables, mainly for the European market.

A profitable player with best-in-class innovation and industrial platforms to complement Nexans' existing medium-voltage operations in Italy and expand the Group's presence in value-added markets (buildings, renewable energy, industrial)

Leverage integrated business model and proven integration capabilities to accelerate La Triveneta Cavi's growth in the building wire, fire-retardant and renewable energy sectors.

**700**  
PEOPLE

**>€800M**  
2023 CURRENT SALES

**4**  
PRODUCTION UNITS

**5.6x**  
2023 EV/EBITDA

- 5.6x 2023 EBITDA pre-synergies and 4.6x post-synergies
- High-single digit accretive on EPS from year 1
- Financed by a mix of cash and debt - Group leverage ratio expected to not exceed 1.0x after the transaction
- Golden Power approval received, closing expected in Q2 subject to regulatory approvals and satisfaction of other customary closing conditions



# Expanding subsea high voltage assets To selectively capture market growth





# Engagement & Governance at the heart of Nexans

## Continuous Engagement Rate improvement since 2021



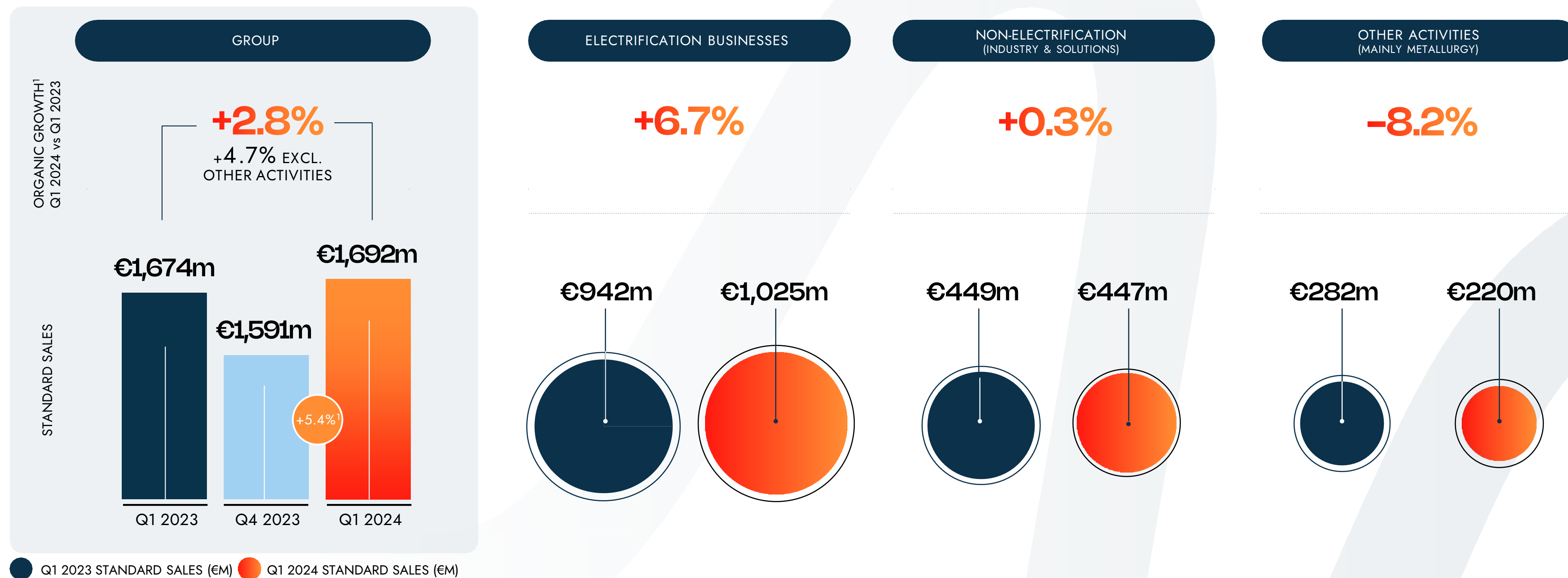
APPOINTMENT OF A NEW CENSOR

TAMARA DE GRUYTER  
President Portfolio Business and member of the executive board at Wärtsilä



# Good start to the year: +4.7% org. in Q1 2024 excl. Other

## Continued amplification of Electrification businesses



(1) Organic growth at constant scope and currency.

# Generation & Transmission

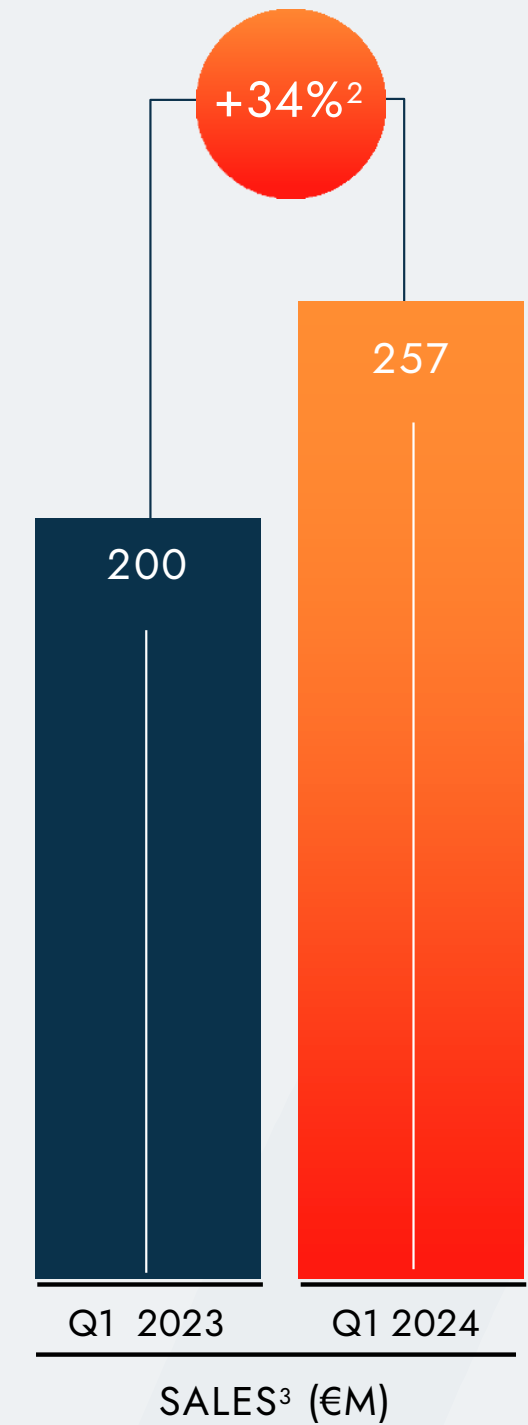
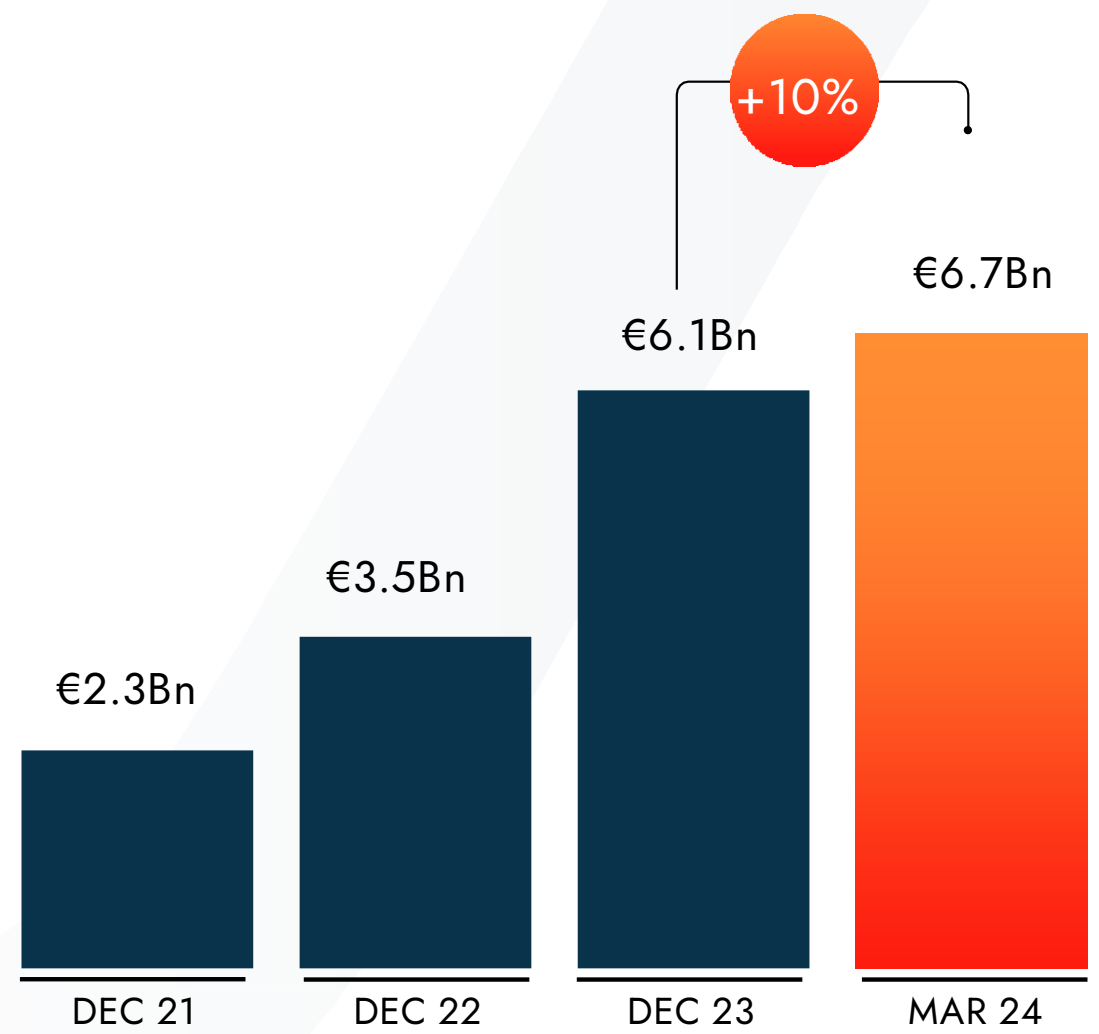
## Expansion programs supporting growth

Robust topline growth thanks to contributions from subsea high voltage plants investment in Charleston (USA), and Halden expansion (Norway) finalized early 2024. Strong visibility of manufacturing and installation assets load, extending through 2030.

Continued subsea backlog growth: first call-off for the BalWin3 and LanWin4 offshore grid connection systems under the TenneT framework agreement awarded in April 2023.

Sound tendering activity supported by >€20Bn buoyant subsea high voltage market.

RECORD GENERATION & TRANSMISSION  
ADJUSTED BACKLOG (€Bn)<sup>1</sup>



(1) 2021 and 2022 proforma  
 (2) Organic growth at constant scope and currency.  
 (3) Standard sales at constant metal price.



# Distribution

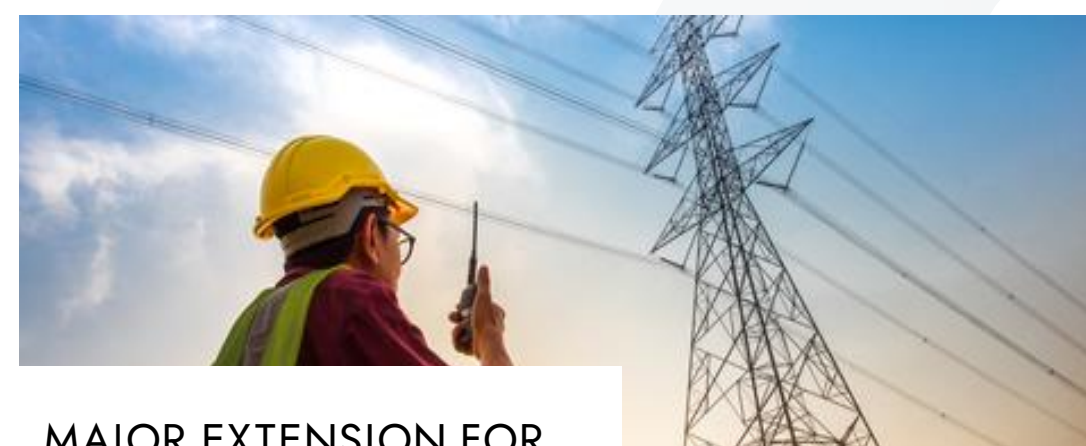
## Demand underpinned by grid modernization trend

Strong demand from Electric Utilities with grid investment a priority in many countries.

Europe benefitted from robust demand from utilities and new frame-agreements, notably in Italy.

Asia Pacific rebounded.

### ENABLING THE ENERGY TRANSITION



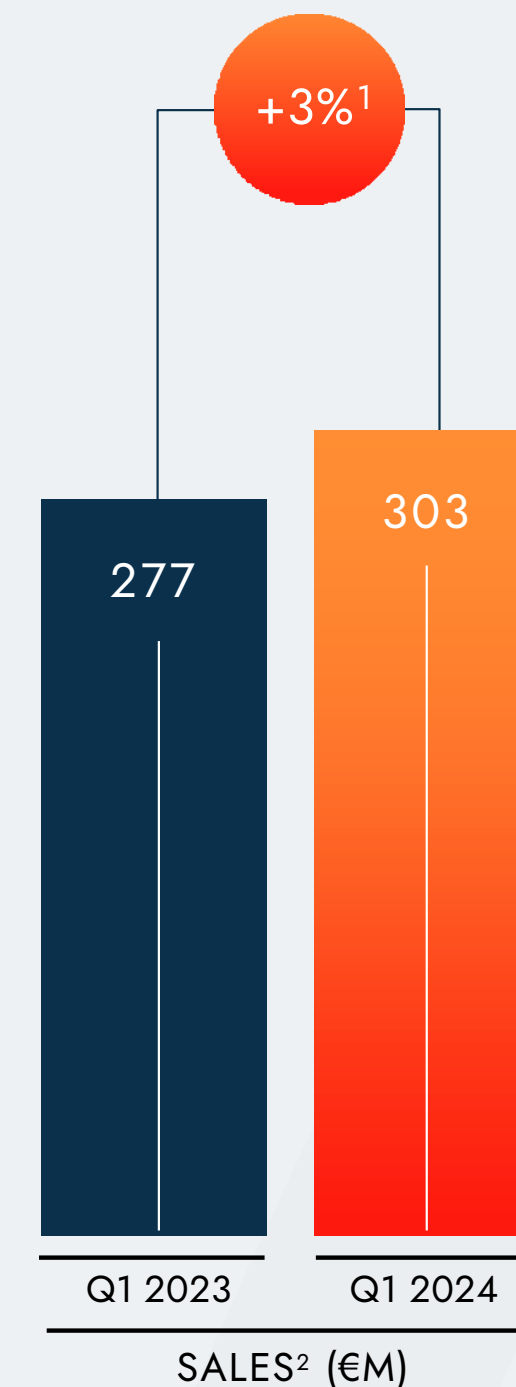
MAJOR EXTENSION FOR AN ITALIAN UTILITY

**6,000km**

Power distribution cables

**16-month**

contract



(1) Organic growth at constant scope and currency.

(2) Standard sales at constant metal price.



# Usage

## Sustained demand

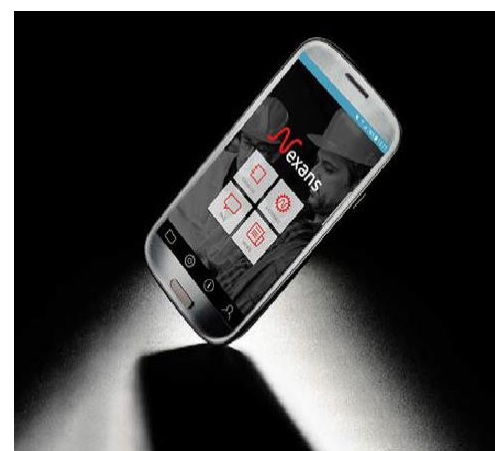
Sales strongly up +11% organically versus Q4 2023 reflecting sustained demand across all regions and focus on value-added solutions.

Good overall demand in South America and Asia Pacific.

Europe remained resilient despite a soft demand in some countries.

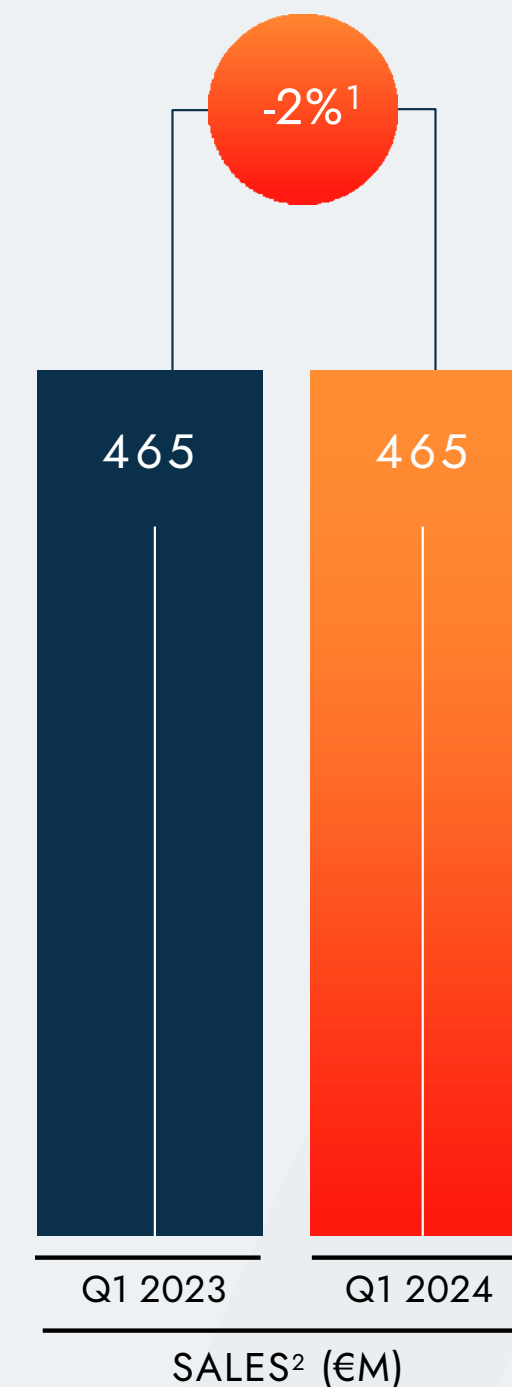
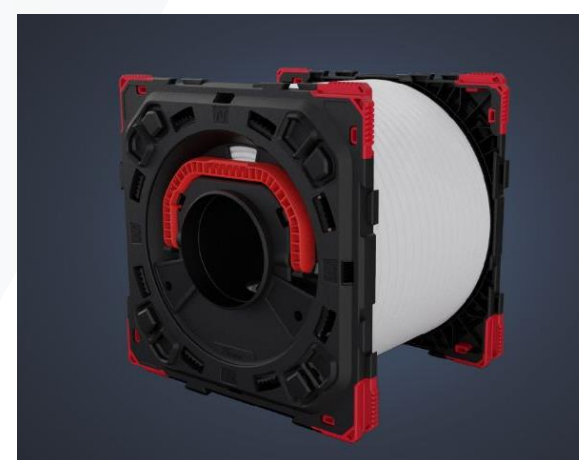
Strong demand in Middle East & Africa, while volumes in Canada were down -21% year-on-year.

### INNOVATION FROM PRODUCTS TO SOLUTIONS



Active and engaged users

Smart packaging  
Launch of the new  
**MOBIWAY  
BOOST**  
range in Asia Pacific

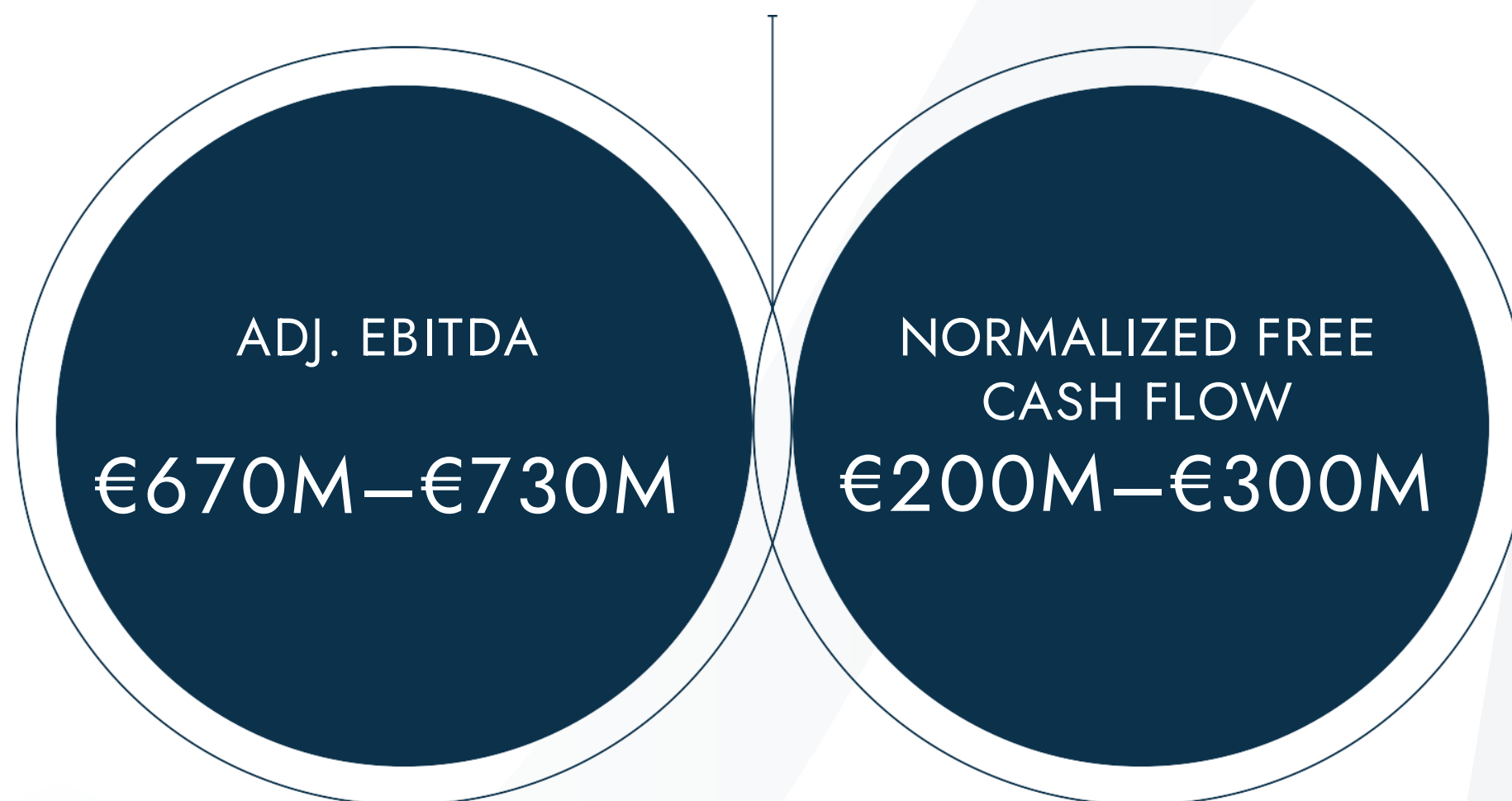


(1) Organic growth at constant scope and currency.  
(2) Standard sales at constant metal price.



# 2024 Guidance confirmed

## OVERALL GROUP (Excluding non-closed acquisitions and divestments)



### TAILWINDS

- Continuation of buoyant market demand, supported by global megatrends in electrification
- Transformation and value-added solutions to support structural profitability improvements
- Risk-reward backlog Generation & Transmission and frame-agreements in Distribution providing sound visibility

### HEADWINDS

- Geopolitical and economic environment remains uncertain
- Short-term visibility and demand moderation from elevated levels in some residential segments and Automation
- Execution risks related to Generation & Transmission projects





# NEXANS CAPITAL MARKETS DAY 2024

November 13<sup>th</sup>, 2024  
London

For more information contact  
[investor.relations@nexans.com](mailto:investor.relations@nexans.com)



# Appendices



## Sales at standard metal prices impact of foreign exchange and consolidation scope

	Q1 2023	FX	Organic Growth	Scope effect	Q1 2024	Organic growth
<b>ELECTRIFICATION</b>	942	(5)	63	26	1,025	+6.7%
→ Generation & Transmission	200	(7)	65	-	257	+33.9%
→ Distribution	277	(1)	9	18	303	+3.4%
→ Usages	465	3	(12)	8	465	-2.5%
<b>NON-ELECTRIFICATION</b>	449	(4)	1	(0)	447	+0.3%
→ Industry & Solutions	449	(4)	1	(0)	447	+0.3%
<b>TOTAL EXCL. OTHER ACTIVITIES</b>	1,391	(8)	64	26	1,472	+4.7%
→ Other activities	282	(1)	(19)	(44)	220	-8.2%
<b>TOTAL GROUP</b>	1,674	(9)	45	(18)	1,692	+2.8%



# Nexans at a glance

## A global player of the energy transition

2023

**€6.5BN**  
STANDARD SALES

**28,500**  
PEOPLE

**41**  
COUNTRIES

### ELECTRIFICATION BUSINESSES



GENERATION & TRANSMISSION



DISTRIBUTION



USAGE



OTHER (MAINLY METALLURGY & RECYCLING)



NON-ELECTRIFICATION

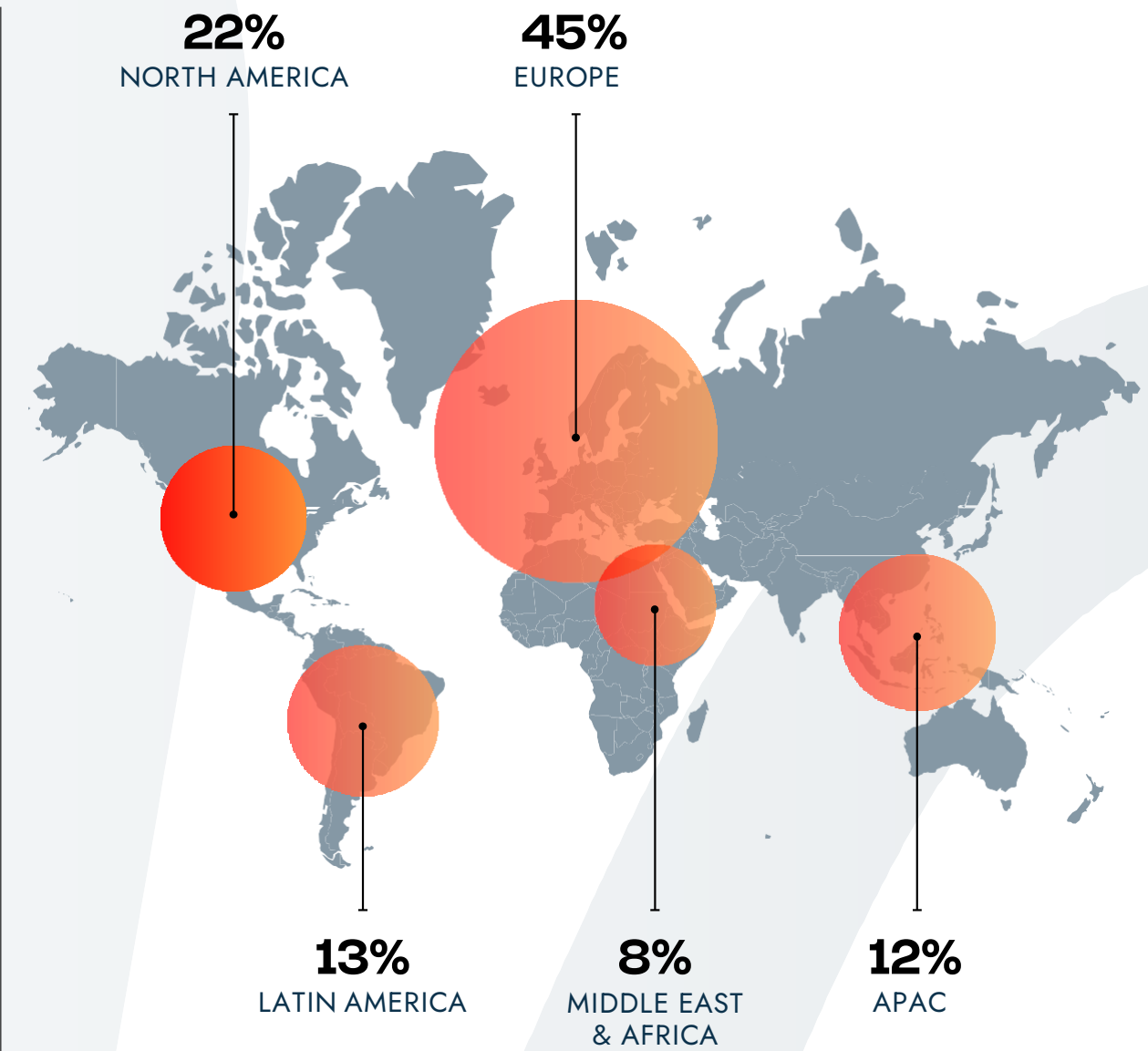
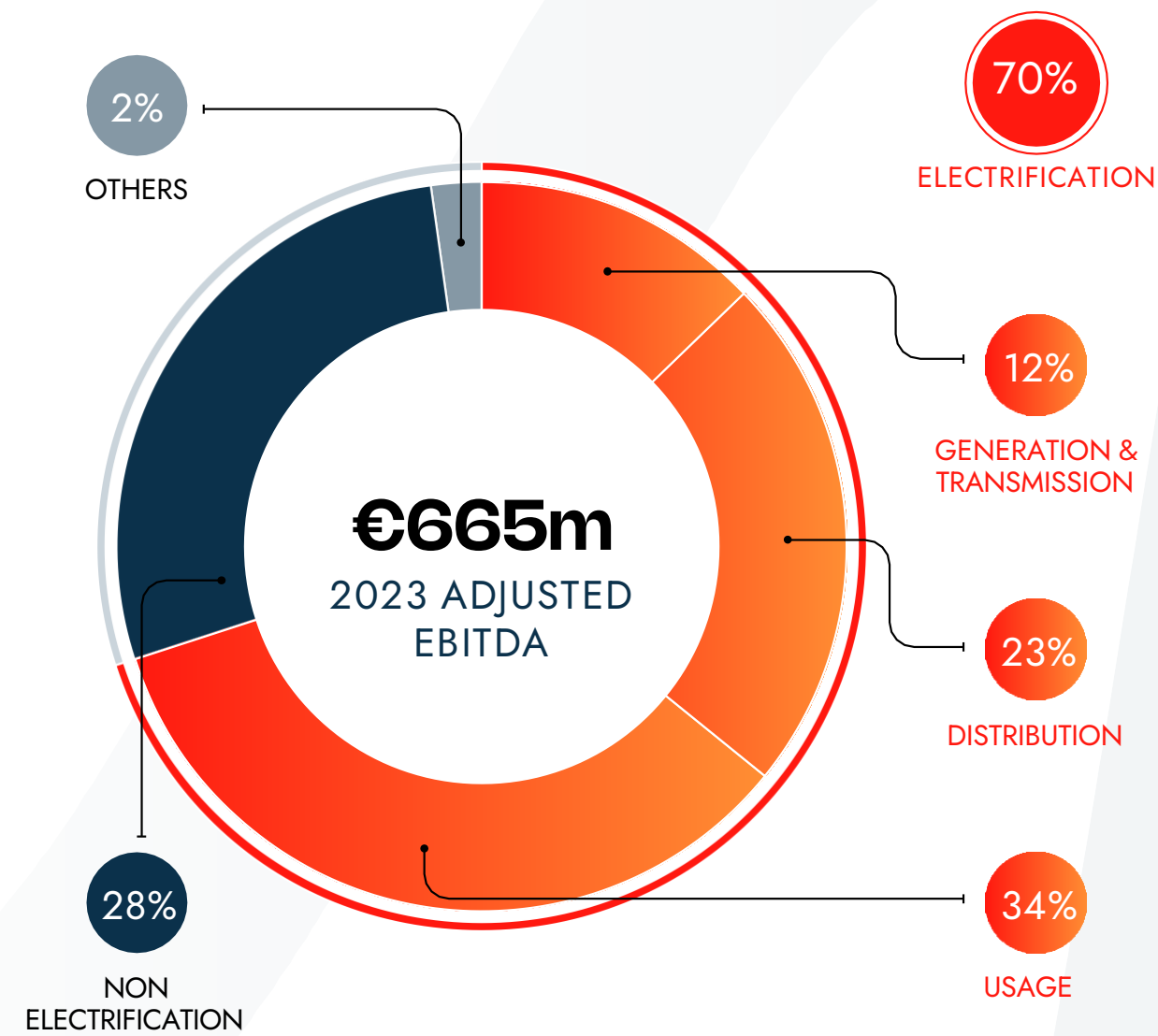
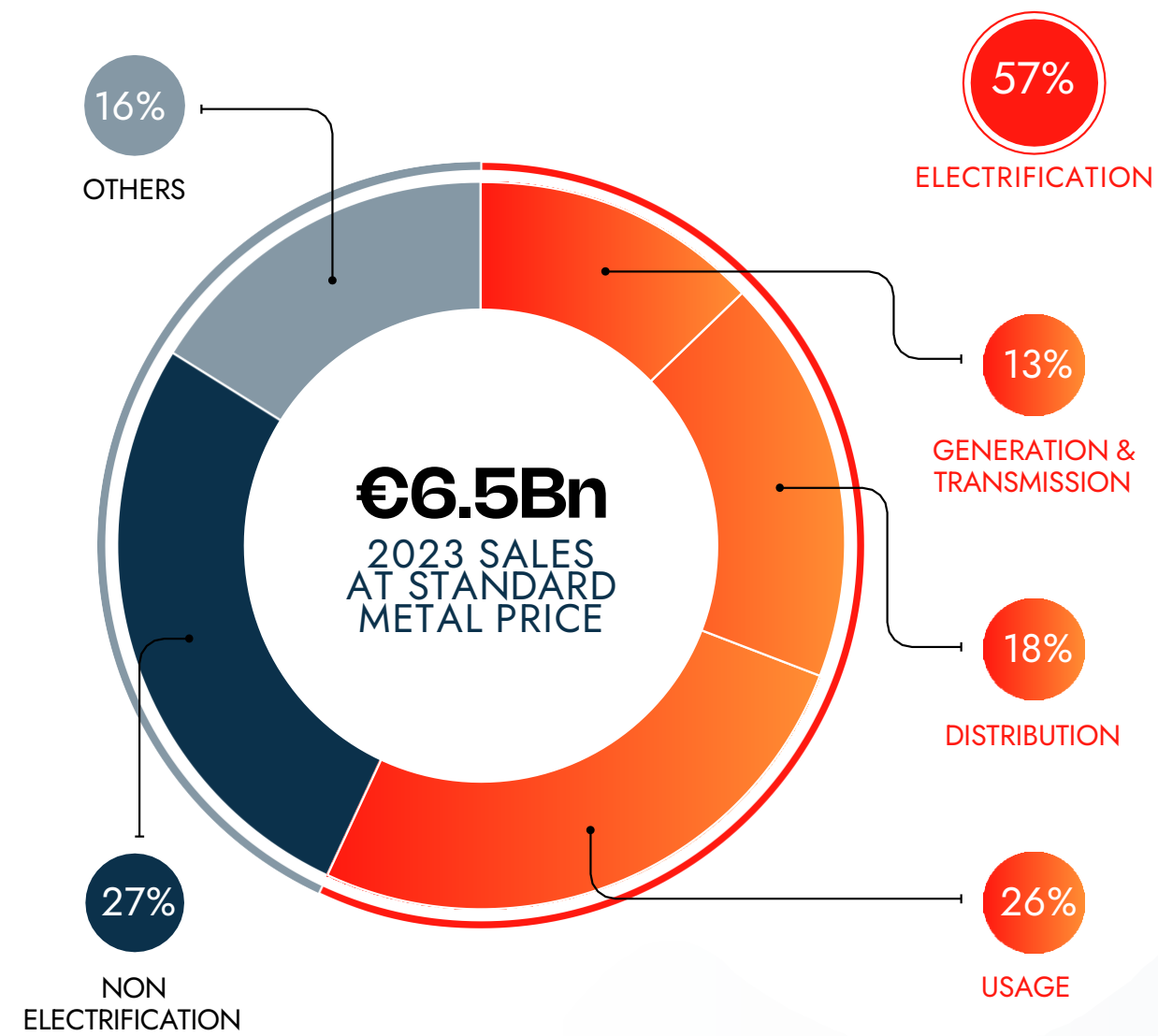
**OUR PURPOSE**  
WE ELECTRIFY THE FUTURE

**OUR VALUES**  
DEDICATED PIONEERS UNITED

**OUR PROMISE**  
SCALE-UP TO STEP-UP



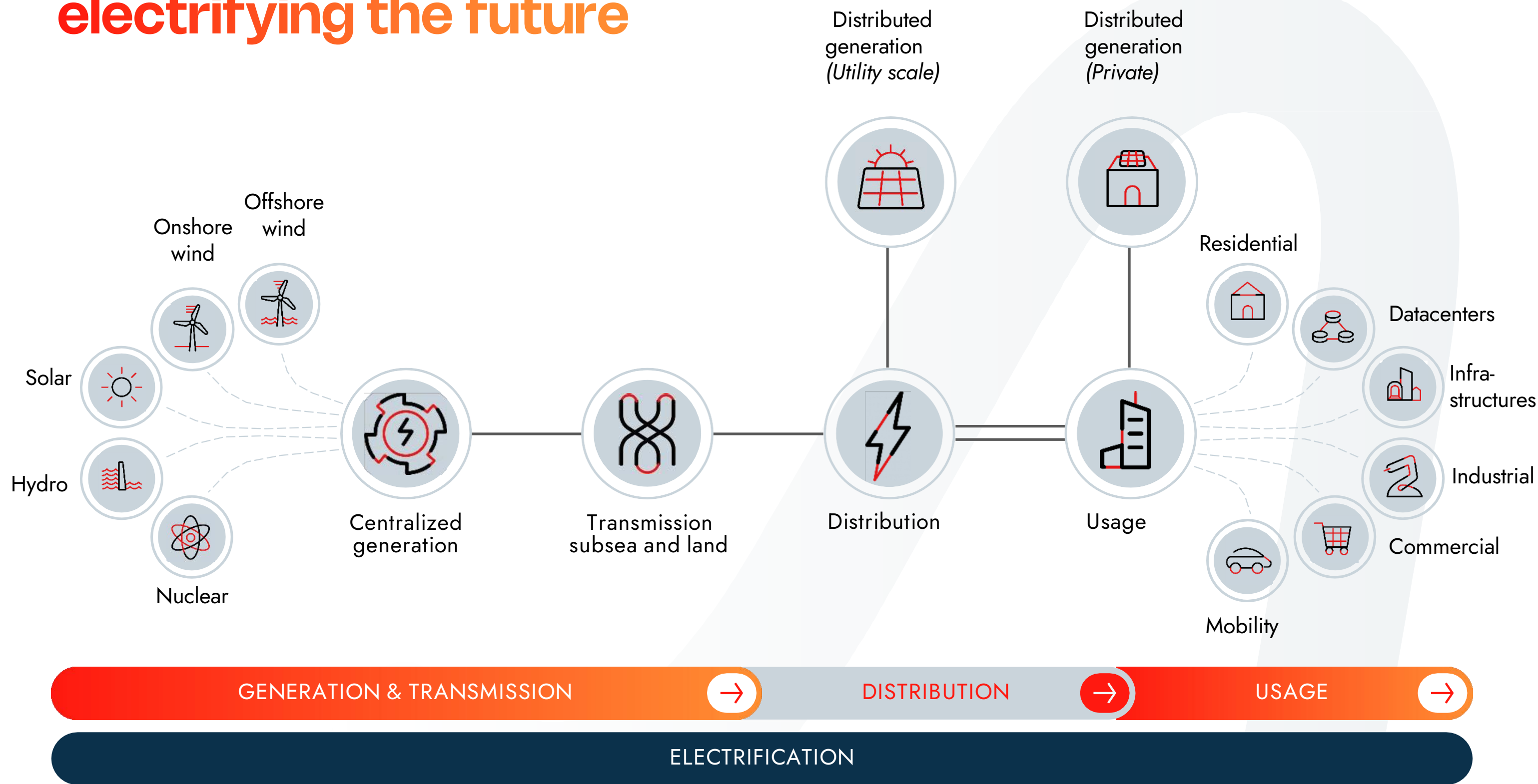
# Diversified end-markets and balanced geographic footprint



% SALES AT STANDARD METAL PRICES, EXCLUDING AUTO-HARNESS AND GENERATION & TRANSMISSION



# Our strategy electrifying the future



**+20%**  
DEMAND FOR ELECTRICITY  
WORLDWIDE BY 2030

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**~80%**  
OF THE ADDITIONAL  
GENERATION CAPACITY TO  
BE ROLLED OUT BY 2040 WILL  
COME FROM RENEWABLE  
ENERGY SOURCES

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**31%**  
SHARE OF ELECTRICITY  
IN TOTAL FINAL ENERGY  
CONSUMPTION BY 2040

Source: Roland Berger 2019 studies and IEA



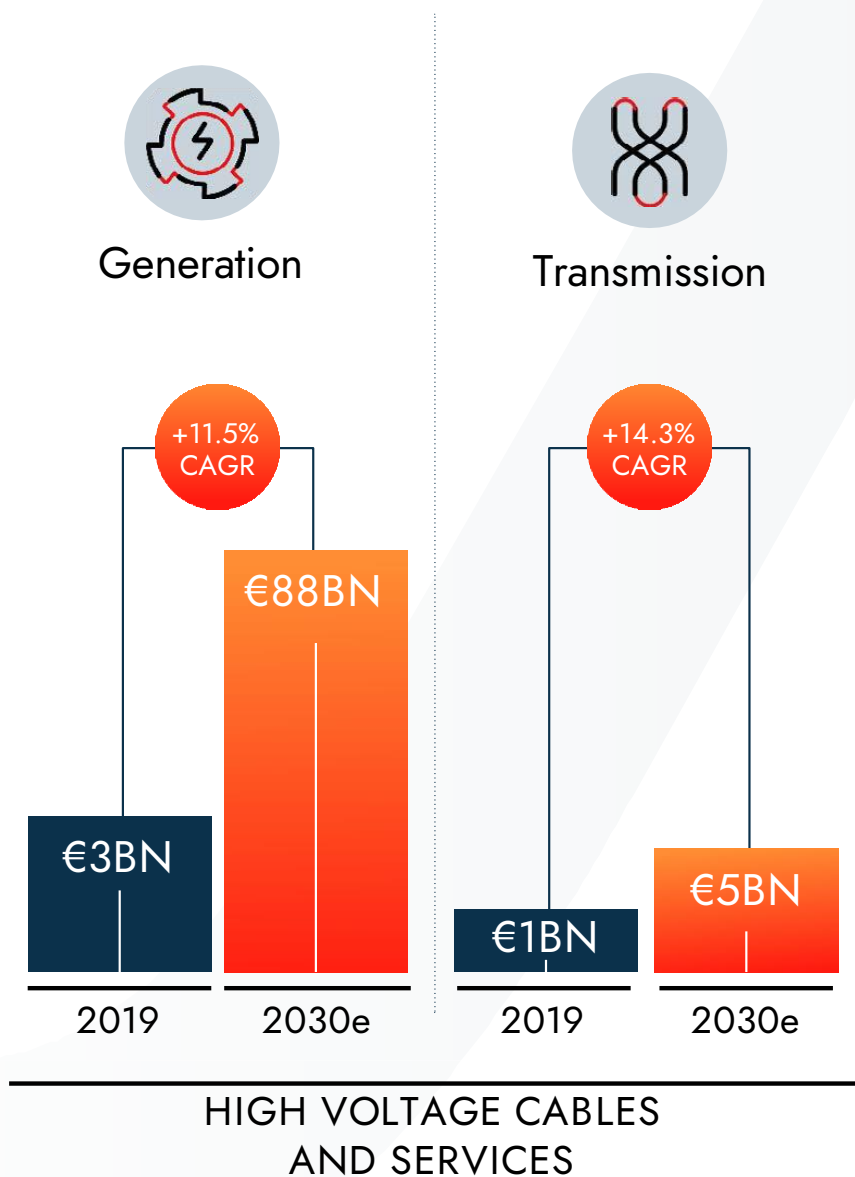
# The urgency of Electrification

The beginning of a demand super cycle comparable to the 1950-1970's

## CABLE MARKETS FORECAST

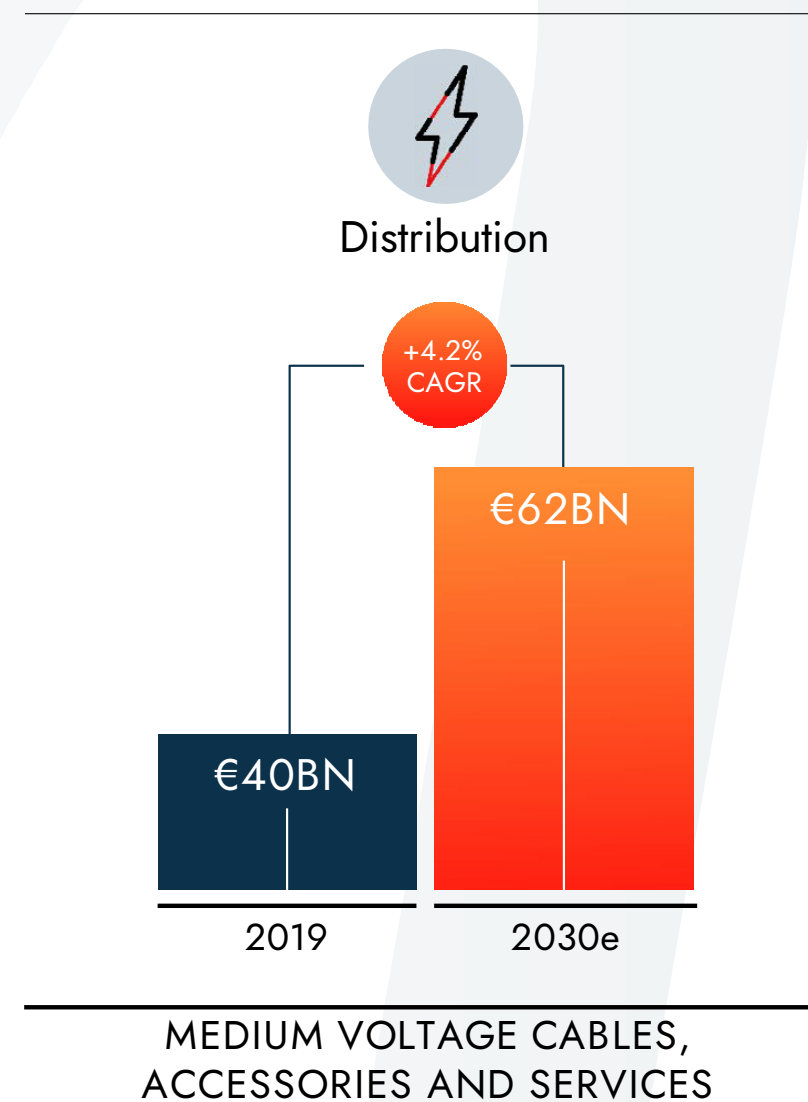
### NET-ZERO TRANSITION

- Shift from fossil fuel to renewables
- Bring energy from generation area to consumption area



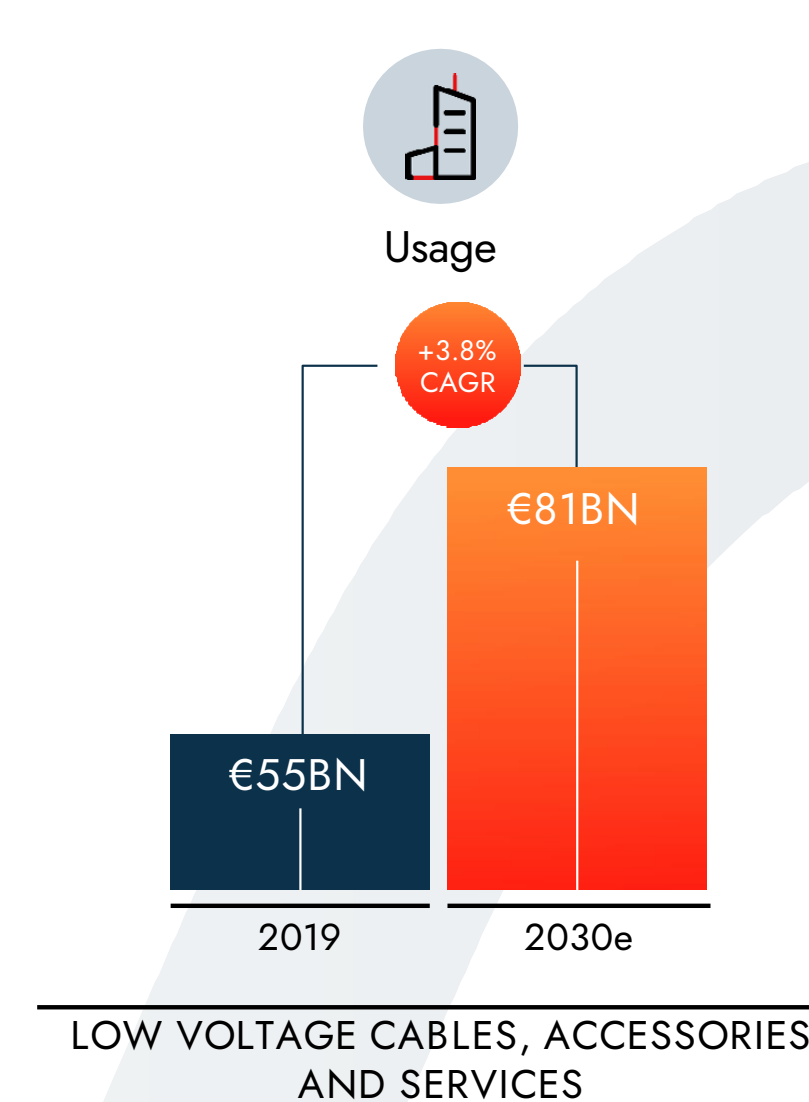
### GRID RENEWAL & STRENGTHENING

- Replace and monitor ageing grids to avoid blackouts
- Cope with demand through smart grids, digital asset management and superconducting cables



### SMART & SAFE BUILDINGS

- Supply renovation wave and smart buildings
- Ensure customer safety and contain spread of fire

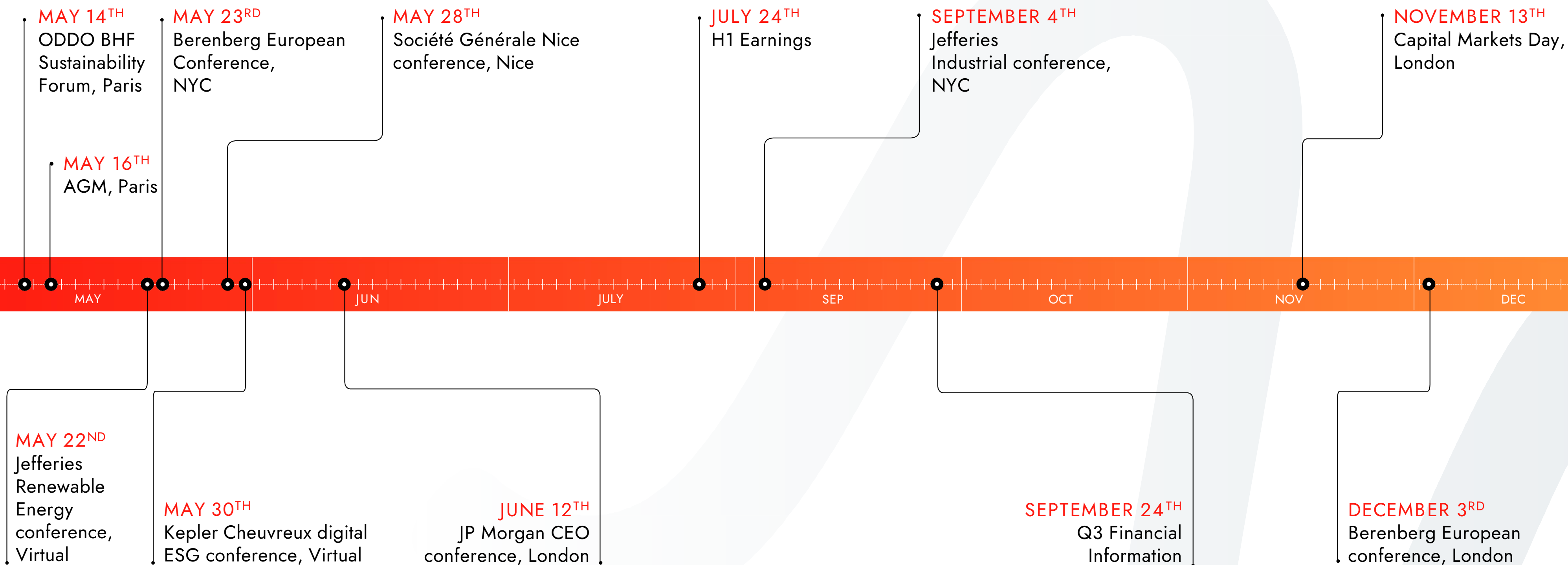


Source: Roland Berger 2019 studies



# Nexans actively engaging with investors

## 2024 agenda





## Glossary

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

**Adjusted EBITDA:** Starting 2023, Nexans consolidated adjusted EBITDA is defined as operating margin before (i) depreciation and amortization, (ii) share-based payment expenses, and (iii) other specific operating items which are not representative of the business performance.

**Free Cash Flow (FCF):** FCF is determined based on EBITDA restated for the net change in provisions including pensions/other post-employment benefits and other non-cash items. It also includes net changes working capital, capital expenditures net of disposal proceeds, other investing cash-in/out but excluding those related to the sale/purchase of shares in a company with a change in consolidation method, restructuring cash-out, financial interest paid and income tax paid.

**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.

**Normative net income:** Normative net income corresponds to the sum of the operating margin, the cost of financial debt (net), other financial income and expenses (excluding impairment of financial assets where applicable), and the normative corporate income tax.

**Operating margin:** The operating margin is assessed before the impact of (i) the revaluation of the Core exposure, (ii) impairment of property, plant and equipment, intangible assets or goodwill resulting from impairment tests, (iii) the change in fair value of non-ferrous metal financial instruments, (iv) capital gains and losses on asset disposals, (v) related acquisition costs for completed acquisitions and costs and fees related to planned acquisitions, (vi) expenses and provisions for antitrust investigations, (vii) reorganization costs, (viii) the share in net income of associates, (ix) net financial income (loss), (x) taxes and (xi) net income from discontinued operations.

**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.

**ROCE (Return on Capital Employed):** ROCE is defined as 12 months Operating Margin in relation to end-of-period Operational Capital Employed, excluding the antitrust provision. Operational Capital Employed includes operating and non-operating working capital items, intangible and tangibles assets, loans and receivables, deferred taxes, reserves excluding pensions and other employee benefit reserves and restructuring reserves.

**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, thus taking into account the specific economic conditions of the units.

**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 capital expenditures correspond to the investment in the Halden (Norway) and Charleston (United States) plants, as well as cable-laying vessels in the Generation & Transmission segment.