



THE GLOBAL CABLE EXPERT
PRESS BACKGROUNDER 2011

PRESS CONTACTS

Céline Révillon
celine.revillon@nexans.com
Tel.: + 33 1 73 23 84 12

Pascale Strubel
pascale.strubel@nexans.com
Tel.: + 33 1 73 23 85 28

For more information:
www.nexans.com

CEO'S MESSAGE CONFIDENCE FOR 2011



February 14, 2011 - In 2010, a decade after its independence and IPO, Nexans has established its position as a worldwide leading expert in the cable industry. Formerly Alcatel Cables & Components and the successor to the over 100 year-old Câbles de Lyon, Nexans accounts for around 7% of worldwide sales in this highly fragmented market.

Nexans provides best-in-class cable solutions to customers operating in five key sectors: energy infrastructures, energy resources, transportation, communication and building. Employing a total of 23,700 people, the Group has production facilities in 40 countries and a sales presence that spans the globe.

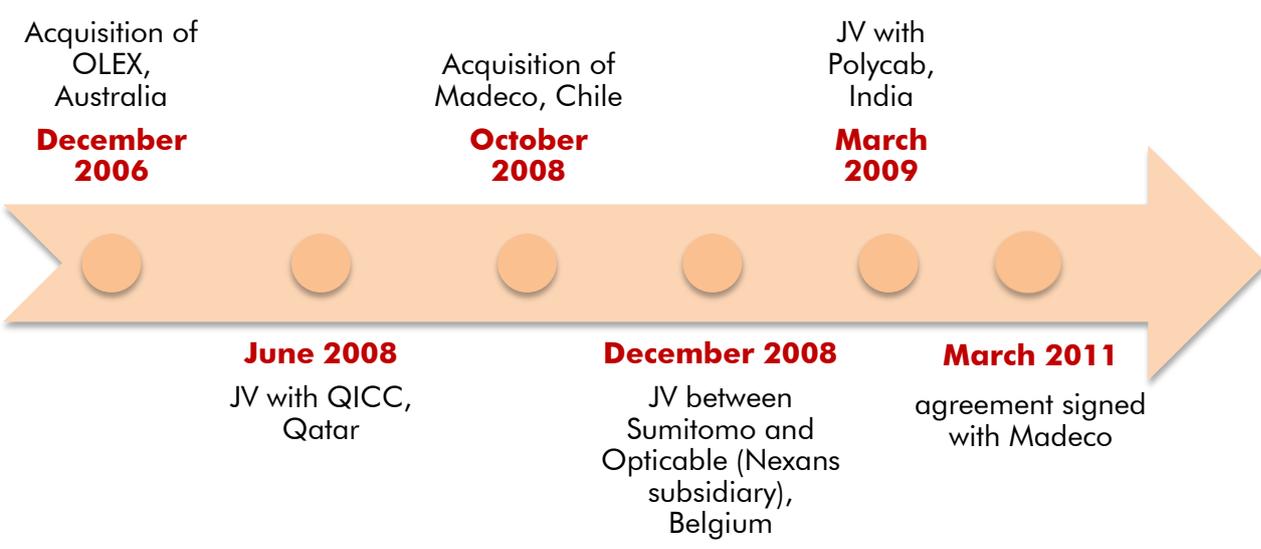
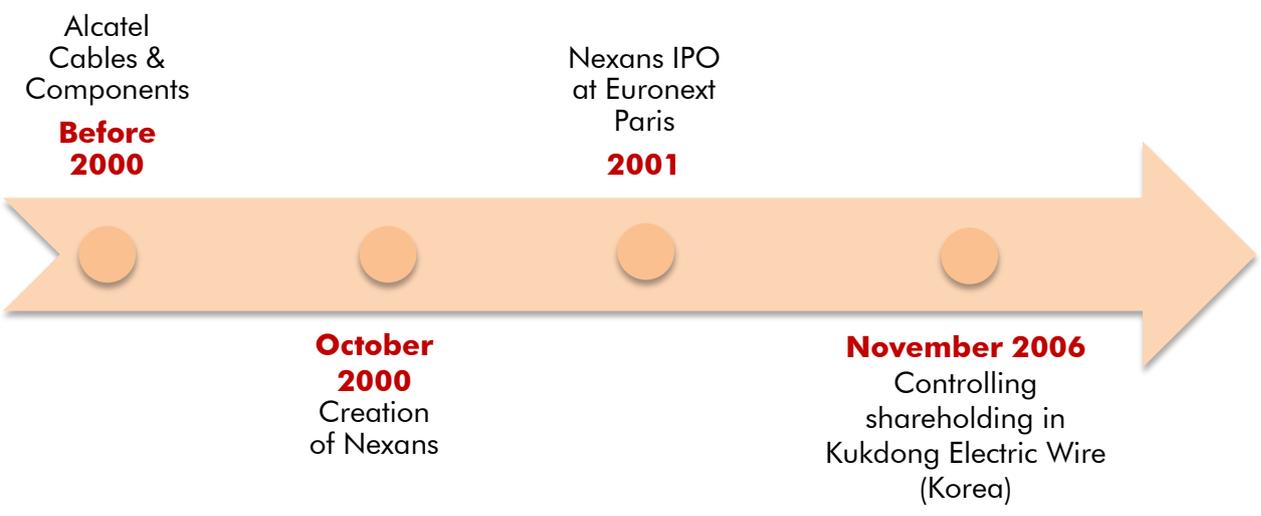
In 2010, the Group had sales of more than 6 billion euros (at current non-ferrous metal price) and the operating margin totaled 207 million euros, that is, 4.8% of sales at constant non-ferrous metal prices. The overall improvement in the market environment in the second half has enabled Nexans to announce results slightly above expectations for sales and operating margin, and far better than anticipated for net debt (144 million euros). In a context marked by sharp hikes in raw material prices, our teams have strenuously defended margins and continued to reduce working capital. The end of the year also witnessed an upturn in the performance of our high-voltage submarine cable business, while the signing of major contracts, such as the Malta-Sicily interconnection, the Skagerrak IV project and the Estlink II project underscored the Group's lead in this promising market segment.

In this context, we feel confident as we embark on 2011.

**Frédéric Vincent,
Chairman and CEO**



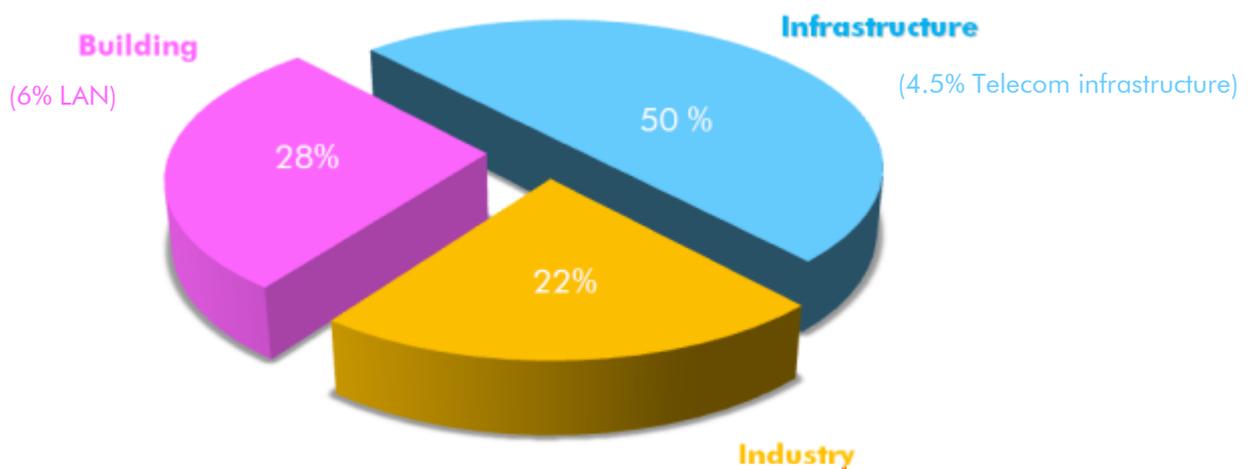
HISTORY MORE THAN 100 YEARS OF EXPERTISE



BUSINESS ACTIVITIES OVERVIEW

As a worldwide leading expert in the cable industry, Nexans, an energy focused company, provides best-in-class cable solutions to customers operating in five key sectors: energy infrastructures (Transmission & Distribution), energy resources, transportation, communication and building. Committed to customer satisfaction, the Group keeps focusing on innovation and investing for industrial and operational excellence. The Group Nexans offers an extensive range of cables, cabling systems and services to raise industrial productivity, improve business performance, enhance safety, enrich the quality of life and assure long-term network reliability. In 2010, Nexans' total sales were more than 6 billion euros with a 4.8% operating margin.

2010 SALES BY KEY MARKET (at constant non-ferrous metal prices)



MAJOR PRODUCTS AND TYPES OF CLIENTS

Infrastructure

- Energy cables (high, medium, low voltage), data cables, FTTH networks, FTTx applications, etc.
 - Power utilities companies, international airports, city metro lines, etc.

Industry

- Handling cables, ultra-cold subsea cables, umbilicals, etc.
 - OEMs of locomotive, aircraft, ship, oil platform, machine tool, etc.

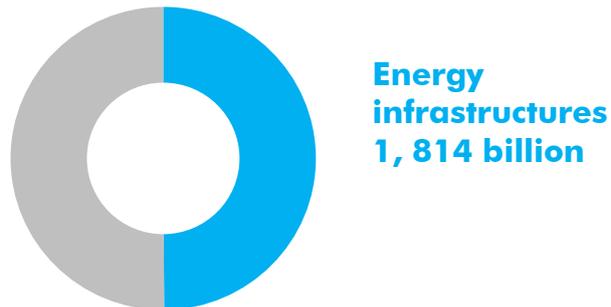
Building

- Energy cables, control cables, telecommunication cables, fire-safety cables, etc.
- LAN cables (data cables): fiber optic cables, Category 5/6/7 copper cables, etc.
 - Office building, sports, cultural and educational facilities, industrial buildings, etc.
 - Business networks, data centers, etc.

BUSINESS ACTIVITIES INFRASTRUCTURES

Nexans' infrastructure activities provide cables, cable solutions and services for power transmission and distribution networks, airports, railway and telecommunication networks. This business accounts for 50% of the global sales and has a sound outlook on a worldwide scale due to future needs such as upgrading energy infrastructures, electrifying areas, transport infrastructure programs in emerging countries and the need for faster and more reliable telecommunication networks.

2010 REVENUES IN EURO



MAJOR MARKET SEGMENTS - 2010 KEY FEATURES

	Power transmission and distribution networks	See focus "Energy Infrastructures" (next page)
	Port infrastructure	Qatar Ras Laffan port extension
	Airport infrastructure	Australia Brisbane Airport Link Project in Queensland
	Railway networks	Brazil Sao Paulo Metro trains upgrade

FOCUS ON ENERGY INFRASTRUCTURES

Nexans' energy infrastructures activities cover power generation, transmission and distribution, including a complete offer for the development of smarter power grids. With energy as the basis of our development, and a strong telecommunication background, Nexans provides complete cables and cabling solutions but also supplies the decisional tools and technical means required to increase capacity, reduce losses and meet the challenges of congestion, bottlenecks and blackouts. Nexans wants to support its customers in achieving the four drivers of the energy business: efficiency, reliability and security, flexibility and eco-friendliness.

MARKET KEY DRIVERS



Interconnexions
of national grids



Submarine links
to export power from
offshore wind farms



Submarine links
to connect islands

2010 MAJOR PROJECTS

- **EstLink II** power submarine link between Finland and Estonia - 180 million Euro
- **Malta-Sicily** subsea power interconnection - 178 million Euro
- **Dubai's** first 400 kV underground cable system - 90 million Euro
- **Abu Dhabi** power transmission network upgrade - 72 million Euro
- **Oslofjord II** submarine high-voltage power link - 104 million Euro

PROJECT FOCUS LONDON ARRAY



The London Array wind farm is located around 20 km off the UK coast, in the Thames Estuary. The site is about 233 km². Nexans high voltage subsea power export cables will connect the windfarm to the UK grid.

The power export cable contract comprises the design, manufacture and laying of the four 150kV XLPE submarine power cables in parallel and other accessories. A total of 431 turbines will be constructed over four years and are expected to supply power for around 750,000 UK homes.

For more information, please consult:
www.nexans.com/londonarray

BUSINESS ACTIVITIES **INDUSTRY**

Nexans' industry activities provide a complete portfolio of cables and cable solutions for market segments as diverse as oil and gas, onshore and offshore, nuclear energy, shipbuilding, rolling stock, aerospace, automation, etc. The rising global energy demand and the scarcity of natural resources combined with environmental protection requirements are the key drivers for these activities.

MARKET SEGMENTS

- Oil & Gas and petrochemical, nuclear, wind turbines and photovoltaic
- Railway rolling stock, shipbuilding, aeronautics, automotive
- Handling
- Automation

2010 KEY FEATURES

- New plant dedicated to aeronautics opened in Morocco to meet Airbus local needs
- Over 1,000 km of ENERGYFLEX® cables installed in Italy's largest solar photovoltaic project in Puglia
- 25,000 km of FLAMEX® rail cable solutions will support power, control and data applications on new suburban trains destined for SNCF services in Greater Paris

2010 REVENUES IN EUROS

Industry
875 million



PROJECT FOCUS MOCHOVCE NUCLEAR POWER PLANT



By signing a contract exceeding 20 million Euros, Nexans provides to Slovakia's electric utility Slovenské Elektrárne (part of Italy's ENEL Group) around 5,000 km of specialized low-voltage power, control and instrumentation cables for the new pressurized water reactors currently under construction at the Mochovce nuclear power plant in Slovakia. The K3 cable type that Nexans is supplying for the Mochovce project have been specifically designed and tested to deliver exceptional performance, reliability and safety in nuclear power installations. They ensure enhanced fire-performance in emergency situations based on a high level of fire-retardancy and fire-resistance together with low-smoke and low toxicity characteristics provided by the use of zero-halogen materials.

BUSINESS ACTIVITIES BUILDING

In building activities, Nexans supplies cables and network solutions for structures of all types from small residences to public and office buildings and industrial complexes. The building market is increasingly focusing on fire safety especially as new regulations require more stringent standards. Nexans has pioneered successive generations of fire-resistant and fire-retardant cables in anticipation of this need. Nexans' LAN business provides copper and optical fiber cabling systems for new resource-intensive applications such as data centers, storage area networks and security services. The market demands very high speed transmission with an integrated solution that is capable of combining cables, connections, administration and security.

MARKET SEGMENTS

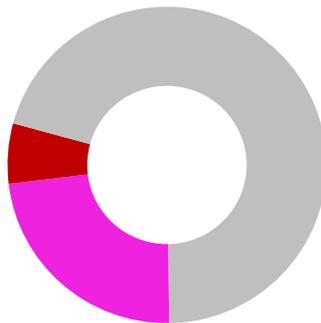
- Residential
- Industrial
- Public
- Business networks

2010 KEY FEATURES

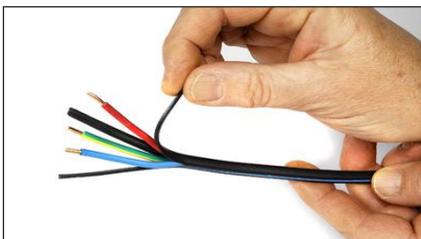
- Launch of EASYFIL®, innovative design which consists of three pre-assembled wires using a peel-off binder
- New INFIT™ insulation technology developed specifically for fire resistant cables, as the ALSECURE® range

2010 REVENUES IN EUROS

Building
1,123 million
 (LAN : 244 million)



INNOVATION EASYFIL® 3-IN-1



Easyfil 3in1 is Nexans' solution for electrical installers, specially designed for the easy wiring of residential and small office buildings. By pre-assembling the individual blue, red and green/yellow H07V-U wires traditionally used for electrical wiring in one single peel-off binder, this Nexans innovation provides a modern and convenient wiring alternative.

The solution is ready to be installed inside a cable trough or duct. The wires remain assembled during installation but can be separated by hand for connection. Moreover, the binder has been specially designed for smooth sliding when the wires are being drawn. Handling, installation and transportation are facilitated as only one coil is needed instead of three.

CUSTOMER FOCUS MAKING OUR CUSTOMERS TOP PRIORITY

At Nexans, there is an overall belief that taking care of customers is the best way to achieve the Group's own goals. Thus, a wide internal transformation program has been set up in 2010 in order to improve the way to listen to customers, to create value for them, to give them what they need, and to constantly measure how Nexans' performance meets their expectations.

Through **continuous improvement of all processes**, starting in the plant planning department (e.g. to reduce lead time) right through to commercial services (e.g. to improve responsiveness), Nexans is committed to deliver a higher **customer service level**.

Further steps towards excellence rely on thorough **Customer Relationship Management** which aim is to develop transparency and trust within sales teams worldwide, exchange customer information on projects, tenders, business opportunities, share customer visit reports with other teams likely to generate input.

To further enhance **contact with the customer**, Nexans encourages its people to improve their own personal and professional development monitoring. This is done through **training** and **sales-support tools**, and specific internal "Competency models" that help people to face the operational challenges and provide satisfaction to their customers.

In order to **achieve performance**, Nexans has also set up specific Sales & Marketing guidelines and Key Performance Indicators, so as to remain focused on priorities. Besides, mandatory **customer surveys** measure customer satisfaction accurately and objectively, identify areas for improvement and track the progress of customer satisfaction over time.

Because customers expect **value-added services**, Nexans is sensitized about the importance of value creation for customers. Supply chain service is for instance a key initiative designed to broaden Nexans' offering beyond the supply of products.

Last but not least, Nexans keeps focusing on **innovating in step with customer needs**. In order to help design just-right customer solutions, Nexans Research & Development teams worldwide work in close cooperation with customers in order to ensure a continuous in-depth understanding of their applications and of their future needs.



INDUSTRIAL EXCELLENCE “NEXANS EXCELLENCE WAY”



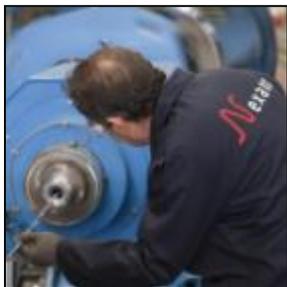
The “Nexans Excellence Way” program, officially launched on July 2nd, 2009, aims to take advantage of all Nexans experiences to improve continuously the Group’s industrial model. It gathers best practices that have stimulated and improved industrial performance.



Frédéric Vincent, Chairman and CEO of Nexans, stated his full commitment to this industrial excellence program: *“Because it fits completely with our core values: performance improvement, a community of values, sharing of competencies, customer orientation and, above all, it makes Health & Safety an absolute priority for our people”.*



The objective of the program is to achieve industrial excellence through quality & safety, cost management, lead time & inventory management. It engages continuous improvement methodology using tools such as the 5S principles, value stream mapping, evaluation roadmap, etc. Nexans Excellence Way encourages to constantly challenge the status quo, to eliminate waste and create value



RESULTS

- 57 factories involved in 2010, objective: 80 in 2011
- Safety improvement: accident rate has been cut by 3
- 20% stock reduction

KEY DATES

2009

This program was first tested in six Nexans factory sites in Australia, Belgium, the USA, Germany, France and Turkey and then deployed in about twenty plants during the year.

2010

57 Nexans plants progressively adopted the NEW program throughout the world.

2011-2012

Deployment in progress to reach the final target by end of 2012: 100% of Nexans plants managed through NEW standards.

RESEARCH, DEVELOPMENT AND INNOVATION

Nexans' continuous goal is to maintain its staff at the forefront of world technology in its industry. Every year, the Group invests around 70 million euros in research and development in order to further improve the quality and technical compatibility of its products and reduce their time to market. 530 engineers and technicians are dedicated to research within the Group, which holds a portfolio of more than 3,000 patents. Nexans registers about 60 patents per year, about 1 per week.



INDUSTRY-LEADING INTERNATIONAL RESEARCH CENTERS

Nexans has 4 International Research Centers (NRC) worldwide, based in Lyon and Lens in France, in Nuremberg in Germany and in Jincheon in South Korea. Thanks to international teams from the best universities, Nexans is particularly active in fundamental research and focuses mainly on the study and enhancement of cable components, including sheathing, conductors and insulators.

Nexans' applied research is conducted in Competence Centers, focusing on the Group's core businesses and specializing in key products or technologies. Located both in Europe and North America, the competence centers share their breakthroughs and best practices with Nexans locations around the world.

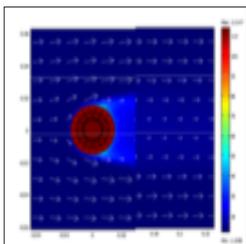
RECENT KEY ACHIEVEMENTS



INFIT™ technology Nexans INFIT™ (Innovative Fire Insulation Technology) uses advanced materials and polymer science to optimize the nanostructure of primary materials. It is a major advance developed specifically for fire-resistant cables and makes cables easy to handle and install. The technology makes it possible to produce new families of outstanding fire-resistant energy and telecom cables using classical extrusion methods.



Superconducting Cables Superconducting technology is considered a new means to increase the capacity and reliability of electric suppliers' systems. It can carry three to five times more power than conventional cables. Nexans designed and manufactured the cable, and its cryogenic envelope, for the world's longest and most powerful superconductor cable to date - integrated into a live transmission grid for the Long Island Power Authority in the US.



Simulation tools Numerical simulations are used by Nexans to test cables for fire resistance, mechanical modeling and thermal behavior, etc. It is not only cost saving but also allows a faster and more efficient development and improvement of the existing products. Simulations tools are also available to demonstrate results to the client and provide theoretical grounds for empirical studies.

AT THE CORE OF A SUSTAINABLE FUTURE

Nexans is a responsible industrial company that regards sustainable development as integral to its global and operational strategy. Continuous innovation in products, solutions and services, employee development and engagement, and the introduction of safe industrial processes with limited environmental impact are among the key initiatives that place Nexans at the core of a sustainable future. Nexans has joined “The Global Compact” and supports various programs in the fields of environment, education, training, sports and aid to under privileged children and the poor.

ENVIRONMENT



PEFC™ – Green Drums Nexans has taken a new sustainable development initiative in line with the UN Global Compact. Since 2010, all new wooden cable drums in Europe will be gradually replaced by ‘green’ drums, produced with PEFC™ certified wood. This “win-win” program involves the drum producers, the cable manufacturers, the distributors and the installers. There will be some 350,000 drums per year produced to the new standards.

SPONSORSHIPS



“Électriciens sans frontières” (ESF) is an international NGO whose mission is to improve the living conditions of disadvantaged populations, and to participate in sustainable development projects in the poorest regions by helping to provide essential utilities such as electricity and water. Nexans will supply 50% of the association’s annual cable needs in low and medium voltage power cables for a total amount of 300,000 euros over three years.



The “Great Versailles” Palace renovation project is supported by Nexans power cables, telecommunications and optical fiber cables to ensure fire safety and upgrade the building infrastructure. As part of its heritage commitment, Nexans has for example donated ALSECURE building safety cables (featuring INFIT technology) to ensure the protection of this cultural inheritance.



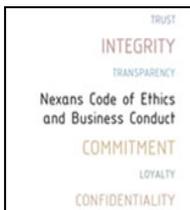
Louvre-Lens museum project is sponsored by the Group who is committed to donate the cables necessary to buildings of 28,000 m² which will house the museum and its landscaped park of 22 hectares.

PEOPLE



Nexans University (NU) In 2006, the Group decided to create a Nexans University aimed at promoting the “Nexans Way” internationally in all major fields of business management, including purchasing, communication, finance, legal, marketing, etc. Since its creation, the NU has provided more than 20,000 hours of training to over 7,000 Nexans employees from all continents, has trained approximately 150 teachers, and is now developing its own evaluation tools.

VALUES



Code of Ethics The Nexans Code of Ethics and Business Conduct is intended to help individuals to act on behalf of the Group in their everyday work in a manner that is beyond reproach. It forms part of the Corporate Social Responsibility Program adopted by the Nexans Board of Directors on November 25, 2008. All employees of the Nexans Group must comply with these principles.

APPENDIX I CORPORATE GOVERNANCE

Management Committee



Frédéric Vincent

Chairman and CEO



Frédéric Michelland

Chief Financial Officer, Senior Corporate Executive Vice President, the North America and South America Areas report to him.



Pascal Portevin

Senior Corporate Executive Vice President, in charge of the Europe Area, as an integrated operational unit organized into four market lines: Distributors and Installers, Utilities and Operators, Industry, Infrastructure and Industrial Projects.



Yvon Raak

Senior Corporate Executive Vice President, in charge of Industrial and logistics strategy. He is responsible the High Voltage and Underwater Cable Business group, as well as the Asia-Pacific and MERA (Middle-East, Russia, Africa) Areas.

Executive Committee (new organization, to become effective on June 1st 2011)

The Executive Committee, headed by Frédéric Vincent, provides the forum for reflection, exchange and discussion concerning the Group's interests. It includes:

The Management Committee members as well as:

- N. Ballas** - Executive Vice President, Asia Pacific Area
- N. Bluthé** - Executive Vice President, Europe Industry Market Line
- G. Borrelli** - Executive Vice President, Europe Utilities & Operators Market Line
- A. Caillault** - Senior Corporate Vice President, Manufacturing & Logistics
- W. English** - Executive Vice President, MERA Area
- S. Hall** - Executive Vice President, North America Area
- J.P. Machon** - Executive Vice President, Europe Distributors & Installers Market Line
- J.C. Nicolas** - Senior Corporate Vice President, Communication
- P. Nelson** - Executive Vice President, Europe Infrastructure & Industrial Projects Market Line
- P. Noonan** - General Counsel, Senior Corporate Vice President, General Secretary
- D. Steinbrink** - Executive Vice President, High Voltage & Underwater Cable
- J. Tagle** - Executive Vice President, South America Area
- J. Villemur** - Senior Corporate Vice President, Human Resources
- TBA** - Senior Corporate Vice President, Strategy & Business Development and Secretary of the Executive Committee

APPENDIX II SHAREHOLDER INFORMATION AND OWNERSHIP STRUCTURE

Since its first listing, Nexans has strived to provide its shareholders with regular, complete, and transparent information using a variety of means for different shareholder needs, including Annual Reports, shareholders' newsletters, economic and financial information available on the Group's website, shareholders' meetings and on-site visits, information meetings for analysts and investors, etc. The board of directors has proposed a dividend of 1.10 euro per share for 2010.

Nexans shares are listed on the NYSE Euronext Paris stock exchange

- Eurolist Compartment A
- SRD (Deferred Settlement Service)
- ISIN: FR00000444B
- Face value: 1 euro

NEXANS OWNERSHIP STRUCTURE (December 31st, 2010)



(*) On March 28, 2011, Nexans signed an agreement with Madeco to strengthen the Chilean's position as the principal shareholder of the Group. This agreement aims to give Madeco a leading position in Nexans' share capital by increasing its ownership from 9% to 20%.

APPENDIX III KEY DATES

- 1897** Creation of the Société Française des Câbles in Lyon, Berthoud, Borel and Company system
- 1912** The Compagnie Générale d'Électricité (CGE) takes a majority holding in the Société Française des Câbles Électriques
- 1917** The company is renamed Compagnie Générale des Câbles de Lyon
- 1925** Merger with the Compagnie Générale d'Électricité. Câbles de Lyon becomes a division of the Compagnie Générale d'Électricité
- 1938** The Compagnie Générale d'Électricité buys out the Société Industrielle des Téléphones. The cable activities of the Société Industrielle des Téléphones (Bezons and Calais plant) are transferred to Câbles de Lyon
- 1969** Takeover of the Société Alsacienne de Construction Mécanique (France)
- 1970** Takeover of Câbles Geoffroy et Delore (France)
- 1979** Takeover of Câbleries de Lens (France)
- 1980** Takeover of Chandris Cables (Greece)
- 1981** Interest holding in Chester Cables (USA)
- 1982** Takeover of Kabelmetal Elektro (Germany)
Nationalization of the Compagnie Générale d'Électricité
- 1983** Takeover of Thomson-Jeumont Câbles (France). Takeover of Gorse (France)
- 1986** Agreement between CGE and ITT. The Câbles de Lyon are transferred to Alcatel NV. The cable activities of ITT are taken over by Câbles de Lyon.
Takeover of the Tréfilerie et Laminoir de la Méditerranée (TLM) (France)
Takeover of Câbleries de Charleroi (Belgium)
- 1987** Privatization of the Compagnie Générale d'Électricité
- 1988** Takeover of the Société Nouvelle de Câblerie Barelec (France)
Takeover of Manuli Cavi (Italy)
Acquisition of Thomson Cuivre (France)
- 1989** Takeover of Câbleries de Dour (Belgium)
- 1991** Takeover of Canada Wire (Canada), Vacha Kabel (Germany), Ehlerskabelwerk (Germany), Lacroix und Kress (Germany), AEG Kabel (Germany)
Câbles de Lyon takes the name Alcatel Câble
- 1992** Takeover of Berk Tek (USA)
- 1994** Takeover of Cortailod-Cossonay (Switzerland)
- 1998** Takeover of ODD (USA-Portugal)
- 2000** Takeover of Safi Conel (Italy)

2000 **Creation of Nexans**

2001 Takeover of Daesung (South Korea)

2001 Nexans' IPO on the Paris Stock Exchange

2002 Takeover of PETRI (Germany)

Nexans sells AGRO AG

2003 Takeover of a controlling shareholding in Kukdong Electrical Wires Company (Korea)

2003 Takeover of Furukawa Cabos de Energia S.A. (Brazil)

2004 Acquisition of Cabloswiss (Italy) specialized in special cables for robotics

2006 Three acquisitions and one joint-venture:

- Acquisition of the Confecta Group (Switzerland) specialized in the manufacture of harnesses for the railway industry and other industrial segments;
- Acquisition of OLEX (Australia) which reinforces Nexans' position in energy cables, and doubles its presence on the buoyant markets of the Asia-Pacific region;
- Acquisition of The Valley Group, Inc. (TVG) (USA) the leader in real-time thermal rating technology for Overhead Power Transmission applications to provide reliable power line monitoring for electric utilities;
- Joint-venture with LiOA (Vietnam), controlled 60% by Nexans;
- Joint-venture with NVC, Nexans main shareholder with 66%.

2008 Two acquisitions and two joint-ventures:

- Acquisition of Intercond (Italy), a leading European manufacturer of special cables;
- Acquisition of the cable business of Madeco, the cable market leader in South America;
- Joint-venture with Sumitomo Electric Industries, Ltd (SEI) for Opticable in Belgium;
- Joint-venture with QICC (Qatar).

2009

- Joint-venture with Polycab (India)
- Fonds Stratégique d'Investissement (The French Sovereign Fund) took a 5% stake in the Capital of Nexans.

2010 Reinforcement of our industrial position :

- Inauguration of Nexans' first plant in Qatar (QICC)
- Opening of a new manufacturing plant entirely dedicated to aeronautical cables, to meet Airbus' local needs.

2011 Stock purchase agreement with Madeco