



Press release

Nexans and Fincantieri enters into Agreement for the supply of Halogen Free shipboard cables through enhanced logistics and Engineering services

Nexans SHIPLINK brand cables will support a variety of power and control functions on two new cruise ships under construction for one of the large player of the market

Paris, October 25, 2012 – Nexans, a worldwide expert in the cable industry, has won a 6 million Euro contract to manufacture and supply shipboard cables to Fincantieri, the Italian ship builder. The cables and accessories will come from Nexans' SHIPLINK brand of electrical cables for power, control and instrumentation applications where they offer light weight, easy and quick installation in confined spaces.

The cables will be delivered to Fincantieri's shipyard in Monfalcone, Italy, where they will be used in the construction of two cruise ships for one of the large player of the market. The cables supplied are designed under latest IEC standards and are approved by Lloyd's Register. They do not propagate fire if it occurs on board the ship. They are halogen free – meaning they protect people and equipments on board. They adhere to the strictest international standards.

In order for Nexans to win this contract it had to prove it could meet key design, manufacturing, performance, delivery and installation criteria set out by Fincantieri and the ship owner's engineering teams.

It also included proving Nexans can deliver cables to Fincantieri within five days from delivery request through a complete forecast operational performance ; that there is complete traceability of the cable that is used by onboard the ship, right through from manufacturing to delivery; and that Nexans has a key account management team on hand in Italy to meet Fincantieri's needs.

"Complete traceability of cables installed by Fincantieri and its subcontractors was a main issue for Fincantieri. Fincantieri requested us to design a system that would allow them a quick, easy and complete identification, from manufacturing to installation, by using a very limited number of indicators. We have created our logistics system to meet this requirement," says: Vincent Lamblin, Nexans Europe Shipbuilding segment manager. *"We are also working closely with Fincantieri's engineering team to help them identify ways in which they can reduce the total cost of ownership (TCO) of purchasing and installing cables across their other vessels."*

About Nexans

With energy at the basis of its development, Nexans, worldwide expert in the cable industry, offers an extensive range of cables and cabling solutions. The Group is a global player in the energy transmission and distribution, industry and building markets. Nexans addresses a wide series of market segments: from energy and telecom networks to energy resources (wind turbines, photovoltaic, oil and gas or mining...) to transportation (shipbuilding, aerospace, automotive and automation, railways...).

Nexans is a responsible industrial company that regards sustainable development as integral to its global and operational strategy. Continuous innovation in products, solutions and services, employee development and commitment, customer orientation and the introduction of safe industrial processes with limited environmental impact are among the key initiatives that place Nexans at the core of a sustainable future.

With an industrial presence in 40 countries and commercial activities worldwide, Nexans employs 25,000 people and had sales in 2011 of 7 billion euros. Nexans is listed on NYSE Euronext Paris, compartment A.

For more information, please consult: www.nexans.com or www.nexans.mobi

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