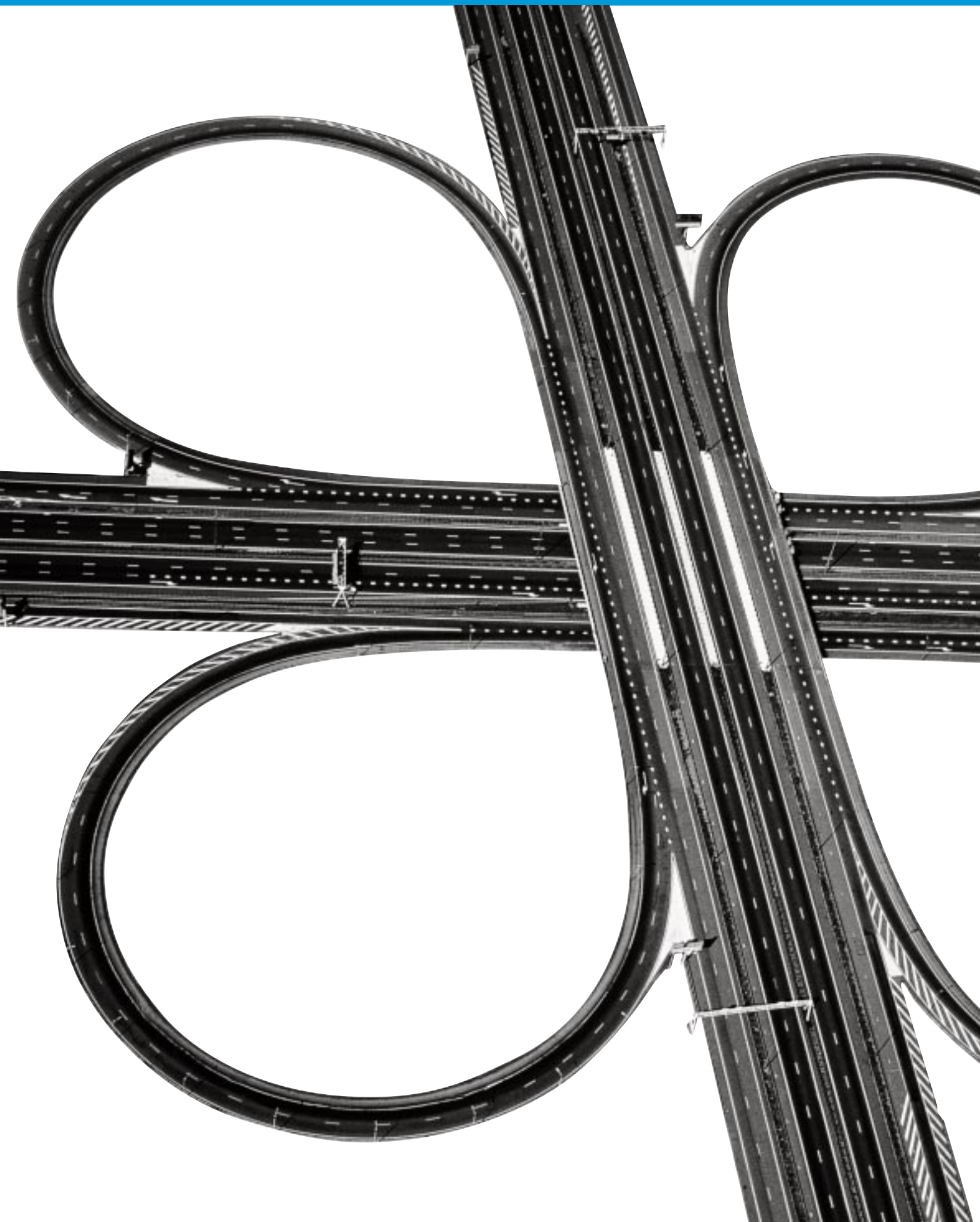


Telecom_



With , communications travel ever-faster__

Nexans provides two major product families for the telecommunications and data transmission market: network cables and cabling systems. With systems that are ever-more complete and easy to upgrade, products that are ever-more compatible and simple to put into service, Nexans has forged itself a leading European position in this field, which represents almost a quarter of its business.

On 31/12/2000
21%
of the Group's
activities

Total sales of
876 million euros_
(at constant copper price)

4,696 employees_

No.1 European for telecom
network copper cables_

No.2 Worldwide
for LAN cables_

No.1 European for data
transmission special cables_



Pascal Portevin

“Operators are increasingly seeking hybrid solutions that enable them to acquire ownership of the last mile to the subscriber by the easiest means possible. With its complete copper wire and optical fibre interconnection solutions, Nexans is an unavoidable partner in this strongly developing market.”

First in Europe, second in the world

Thanks to its global expertise in cables and components, Nexans masters all aspects of data transmission and telecommunications. Second worldwide for the production of data cables, and number 1 in Europe for telecom network copper cables, it offers a full range of copper and optical fibre solutions meeting the needs of networks, be they local, access, long-haul or metropolitan. Its development centres work constantly on the design of new solutions for the networks of today and tomorrow. It provides assistance and total maintenance

services that support its customers throughout the world.

Expertise in hybrid solutions

Nexans' strategy on the network cables market consists in concentrating on the last-mile race to the subscriber and developing efficient and competitive hybrid solutions. Although optical fibre is currently in a phase of exponential development, the demand for copper-based products is still strong. This is especially true in Europe, thanks to the installation of second lines for Internet connections, and also

in developing countries such as Egypt or Morocco, where Nexans is very active. The Group is developing its positions in Latin America, and Brazil in particular, through agreements with high-profile partners such as the operator Telefonica. The strategic priorities for Nexans in the medium term are to strengthen its position as European leader on the copper cable markets and to develop an optical fibre cable offering with high added value for service. Nexans offers a huge range of access components and is becoming a leading reference in the supply of interconnection



Ensuring right of ways

Nexans' customers include the companies that own or operate right of ways: navigable waterways, rivers and lakes, railway lines, motorways, overhead power networks. Its data transmission cables are thus routed along all the existing paths and networks.



Collecting and transmitting seismic data

Nexans produces special fibre cables for data transmission and special seismic analysis cables for oil prospecting and exploration. These cables are characterized by their operational reliability and sensitivity in frequently difficult working conditions.



market. Working on its considerable expertise in this domain, Nexans supplies integrated LAN solutions for transmitting voice, data and video signals. This activity involves both cables (copper and fibre) and connectors. These solutions all help render corporate buildings even "smarter". Nexans sells its products under its own brand name through distributors, agents and installers, mainly in Europe and North America. In 2000, Nexans signed an agreement with Ortronics, an American manufacturer of LAN connectors and components. With the recent development of the GG45 connector, selected by ISO for the definition of the future

systems for optical fibre and copper cable networks in both Europe and the United States. It intends to develop its sales in this domain by

offering a large variety of new products, especially fibre products, and seeking takeover and partnership opportunities.

The "LAN" momentum

The development of LANs (Local Area Networks) is an area of major importance on the telecommunications



Benefiting from the momentum of LANs

Nexans' cabling systems transport the voice, data and video communication networks installed in companies, universities, factories, hospitals, and banks, to name but a few, into the "multigigabit" era.

category 7 standard, Nexans has crossed yet another milestone in the development of new technologies.

Metropolitan or long-haul: a complete offering

With its vast range of copper and fibre cables, Nexans is a first-choice supplier to long-haul and metropolitan network operators. Its product offering includes innovative solutions enabling operators to exploit "rights of way" to ensure fast development of their networks. Tuned in to the major international markets and with its pan-world presence, Nexans is developing its "win" strategy and adapting its offering to meet local requirements. Its

"proximity" approach sets it apart from its competitors and enables it to satisfy the most exalting demands.

Absolute precision for high-tech industries

Nexans figures among the very top world players in the market of special and precision cables for data transmission, supplying its products to the aeronautical, computer and telecommunications industries, among others. These high added value products are usually custom-designed to meet the highly specialized requirements of customers. They are experiencing strong growth, due in particular to the development of the Internet,

broadband networks, and new communication technologies in general. Nexans' strategy in this area is based on three broad axes:

- developing its positions with equipment suppliers;
- making company acquisitions to enhance its presence, particularly in the USA;
- establishing close partnerships with connector manufacturers in the telecommunications and microelectronic cables sector.

Did you know?_

Nexans cables play an important role in elevators, where optical fibres and telephone pairs ensure the lighting, control, and video and remote surveillance.

