

Nexans expands its Connected Drums solution to new global markets

- *Nexans has extended its innovative Connected Cable Drum solution to six countries, with plans for further international expansion*
- *Nexans technology, the first in the market, enables DSO customers to know the exact location of their cable drums, minimising the risk of lost or stolen assets*
- *A fleet of over 1,200 connected drums deployed globally allows customers to improve efficiency by reducing the rotation cycle to return an empty drum to the factory*

Paris La Défense, February 12, 2019 – Nexans has expanded its innovative Connected Drums solution to new international markets, including the UK, Switzerland, Germany and Chile, building on its success in France and Belgium. The solution, first introduced in 2016 and developed with industrial Internet of Thing (IoT) specialists Ffly4u, enables customers to track the location of their cable drums with accuracy – reducing costs through improved efficiency and enhanced traceability.

Real-time geolocation, alert system and stock visibility

Nexans' Connected Drum technology, the first of its kind in the market, uses 21st century technology to solve a key efficiency issue in the cable market. DSOs (distribution service operators) can lose hundreds of thousands of euros a year due to the lack of visibility of their drums scattered across construction sites. This is because complex supply chain processes can involve multiple teams, construction sites and subcontractors, so that expensive cable drums and cables are frequently lost, stolen or left idle on sites. It is also challenging for DSOs to monitor their stocks across multiple remote storage sites.

To help its customers address this issue, Nexans designed a digital solution comprised of a fleet of cable drums with integrated, tiny battery-powered sensors that connect each drum wirelessly to a cloud-based management platform (available on desktop or mobile app). This innovation provides customers with the real-time location of each drum as well as an alert system for monitoring on-site events, such as deliveries or pickup. As a result, the implementation of the Connected Drum service could lead to a reduction of up to 90 percent in the theft and loss of drums, saving hundreds of thousands of euros a year¹.

The solution, however, goes beyond cutting costs through improving traceability. Nexans' technology also allows customers to track how much cable is left on each drum. Thanks to a real-time interface between the connected drums platform and Nexans ERP (Enterprise Resource Planning) solution, the customer can monitor their drums and access business information such as cable type and remaining lengths, sites, stock levels and other important details. Multiple KPIs can also be visualised on dynamic dashboard.

The platform helps to reduce the amount of time that empty drums are left on site waiting for pickup, saving on costs and working capital. Estimates show that the Connected Drum technology can reduce the rotation cycle (the time it takes to return a drum back to Nexans) by as much as 25 percent - improving efficiency for both customers and Nexans.

¹ Based on a customer case in Belgium

A fleet of over 1200 connected drums deployed globally

Due to the success it has seen with existing customers in France and Belgium, Nexans is now offering the Connected Drum service to an increasing number of countries. The sensors are quick and easy to install, meaning the technology is scalable and can be deployed quickly in new markets. Nexans currently uses the cloud-based solution in six countries (UK, Switzerland, Germany, Chile as well as France and Belgium); however, it expects this number to grow as companies take advantage of this digital service to improve efficiency and lower costs.

“Being able to provide our customers with a first in the market digital solution to improve supply chain efficiency highlights the direction that Nexans is taking. Our aim is to provide the best service and products in the most efficient way possible,” said **Kieron Hall, Nexans UK CEO.**
“We are excited to bring our industry-proven solution to new markets around the globe.”

The Connected Drum technology is part of Nexans Services & Solutions designed to deliver more value for the Group's customers by streamlining all cable-related activities of their projects. Building on decades of experience in cabling, supply chain and engineering, Nexans offers its customers innovative services and digital solutions aimed at contributing to their operational and financial performance.

About Nexans

As a global leader in advanced cabling and connectivity solutions, Nexans brings energy to life through an extensive range of best-in-class products and innovative services. For over 120 years, innovation has been the company's hallmark, enabling Nexans to drive a safer, smarter and more efficient future together with its customers.

Today, the Nexans Group is committed to facilitating energy transition and supporting the exponential growth of data by empowering its customers in four main business areas: Building & Territories (including utilities, smart grids, e-mobility), High Voltage & Projects (covering offshore wind farms, submarine interconnections, land high voltage), Telecom & Data (covering data transmission, telecom networks, hyperscale data centers, LAN), and Industry & Solutions (including renewables, transportation, Oil & Gas, automation, and others).

Corporate Social Responsibility is a guiding principle of Nexans' business activities and internal practices. In 2013 Nexans became the first cable provider to create a Foundation supporting sustainable initiatives bringing access to energy to disadvantaged communities worldwide. The Group's commitment to developing ethical, sustainable and high-quality cables drives its active involvement within several leading industry associations, including Europacable, the National Electrical Manufacturers Association (NEMA), International Cablemakers Federation (ICF) or CIGRE to mention a few.

Nexans employs more than 26,000 people with an industrial footprint in 34 countries and commercial activities worldwide. In 2017, the Group generated 6.4 billion euros in sales. Nexans is listed on Euronext Paris, compartment A.

For more information, please visit: www.nexans.com

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