



Press Release

2003 Third quarter sales

Nexans: Year-end targets are maintained as depressed economic climate continues

Paris, October 15, 2003 - Nexans (Paris: NEX.PA) today announced sales of 965 million euros for the third quarter of 2003. Sales for the first 9 months of the year amounted to 2,957 million Euros.

At constant non-ferrous metal prices and exchange rates, third quarter sales amounted to 944 million euros compared with 978 million euros for the same quarter last year, down by 3.5% (a fall of -6.4% at constant consolidated scope). For the first nine months of the year, sales amounted to 2,888 million euros, down by 3.2% compared with the same period last year (-4.9% at constant consolidated scope).

In a continuing depressed economic environment, especially in France, that remains marked by strong competitive pressure, Nexans does not discern any signs of upturn in the economy. Its policy of strict cost control means however that it can maintain generally its 2003 targets.

Consolidated sales

<i>In millions of euros</i>	At constant metal prices and exchange rates		At constant metal prices and exchange rates	
	2002	2003	2002	2003
Third quarter	1,039	965	978	944
Second quarter	1,147	1,014	1,026	999
First quarter	1,081	978	981	945
Total at September 30	3,267	2,957	2,985	2,888

Sales by business sector at constant metal prices and exchange rates

<i>In millions of euros</i>	Q3		First 9 months	
	2002	2003	2002	2003
Energy	532	533	1,570	1,567
Telecom	134	131	410	408
Electrical wires	245	214	784	708
Distribution and other	67	66	221	205
Total	978	944	2,985	2,888

- **Energy:** (main activities)

<i>In millions of euros</i>	Q3.02	Q3.03
<input type="checkbox"/> Infrastructure	209	209
<input type="checkbox"/> Building	194	196
<input type="checkbox"/> Industry	110	115

Energy sales remained stable compared to those of the third quarter last year, after including the impact of sales of 28 million euros resulting from the consolidation of Kukdong and the energy cable subsidiary of Furukawa in Brazil. But weak industrial capital expenditure and constant price pressure in the Building activity are adversely affecting performances in this sector. In this environment of stiffer competition, and out of a number of investigations carried out by the competition authorities in recent years, Nexans is currently involved in two investigations (in France and in Germany) relating to certain power cable markets. At the present time, the company has not received any notification arising from these investigations.

Nexans remains confident in the prospects of the energy market: the recent power failures in the United States, Canada and Italy have highlighted the lack of sufficient investment in electrical infrastructure in many countries, giving rise to hope that the major national operators will review their policies.

- **Telecom:**

<i>In millions of euros</i>	Q3.02	Q3.03
<input type="checkbox"/> Infrastructure	57	51
<input type="checkbox"/> Private networks	52	50
<input type="checkbox"/> Industry	25	30

As previously indicated, the sales level of the telecommunications activities have now stabilized and are continuing to benefit from ADSL deployment in Europe.

- **Electrical wires:**

In millions of euros	Q3.02	Q3.03
<input type="checkbox"/> Wirerod	132	109
<input type="checkbox"/> Bare wires	25	25
<input type="checkbox"/> Winding wires	88	80

The lower figure for Electrical Wires sales essentially reflects the difficulties on the Winding Wires market and the weak sales of Wirerod, particularly in North America. In Wirerod, Nexans has compensated for the weak external market by inter-group sales, to ensure that the plants' workloads remain at a satisfactory level.

- **Distribution:**

In millions of euros	Q3.02	Q3.03
<input type="checkbox"/> Distribution	67	65

The sales of the Distribution activity have been maintained at a satisfactory level.

The legal proceedings underway for several years between Nexans and Norwegian authorities concerning an alleged illicit agreement on list prices between several distribution companies have ended, and the case has been settled with no negative impact on profit.

Additionally, the negotiations with Platinum Equity concerning the sale of the distribution activities in Norway have ended, after Nexans rejected a renegotiation of the price by the buyer.

Outlook for 2003

The operational conditions of the cable market still remain just as difficult and there is no sign of an upturn in the countries in which Nexans operates.

In view of this context, which is broadly in line with Nexans' initial expectations, the Group is continuing to strictly apply its policy of stringent management controls, and maintains generally the objectives for its operating margin and financial ratios it presented to the markets at the close of the first half-year.

Financial calendar

Publication of 2003 sales and results: February 2, 2004.

About Nexans

Nexans is the worldwide leader in the cable industry. The Group brings an extensive range of advanced copper and optical fiber cable solutions to the infrastructure, industry and building markets. Nexans cables and cabling systems can be found in every area of people's lives, from telecommunications and energy networks, to aeronautics, aerospace, building, automobiles, petrochemicals, medical applications, etc. With an industrial presence in over 28 countries and commercial activities in 65 countries, Nexans employs 17,500 people and had sales in 2001 of euros 4.8 billion. Nexans is listed on the Paris stock exchange. More information on: www.nexans.com

Contacts

Investor relations

Michel Gédéon
Tel.: +33 (0)1 56 69 85 31
e-mail: michel.gedeon@nexans.com

Press relations

Véronique Guillot-Pelpel
Tel.: + 33 (0)1 56 69 84 44
e-mail: veronique.guillot-pelpel@nexans.com

Pascale Strubel
Tel.: + 33 (0)1 56 69 85 28
e-mail: pascale.strubel@nexans.com

Nicolas Arcilla-Borraz
Tel: + 33 (0)1 56 69 84 12
e-mail: nicolas.arcillaborraz@nexans.com