



Press release

**Nexans: sales rise 8.2% in the 2004 third quarter
(at constant metal prices and exchange rates)**

Paris, October 18, 2004 - Nexans today announced sales of 1,186 million euros for the third quarter of 2004. Sales for the nine months to September 30 came to 3,564 million euros.

At constant non-ferrous metal prices*, third quarter sales totaled 1,007 million euros, compared to 931 million euros for the third quarter of 2003, representing growth of 8.2% at constant exchange rates. Sales for the nine months climbed to 3,036 million euros, an increase of 7.1% (+6.2% at constant perimeter) compared to the same period in 2003. Sales were up across all business lines and geographical areas. Third quarter sales figures do not include the companies acquired in July (Liban Cables and Cabloswiss), which will be consolidated at year end.

Based on the recovery seen in all business sectors, Nexans maintains its full-year forecasts of organic sales growth (+5%) and operating margin (3%).

Consolidated sales*

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

<i>in million of euros</i>	At current metal prices		At constant metal prices		At constant metal prices and exchange rates	
	2003	2004	2003	2004	2003	2004
Third quarter	965	1,186	944	1,007	931	1,007
Second quarter	1,014	1,287	999	1,077	988	1,077
First quarter	978	1,091	945	952	914	952
Total at September 30	2,957	3,564	2,888	3,036	2,833	3,036

Sales by business sector (at constant metal prices and exchange rates*)

<i>in millions of euros</i>	Q3		First nine months	
	2003	2004	2003	2004
Energy	527	559	1,543	1,663
<i>Distribution</i>	65	71	195	208
Telecom	126	144	393	422
Electrical wires	211	230	699	734
Other	2	3	3	8
Total	931	1,007	2,833	3,036

- **Energy** (main activities – at constant metal prices and exchange rates):

<i>in millions of euros</i>	Q3.03	Q3.04
Infrastructure	218	244
Building	177	180
<i>Distribution</i>	65	71
Industry	119	124

The cable market for infrastructure continued to expand, fueled by strong demand for high-voltage and umbilical cables and satisfactory growth in sales of medium and low-voltage cables in Europe.

In the building market, sales were uneven in Europe, primarily due to the sluggish business environment in Germany. Margins stabilized following an integration in sales prices of the rise in copper prices.

Distribution activities in Norway and Switzerland continued to post strong performances. These businesses, which essentially serve clients in the building sector, will in the future be reported together with the Group's building activities.

The sharp rise in sales of industrial cables and wires was chiefly driven by increased demand among clients in the automotive and shipbuilding markets.

- **Telecom** (at constant metal prices and exchange rates)

in millions of euros	Q3.03	Q3.04
Infrastructure	51	56
Private local and area networks (LAN)	47	58
Industry	28	30

This activity continues to benefit from the cost reduction measures introduced in the last two years.

Sales of telecom cables for infrastructure rose substantially, bolstered by the continued roll-out of ADSL internet services in Europe.

In private local area networks, the Group recorded a sharp rise in North American sales and saw the first signs of a turnaround in Europe.

- **Electrical wires:** (at constant metal prices and exchange rates)

in millions of euros	Q3.03	Q3.04
Wirerod	107	124
Bare wires	25	29
Winding wires	79	77

Wirerod and Bare Wire sales continued to post satisfactory growth.

Despite the recovery in demand in Europe, overall Winding Wires sales were impacted by the sale of the US based Winding Wires activity.

Sales by geographical area

(in millions of euros)

	Current metal prices		Constant metal prices		Constant metal prices and exchange rates	
	Q3 03	Q3 04	Q3 03	Q3 04	Q3 03	Q3 04
Europe	705	840	697	736	697	736
North America	175	237	164	173	155	173
Asia	47	62	45	54	42	54
Rest of the world	38	47	38	44	37	44
Total	965	1,186	944	1,007	931	1,007

In Europe, high-voltage sales (cables and accessories) recorded by Norway, Belgium and Switzerland increased significantly. Sales in France resumed an upward course, thanks to the recovery in demand for private local area networks and the stabilization of sales in the Building activities. Sales of energy and telecoms cables for infrastructure also rose in Spain. By contrast, Germany experienced a difficult third quarter.

In North America, third quarter sales were up 12% over the same period last year, driven by strong sales of energy activities in Canada and copper cables for private local area networks in the United States.

In Asia, all countries contributed to a spectacular rise in sales (+29%).

Infrastructure expansion in developing countries also gave a significant boost (+19%) to sales in the Rest of the World.

Financial Calendar

October 21, 2004: Individual shareholders meeting in Bordeaux

February 3, 2005: Full-year results

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, automobile, railways, building, petrochemical, medical applications, etc. With an industrial presence in 29 countries and commercial activities in 65 countries, Nexans employs 17,000 people and had sales in 2003 of 4 billion euros. Nexans is listed on the Paris stock exchange. More information on www.nexans.com

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