

The logo for Moxans features a stylized orange 'M' that resembles a sine wave, followed by the letters 'e', 'x', 'a', 'n', and 's' in a black, sans-serif font. The background is a blue gradient with a faint, wavy pattern at the top.










Moxans

CIC Securities
"Séminaire Valeurs Électriques"
March 26, 2003

What to do until industrial investment recovers ?

- **In a difficult market environment ...**
- **Place our action in a long term strategy**
- **Settle an short term multi-leverage action plan**

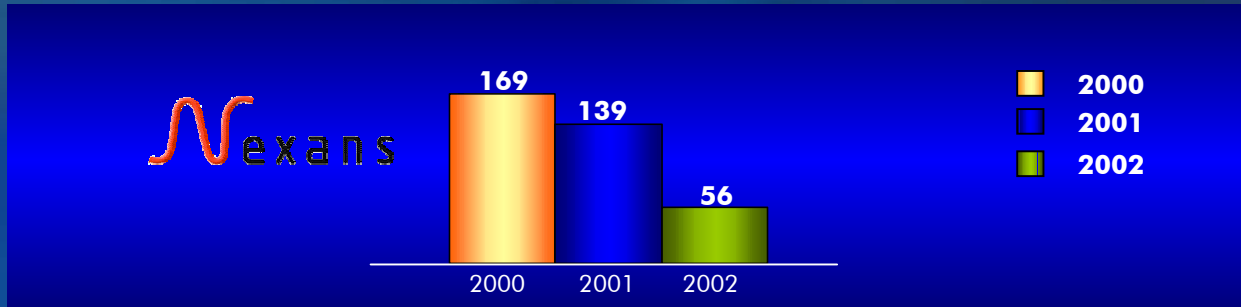
Depressed Market environment (Nexans)

		Electrical Wires	Energy	Telecom
END MARKETS	Infrastructure	Wirerod  14 % of sales Cost Leader position	Energy Public Networks  20 % of sales HV Terrestrial and umbilical cables	Copper and Fiber Networks, Access Components  6 % of sales Slight increase since Q3 2002
	Industry	 Bare Wires 3 % of sales Industrial Capex	Industrial Applications  11 % of sales Industrial Capex	Data Transmission Special Cables  3 % of sale Slight increase since end 2002 (ADSL)
	Building	 Winding Wires 11 % of sales Industrial Capex	LV General Market  19 % of sales Gloomy Industrial Building	Local Area Networks (LAN)  5 % of sales Slight increase since Q2 2002

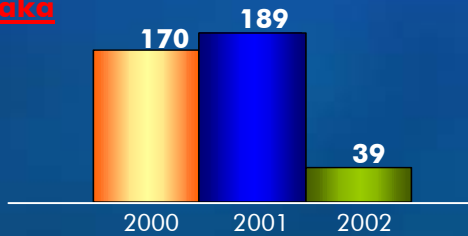
Sales : - 9 % over 2001 / 2002

Budget assumption : Flat 2002 / 2003

OP 2000 / 2002 of selected cable makers in Million €



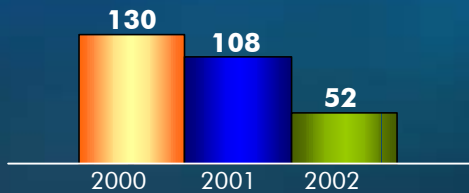
Draka



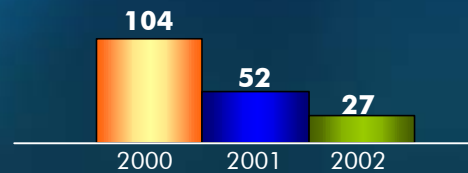
Pirelli



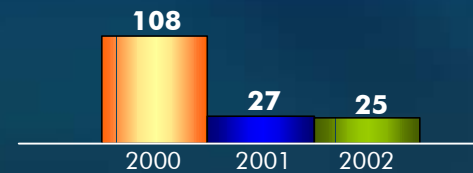
General Cable



Belden



CDT



HIGLY TECHNICAL PRODUCTS

- LAN
- Umbilicals
- Data special
- Harnesses
- High Voltage

LEADER
INFRASTRUCTURE

HEALTHY LT DRIVERS

- Interconnection
- Ecology
- Demand for Energy
- Security
- ADSL

ADD VALUE
SPECIALTIES

GROWING MARKET SEGMENTS

- Oil & Gas
- Automotive
- Energy Networks
- Local Loop
- Aerospace
- Robotics

GROWTH
ACQUISITION /
DIVESTITURE

WORLDWIDE ORGANIZATION

- Procurement
- R&D
- Industrial Efficiency

GLOBAL
"BEST IN CLASS "
GENERALIST

The Value Equation

+	Sales	in Million € 4,100
-	Costs	(4,020)
=	OP (Market expect. 2003)	80
X	Multiple	5
=	Enterprise Value	400
-	Debt	(100)
=	Market Cap	300
÷	Number of shares	23,1 <i>Million</i>
=	Share price	13

The Value Equation

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Addressed

- Share Buy-Back 2001 & 2002
- 3,9 million shares repurchased (ie 16%)

- Massive share buy-back program
 - 1,990,000 shares purchased in 2001
 - 1,916,510 shares purchased in 2002 (of which 1,500,000 to Alcatel)
 - Namely a total of 16% of shares cancelled (program 2001) or accounted for in reduction of shareholders' equity.
- Dividend policy continued in 2002
 - 0.20 € / share principle to be proposed to Shareholder's meeting (4.6 M€)
 - 2% yield on year end share price (including French tax credit - Avoir fiscal-)

in Million €	<u>2001</u>	<u>2002</u>	<u>2003</u>
■ Dividend Nexans	20	10	5
■ Share Buy-back	33	25	?
Total	53	35	?

The Value Equation

+ Sales	in Million € 4,100
- Costs	(4,020)

= OP (Market expect. 2003) 80

X Multiple 5

= Enterprise Value 400

- Debt (100)

= Market Cap 300

÷ Number of shares 23,1 Million

= Share price 13

Addressed

- Reduction of Capital employed
- Cash generation

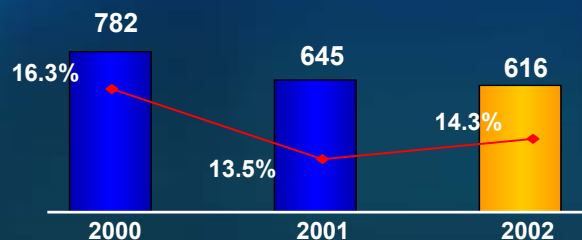
Addressed

- Share Buy-Back 2001 & 2002
- 3,9 million shares repurchased (ie 16%)

in Million €

	2001	2002
Cash flow from operations	210	143
Change in working capital needs	126	39
Capital expenditure, Net	(195)	(84)
Restructuring expense	(39)	(57)
Cash impact of Acquisition / Divestiture	(20)	3
Share Buy-Back / Dividends paid (including minorities)	(57)	(40)
Other	(20)	15
Decrease in Debt	5	19
Debt at year end	71	52

Working Capital Evolution
(M€ / % sales)



The Value Equation

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In process

- Selective Acquisitions
- Opportunistic divestiture

Addressed

- Reduction of Capital employed
- Cash generation

Addressed

- Share Buy-Back 2001 & 2002
- 3,9 million shares repurchased (ie 16%)

Initiate a "re-rating" process

June 2002

Acquisition PETRI

Germany
Accessories for MV
19 M€ sales
140 People

June 2002

Divestiture AGRO

Switzerland
Distribution
20 M€ sales
50 People

Dec 2002

Acquisition KUKDONG

South Korea
Shipbuilding Cables
85 M€ sales
270 People

January 2003

Acquisition FURUKAWA

Brazil
Aluminium Energy
50 M€ sales
230 People

- **Acquisitions: 3 criteria**
 - **Fit in Nexans interest for HVA products (Infrastructure and Specialties)**
 - **Reinforce the geographical reach**
 - ◆ Brazil / Asia
 - **Immediate accretive effect**
 - ◆ Price paid on the basis of multiples comparable to Nexans
 - ◆ Higher profitability than Nexans average
 - ◆ No (or very limited) goodwill

The Value Equation

+ Sales	in Million € 4,100		
- Costs	(4,020)	←	In process
= OP (Market expect. 2003)	80		<ul style="list-style-type: none"> ■ Restructuring program ■ Costs reduced by 7.2% in 2002
X Multiple	5	←	In process
= Enterprise Value	400		<ul style="list-style-type: none"> ■ Selective Acquisitions ■ Opportunistic divestiture
- Debt	(100)	←	Addressed
= Market Cap	300		<ul style="list-style-type: none"> ■ Reduction of Capital employed ■ Cash generation
÷ Number of shares	23,1 Million	←	Addressed
= Share price	13		<ul style="list-style-type: none"> ■ Share Buy-Back 2001 & 2002 ■ 3,9 million shares repurchased (ie 16%)

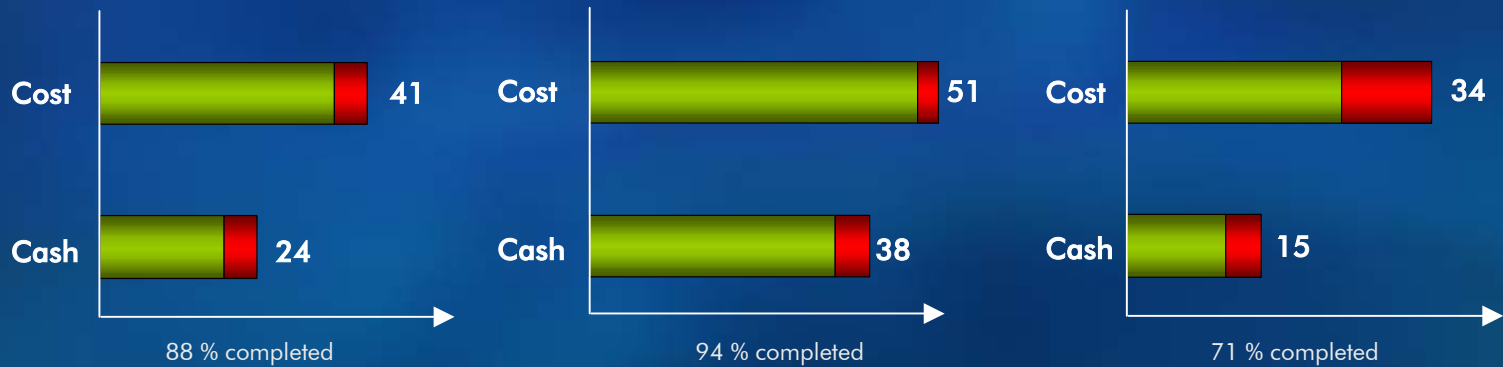
Maintain constant pressure on costs through the restructuring

Energy

Telecom

EWD

in M€ ■ Launched at Dec 31, 2002



- Total budget envelope : 130 M€
- Total staff concerned = 1,200
- 85% completed 11 months after launching
- Provision spread over 2002 (90 M€) and 2003 (40 M€)

Maintain constant pressure on costs to lower the breakeven point

REDUCING THE BREAKEVEN POINT

=

REDUCING INDIRECT COSTS



OPTIMIZING PROCUREMENT

+

REPLACING FIXED WITH VARIABLE COSTS

+

REORGANIZATION / RESTRUCTURING

INDIRECTS COSTS (M€^(*))

ENERGY



TELECOM



ELECTRICAL
WIRES



DISTRIBUTION
& OTHER



Indirect Costs Structure lowered in proportion to reduction of sales

(*) Indirect production costs R&D and SG&A without including Amortization

A short term multi-leverage Action Plan: Keep in mind the Top Line

Action plan in 2003

The Value Equation		
+ Sales	in Million €	4,100
- Costs		(4,020)
= OP (Market expect. 2003)		80
X Multiple		5
= Enterprise Value		400
- Debt		(100)
= Market Cap		300
÷ Number of shares		23,1 Million
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In process

In process

Addressed

Addressed

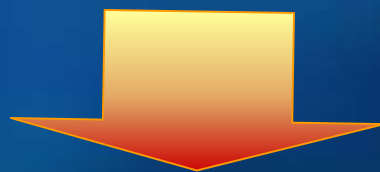
- Restructuring program
- Costs reduced by 7.2% in 2002

- Selective Acquisitions
- Opportunistic divestiture

- Reduction of Capital employed
- Cash generation

- Share Buy-Back 2001 & 2002
- 3,9 million shares repurchased (ie 16%)

- Leverage level of sales by focussing on :
 - Transversal sales spreading through the product range (sales made through the Group outside the country of production)
 - RoW export (sales in countries where the Group has no production base)



Target
(current economic outlook)

=

400 M€ in two years

What to do until industrial investment recovers ?



Short Term

FLEXIBILITY

Long Term

LEVERAGE

- Lower breakeven point → • Increase sales
- Reduce capital employed → • Have ROCE and WACC converge
- Full attention to shareholders → • Opportunistic acquisitions

LEVERAGING THE ANTICIPATED UPTURN

The logo for Mexans features a stylized, orange, 3D-effect letter 'M' on the left. To its right, the word 'exans' is written in a black, lowercase, sans-serif font. The entire logo is set against a background of a blue sky with light clouds above a dark blue horizon line.

Mexans

EXHIBITS

Finance

in Million €	Dec 31, 01	Dec 31, 02
Intangible assets	44	45
Property, plant & equipment	921	799
Investments & other non-current assets	75	67
Total Non-current Assets	1,040	911
Net Working Capital	645	616
Total to Finance	1,685	1,527
Net Debt (cash) position	71	52
Reserves	414	396
Minority interests	104	88
Shareholders' equity	1,096	991
Total Financing	1,685	1,527

(in Million €)	2001	2002
Sales at constant metal	4,467	4,096
Margin on Variable Costs	1,203	1,058
Indirect Costs	(923)	(857)
EBITDA ^(*)	280	201
<i>EBITDA Margin (%)</i>	<i>6.3 %</i>	<i>4.9 %</i>
Depreciation	(141)	(145)
Operating profit	139	56
<i>Operating profit margin (%)</i>	<i>3.1 %</i>	<i>1.4 %</i>
Financial charge	(33)	(31)
Restructuring	(36)	(90)
Other revenues	3	23
<hr/>		
Income before taxes	73	(43)
Income Tax	(28)	10
Goodwill amortization	(2)	(2)
Minority interests	(13)	(5)
NET INCOME	30	(40)

(*) Operating profit before amortization

in Million €	2001	HY1 02	HY2 02	2002
Net Income (Incl. Minority interests)	43	(10)	(25)	(35)
Depreciation and Amortization	143	76	72	148
Other non-cash items	24	8	22	30
Cash flow from operations	210	74	69	143
Change in working capital needs	126	(83)	122	39
Capital expenditure, Net	(195)	(45)	(39)	(84)
Cash impact of Acquisition / Divestiture	(20)	8	(5)	3
Share Buy-Back	(33)	0	(25)	(25)
Restructuring expense	(39)	(22)	(35)	(57)
Dividends paid	(24)	(3)	(12)	(15)
Other	(20)	7	8	15
NET(increase)/Decrease in Debt	5	(64)	83	19