



Press release

Nexans wins a turnkey contract to supply marine seismic lead-in cable systems to PGS

Turnkey contract for one of the world's leading marine seismic survey companies provides a key strategic reference for Nexans as a supplier of complete lead-in cable systems

Paris, September 22nd, 2011 – Nexans, a worldwide leading expert in the cable industry, has been awarded a 3 million euro turnkey contract to supply lead-in cable systems for the advanced GeoStreamer seismic array technology that Petroleum Geo-Services (PGS) is deploying on its fleet of offshore survey vessels. The contract provides an important market reference for Nexans as it makes a key strategic move, from its well established position as a supplier of seismic and oceanographic cables, to delivering a complete service for lead-in cable systems, including fairings and terminations.

To deliver the total order of 35 systems for the GeoStreamer deployment, Nexans' specialized seismic cable manufacturing facility in Rognan, Norway has joined forces with MøreNot AS for the fairing installation and Siemens Subsea Products (formerly Bennex AS) for terminations.

Lead-in cables play a vital role in the survey process

PGS acquires, processes, markets and sells high quality seismic data worldwide. Oil and gas companies use this data to explore for hydrocarbon accumulations, to develop new oil and gas fields, and to manage their producing fields.

During the survey process, the vessels typically tow between 8 and 18 cables that are up to 8 km long, in an array that may be over 1 kilometer in width. The cables, each of which has a lead-in, are packed with sensitive electronic listening and recording devices.

The lead-in cables, usually around 1.1 kilometer in length and containing various electrical and fiber optic internal cores protected by 3 layers of steel wire armouring, play a vital role in transferring the seismic signals from the recording devices in the array to the processing and analysis equipment onboard the vessel. The reliability of the lead-in cable is crucial as it reduces unwanted noise and protects against potential corruption of the data. Bad data is unacceptable, and means parts of the acquisition have to be repeated, which could delay the survey, or even result in operational losses.

Fairings reduce cable vibration

The ribbon fairings, in the form of short polymer strips attached to the outer armouring, play an important role in reducing the vibration of the cable as it is towed through the water. This helps improve the quality of the signal passed to the survey vessel's sophisticated analysis equipment.

"Nexans is already well established as a leading supplier of marine seismic cables. However, there is a considerable change in the market as many customers are now calling for complete, coordinated turnkey solutions. That is why we have developed our new strategic approach to increase our market share by operating as an effective 'one-stop-shop' for lead-in cable systems", says Ragnar Vogt, Marketing and Sales Director, Nexans Telecom Division. "This order for PGS is an important breakthrough that provides a key reference for Nexans in this sector. The next step is to continue to use a combination of our in-house expertise and trusted external partners to further develop Nexans' total service philosophy for marine seismic operators."

The lead-in cables for the PGS fleet are scheduled for delivery by February 2012.

About Nexans

With energy as the basis of its development, Nexans, worldwide leading expert in the cable industry, offers an extensive range of cables and cabling systems. The Group is a global player in the infrastructure, industry, building and Local Area Network markets. Nexans addresses a series of market segments: from energy, transport and telecom networks to shipbuilding, oil and gas, nuclear power, automotives, electronics, aeronautics, material handling and automation. 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 engagement, 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 23,700 people and had sales in 2010 of more than 6 billion euros. Nexans is listed on NYSE Euronext Paris, compartment A. For more information, please consult www.nexans.com or <http://www.nexans.mobi>

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