

## Energy

49%

of the Group's activities



2.189 billion euros  
(2001 sales)

9,300 employees

40 production  
units

- **Products/Markets**

The Energy Division produces high-, medium- and low-voltage power cables and accessories for public power transmission and distribution utilities and private operators; special cables that are integrated by OEM's into their equipment; and low-voltage cables for the building market.

- **Production facilities**

Europe, North America, South-East Asia.

## Telecom

19%

of the Group's activities



836 million euros  
(2001 sales)

4,400 employees

20 production  
units

- **Products/Markets**

The Telecom Division produces cables, components and cabling systems used by operators in their long-haul, metropolitan, local and access networks; it produces copper and optical fiber cables and cabling systems for private networks; it also produces a wide range of electronic and data cables for various industrial applications such as aeronautical, medical, railway, telecom, etc.

- **Production facilities**

Europe, North America, South-East Asia.

## Electrical wires

25%

of the Group's activities



1.102 billion euros  
(2001 sales)

2,600 employees

17 production  
units

- **Products/Markets**

This division is one of the world's foremost electrical wires producers and is also one of the leading producers of wirerod and bare wires for the manufacture of cables. These wires are used not only by the Group's Energy and Telecom divisions, but also by cable manufacturers that do not have similar upstream integration. It also produces winding wires for electric motors, transformers, magnetic coils...

- **Production facilities**

Europe, North America, South-East Asia.

No.1

worldwide  
for submarine  
power cables\*

No.1

European  
for equipment  
cables\*

No.2

worldwide  
for power  
cables\*

No.2

European for high  
and medium-  
voltage power  
accessories\*

• **Strengths**

- A complete range from high- and very-high-voltage power transmission cables (60kV to 500kV) to medium-voltage distribution cables (3kV to 60 kV) and low-voltage (1kV).
- Global leader in the field of umbilical cables and an expert in turnkey submarine cable projects.
- Technical expertise in the area of industrial applications.
- High performance logistics platforms.
- Streamlined production capacity with specialized industrial production equipment.

• **Strategy**

- Participate in the development of major export infrastructure markets, particularly in North America.
- Commercialize new high value-added products (petrochemicals, safety, automotive cable harnesses, automation, etc), ensuring compliance with the most stringent environmental standards.
- Pursue the search for excellence in internal processes.

Energy

No.1

European  
for telecom network  
copper cables\*

No.1

European for data  
transmission special  
cables\*

No.2

worldwide  
for LAN cables\*

• **Strengths**

- Unparalleled know-how in the area of data transmission cables.
- A technological lead in data transmission special cables for the aeronautical, computer and telecommunications industries.
- Huge range of access components.
- A leading position in the market of submarine special cables.

• **Strategy**

- Intensify partnerships with turnkey project suppliers.
- Target export markets in developing countries.
- Develop new connectivity products for cabling systems.
- Increase market share in the telecom equipment supplier and connector manufacturer segments.
- Position itself as a leading actor in optical fiber developments relating to the local loop.
- Increase production capacity in Asia.

Telecom

No.1

worldwide for  
winding wires\*

No.1

European  
for wirerod\*

No.2

European for  
bare wires\*

• **Strengths**

- Complete mastery of the copper transformation chain and vertical integration.
- The largest range of bare wires in Europe.
- A high level of know-how in insulation coatings and a complete range of winding wires.
- Substantial presence in the high growth market of Continuously Transposed Cables.
- Advanced industrial manufacturing equipment thanks to the restructuring that has already been carried out.

• **Strategy**

- Concentrate on high value-added niche markets and on specialities.
- Continue to apply streamlining and cost-control measures.

Electrical  
wires

\* Nexans uses its own internal estimations to evaluate its position and its market share as compared to its competitors. These estimations are based on publications made by the cable industry, information published by its competitors and its own knowledge of the market. Nexans believes its internal estimations to be correct but however cannot guarantee their total accuracy.