



**Press release**

## **Nexans extends utility cable and wire contract with Manitoba Hydro in Canada**

*Nexans will provide around 21 million euros of power cable over the next four years, extending original 5-year contract valued at around 26 million euros*

**Paris, November 6, 2007** – Nexans, the worldwide leader in the cable industry, has signed a four-year contract extension, valued at around 21 million euros (\$32 million CAD), with Manitoba Hydro, the electric power and natural gas utility for the Canadian province.

The agreement further extends a long relationship between Manitoba Hydro and Nexans in Canada, established in 2001, when Nexans was selected as its sole supplier for all utility cables and wires.

Nexans currently provides Manitoba Hydro with 41 different cables, wires and accessories used by the overhead and underground power distribution network throughout the province, including medium voltage and low voltage cables, and bare aluminum and ACSR (aluminium conductor steel reinforced) wires.

In addition to its cable and wire products, Nexans also provides a team of commercial and technical representatives to supervise installation and participate in joint continuous improvement objectives.

Dr. Gordon Thursfield, Nexans Executive Vice President North America Area, said *“In 2001, we advanced through Manitoba Hydro’s RFP (Request for Proposal) vendor selection process to become the single source supplier for all its distribution wire and cable needs. This sole supplier contract has proved beneficial to Manitoba Hydro because we have continually improved customer service levels while decreasing costs and maintaining quality”*.

The wire and cable products to be delivered over the next four years will be manufactured locally in the Nexans Weyburn plant in southeastern Saskatchewan.

### **About Nexans**

With energy cables as its core, Nexans, the worldwide leader in the cable industry, offers an extensive range of cables (copper, aluminum and optical fiber) and cabling systems. The Group’s strategy is focused on infrastructure, industrial and building markets. Nexans develops solutions for industry sectors such as shipbuilding, oil and gas, nuclear, automotive, electronics, aeronautics, handling and automation and includes an offering dedicated to public and private (local area) telecommunications networks.

With an industrial presence in more than 30 countries and commercial activities worldwide, Nexans employs 21,000 people and had sales in 2006 of 7.5 billion euros. Nexans is listed on the Paris stock exchange, compartment A of the Eurolist of Euronext. More information on <http://www.nexans.com>

**About Manitoba Hydro**

Manitoba Hydro is a provincial Crown Corporation, providing electricity to 516,000 customers throughout the province and natural gas service to 260,000 customers in various communities. The corporation exports electricity to 30 electric utilities through its participation in four wholesale markets in Canada and the mid-western United States. In addition, the utility aggressively promotes energy conservation and savings through its many Power Smart programs.

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