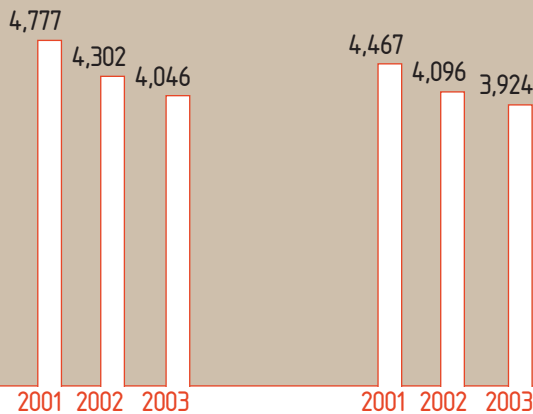
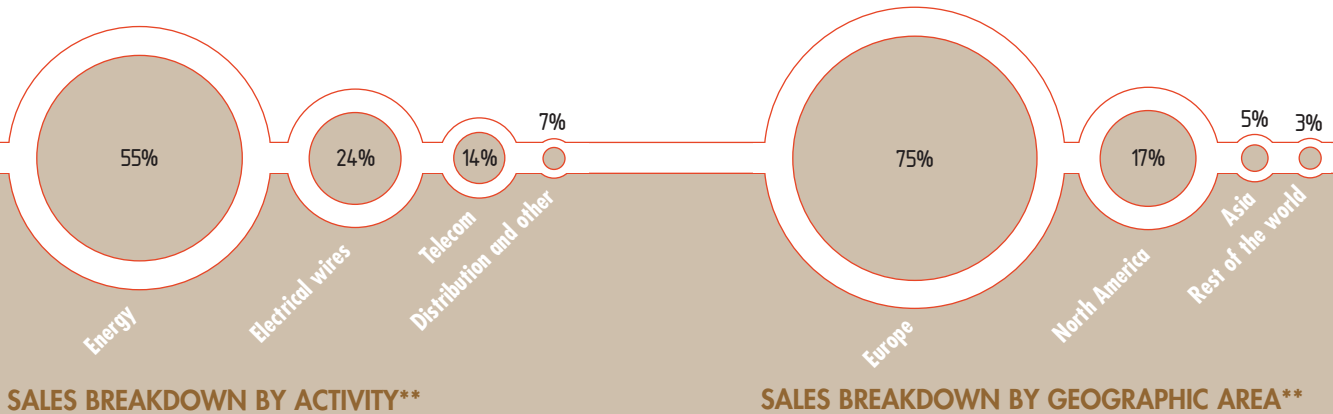


The year in figures

During 2003, in spite of a difficult economic environment and the persistent low level of industrial investment, and thanks to the upturn experienced at the end of the year, Nexans has – at constant method* – managed to increase its income from operations. The Group is thus reaping the benefits of a rigorous management approach, continuing to reduce debt and increasing its operating margin, all of which puts Nexans in a favorable position to take advantage of the economic recovery expected in 2004.



SALES AT CURRENT METAL PRICES⁽¹⁾

SALES AT CONSTANT METAL PRICES^{*(1)}**

Sales at constant metal prices are down 4.2%. Discounting the effects of variations in exchange rates and scope of consolidation, sales are down 2.7%, a reflection of the continuing low demand in 2003. In this difficult period, the Group nonetheless reaped the benefits of its cost reduction efforts, increasing its operating margin.

⁽¹⁾ In millions of euros.

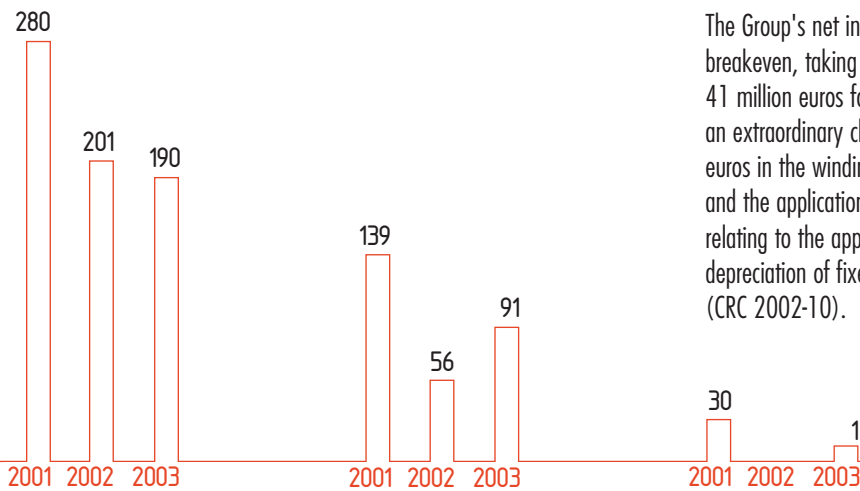
* See page 39.

** Based on sales at constant metal prices.

*** To neutralize the effect of variations in price of non-ferrous metals and thus measure its effective sales evolution, Nexans also calculates its sales at constant copper and aluminum prices.

NET INCOME⁽¹⁾

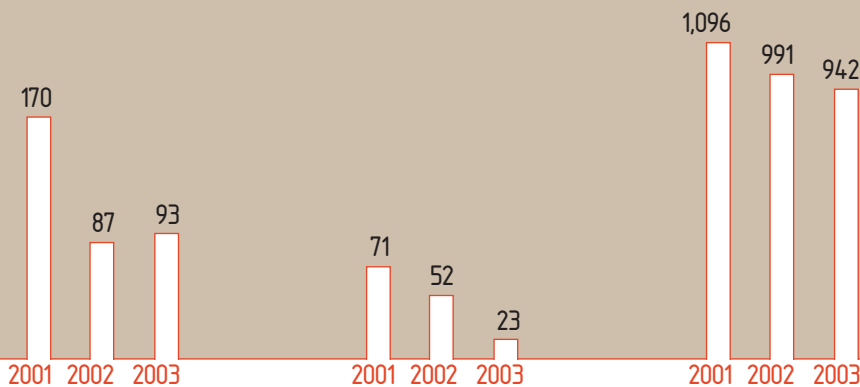
The Group's net income is at breakeven, taking into account 41 million euros for restructuring, an extraordinary charge of 21 million euros in the winding wires business, and the application of new standards relating to the appreciation and depreciation of fixed assets (CRC 2002-10).



EBITDA^{(1) (2)}

At constant accounting methods*, income from operations amounts to 58 million euros, up on the previous year. The reduction in fixed costs more than compensated for the downturn in activity, resulting in an increase in operating margin from 1.4% in 2002 to 1.5% in 2003.

INCOME FROM OPERATIONS⁽¹⁾



WORKING CAPITAL⁽¹⁾

The action undertaken to reduce capital employed (investment, working capital needs) resulted in a 6.9% increase in cashflow in spite of the unfavorable behavior of exchange rates.

NET DEBT⁽¹⁾⁽³⁾

The Group's debt is down for the fourth year in a row. Debt fell by 29 million euros in 2003 following a disbursement of 32 million euros associated with the acquisition of two consolidated companies. The gearing ratio (debt as a proportion of shareholders' equity) therefore stood at 2.4% at 2003 year-end, reflecting the Group's financial stability.

SHAREHOLDERS' EQUITY⁽¹⁾

A substantial level of shareholders' equity combined with low net debt represent the foundations for future stability.

⁽¹⁾ In millions of euros.

⁽²⁾ EBITDA is defined as income from operations, excluding depreciation and amortization.

⁽³⁾ Net debt corresponds to financial debt, less cash and investments.

* See page 39.