



Press release

2004 first quarter sales

Paris, April 20, 2004 - Nexans announces sales of 1, 091 million euros for the first quarter of 2004.

At constant non-ferrous metals prices and exchange rates*, first quarter sales totaled 951 million euros, up from 914 million euros for the first quarter of 2003, representing growth of 3.9% (+1.3% at constant perimeter).

The strong growth of sales in North America and Asia, coupled with the sales reported by the recently acquired Kukdong and Furukawa companies in South Korea and Brazil, respectively, managed to offset weak markets in Europe, especially France. A business-by-business analysis shows continued growth in Energy as other businesses remained stable.

The quarter was marked by a sharp rise in the price of non-ferrous metals, especially copper, for which the average price jumped 37% compared with the first quarter of 2003 (and 25% compared with the fourth quarter of 2003). The resulting adverse impact on the Group's debt is evaluated to be approximately 70 million euros. It also affects the operating profits of the building business cables activity, for which it takes longer to pass on the rising costs of raw materials in the sales prices. However, active management of pricing, combined with a metals hedging policy limit the negative impact on margins.

Consolidated sales by business sector

(in millions of euros)	At current metal prices		At constant metal prices		At constant metal prices and exchange rates	
	Q1 03	Q1 04	Q1 03	Q1 04	Q1 03	Q1 04
Energy	503	559	491	515	477	515
Telecom	134	130	133	126	126	126
Electrical wires	267	333	248	241	244	241
Distribution & other	74	69	73	69	67	69
Total	978	1 091	945	951	914	951

* 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.

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

in millions of euros	Q1.03	Q1.04
Infrastructure	184	200
Building	170	178
Industry	106	128

Despite weak demand for low and medium voltage cables in France and Germany, the cable market for infrastructure continued to expand.

Demand for cables for the building business was buoyed by the North American market, while competitive pressures continued to weigh on prices in Germany and France.

The volume increase in Industry Cables is related primarily to the inclusion of Kukdong in the Group's consolidation scope.

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

in millions of euros	Q1.03	Q1.04
Infrastructure	49	45
Private local area networks (LAN)	45	48
Industry	32	33

The first quarter confirmed the stabilization of this activity already felt in 2003.

The infrastructure business continued to suffer from the stagnation of demand in emerging countries.

Cables for industry grew slightly, driven by the development of ADSL (high-speed Internet) networks and cables for the aerospace industry.

In North America, sales in the Private local area networks were boosted by the recovery of demand for LAN copper and fiber optic cables.

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

in millions of euros	Q1.03	Q1.04
Wirerod	126	127
Bare Wires	29	28
Winding wires	90	86

The development of Nexans' Wirerod activities is satisfactory. The Winding Wire activities begin to reap the benefits of the restructuring carried out in North America in 2003 (reduction of overheads and elimination of low-margin manufacturing operations).

Consolidated Sales by geographical area

(in millions of euros)	Current metal prices		Constant metal prices		Constant metal prices and exchange rates	
	Q1 03	Q1 04	Q1 03	Q1 04	Q1 03	Q1 04
Europe	752	786	737	710	722	710
North America	174	219	160	161	148	161
Asia	30	52	27	47	23	47
Rest of the world	22	34	21	33	21	33
Total	978	1091	945	951	914	951

Sales growth during the first quarter reflects a sharp increase in sales volume in North America (+9.5% on a comparable consolidation scope), Asia (+13% on a comparable consolidation scope) and the Rest of the world (+17% on a comparable consolidation scope). This rise offsets low levels of activity in Europe (especially in France), due to the stagnation of industrial investment and the weakness of demand for telecom infrastructure cables.

Financial calendar

June 3, 2004: Annual Shareholders' Meeting

July 21, 2004: publication of the 2004 first half sales and results

October 18, 2004 : publication of the 2004 third quarter sales

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 euros 4 billion. Nexans is listed on the Paris stock exchange. More information on www.nexans.com

Your contacts:

Investor Relations

Michel Gédéon

Tel : +33 (0)1 56 69 85 31

e-mail : michel.gedeon@nexans.com

Corporate Communication

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.arcilla-borraz@nexans.com