






From West to East: Technology Transfer within Nexans

Presented by : **Dr. J. Satrijo Tanudjojo**
President, Nexans Greater China

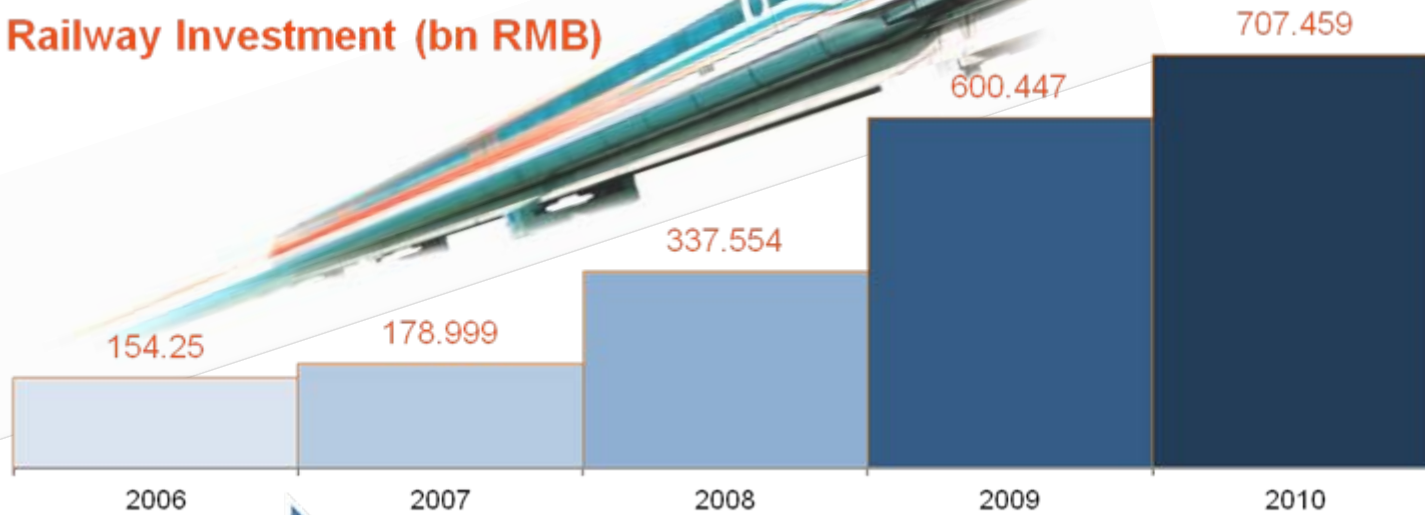
Venue : Global Economic Leaders Summit
Changchun, Jilin PRC

Date : September 5, 2011



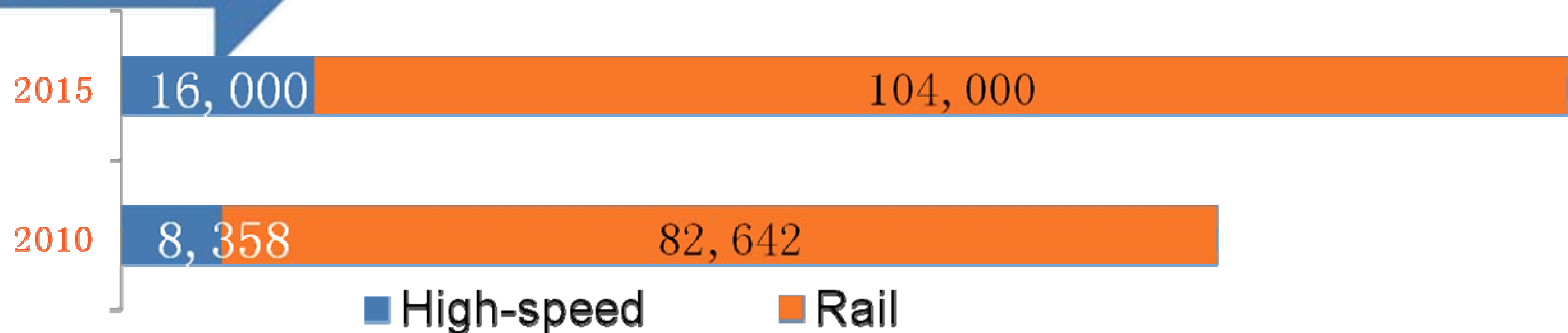
-  **Growth & Ambition of Chinese High Speed Train**
-  **The Vein: Cables Inside the Train**
-  **Nexans Solution & Success Story**
-  **Technology Transfer From Europe to China**
-  **Imitation or Innovation**

Railway Investment (bn RMB)



12th Five-Year-Plan:
RMB2,800 billion

Chinese Rail Development (in KM)





Jumper cables



HV connection cables & connectors



Silicone motor connection cables



Rolling stock power cables



Coaxial cables



MV connectors



Optical fiber cables



Standard & thin-wall LV control cables



Harnesses

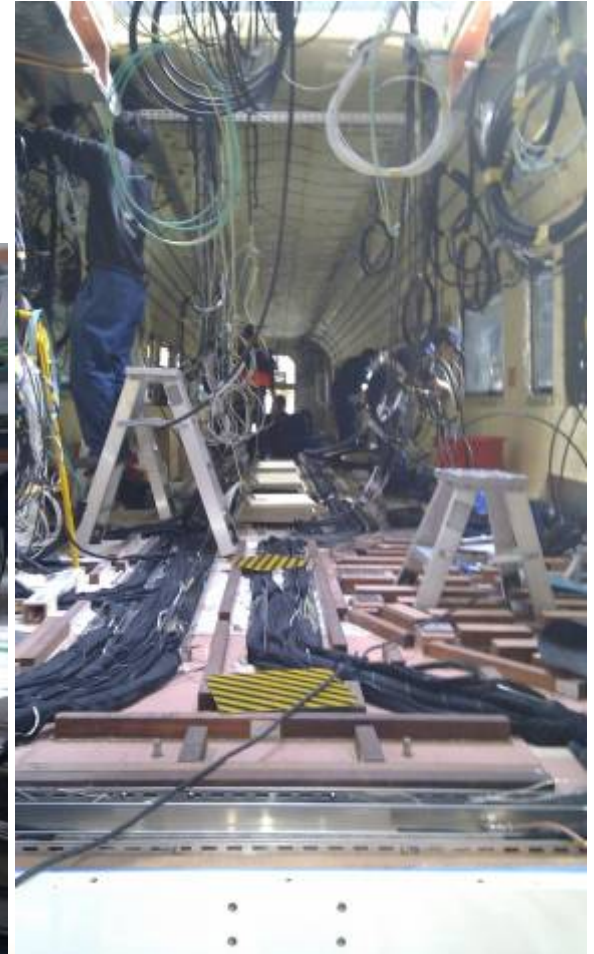


Databus cables



Low & high temp power cables







Jumper cables



HV connection cables & connectors



Silicon connectors



Coaxial cables



MV connectors



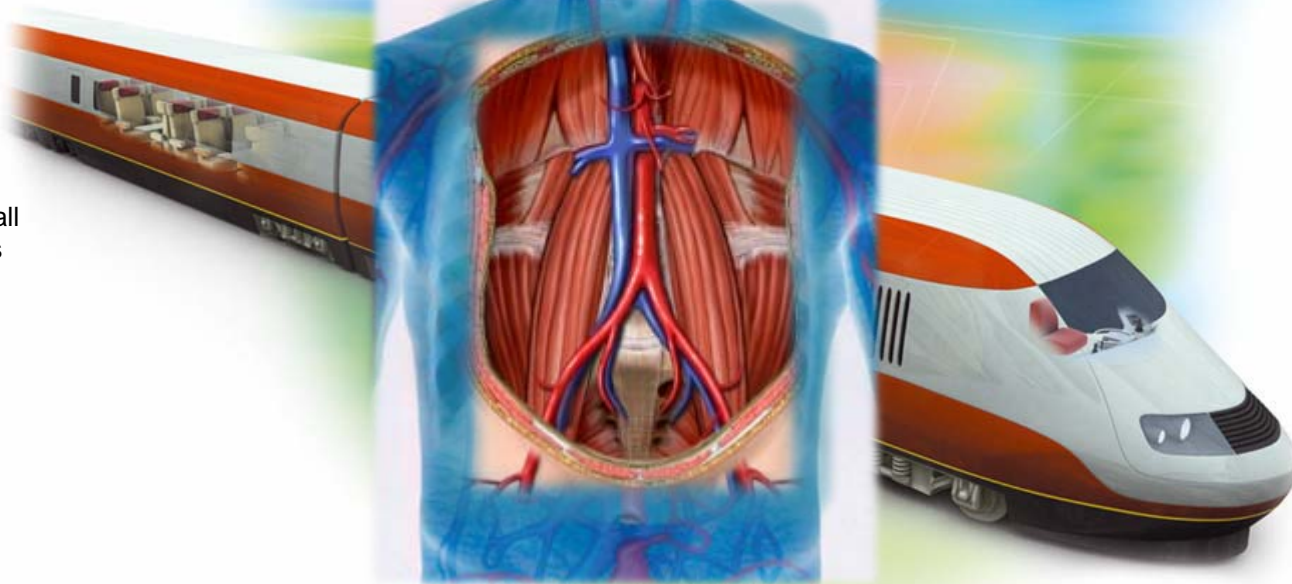
Optical fiber cables



Standard & thin-wall LV control cables



Harnesses



Databus cables



Low & high temp power cables

Nexans: At the core of performance





和谐号 - 中国南车



TGV - Alstom

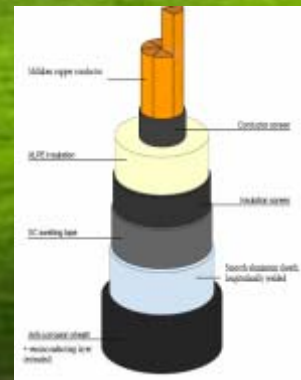
Transrapid:
first magnetic levitation
train in Shanghai
上海磁悬浮



ÖBB railjet - Viaggio Comfort - Siemens



BSP EMU - Bombardier





**Establishment of rolling stock manufacturing plant:
Nexans (China) Wires & Cables Co., Limited**



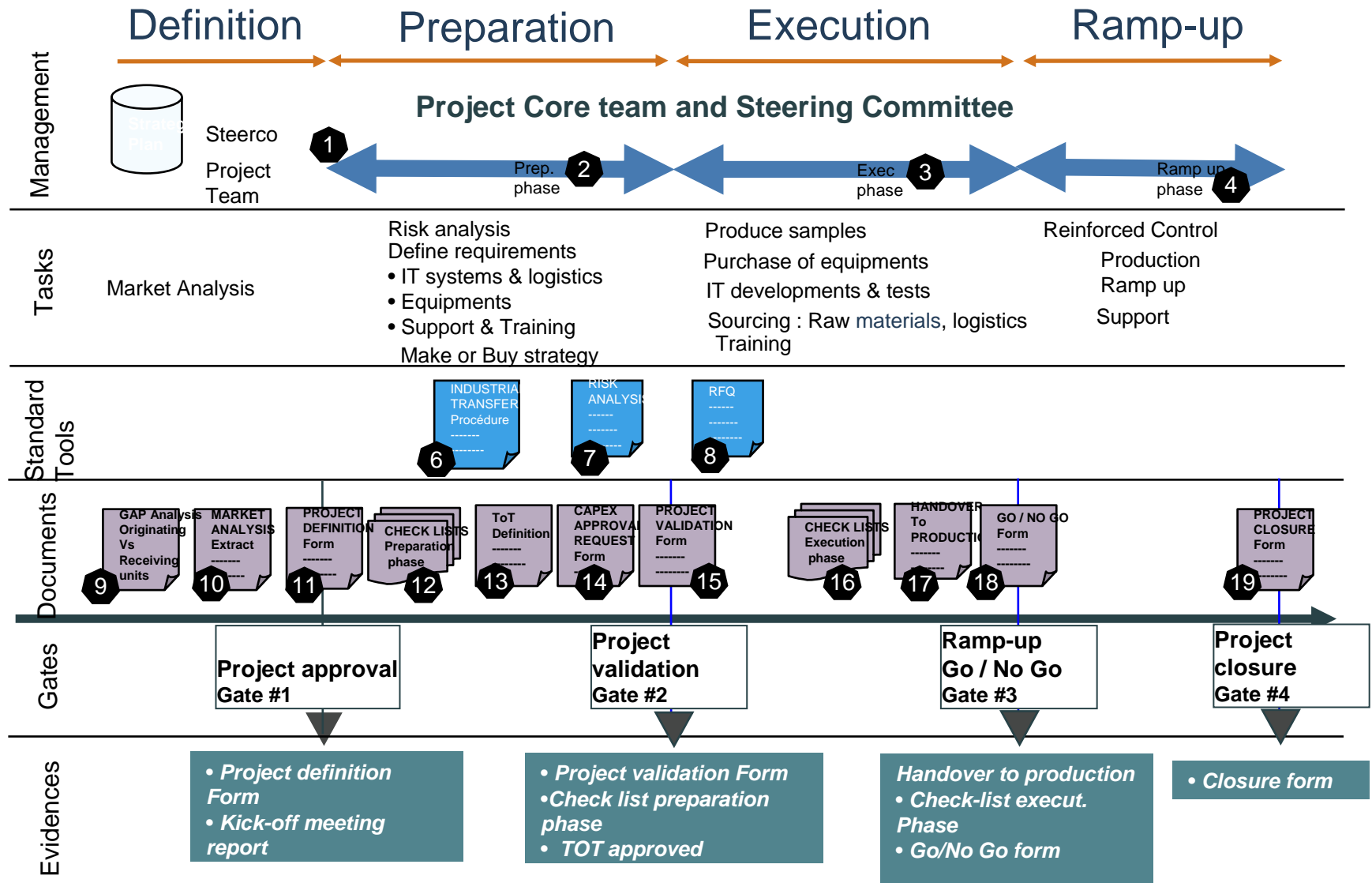


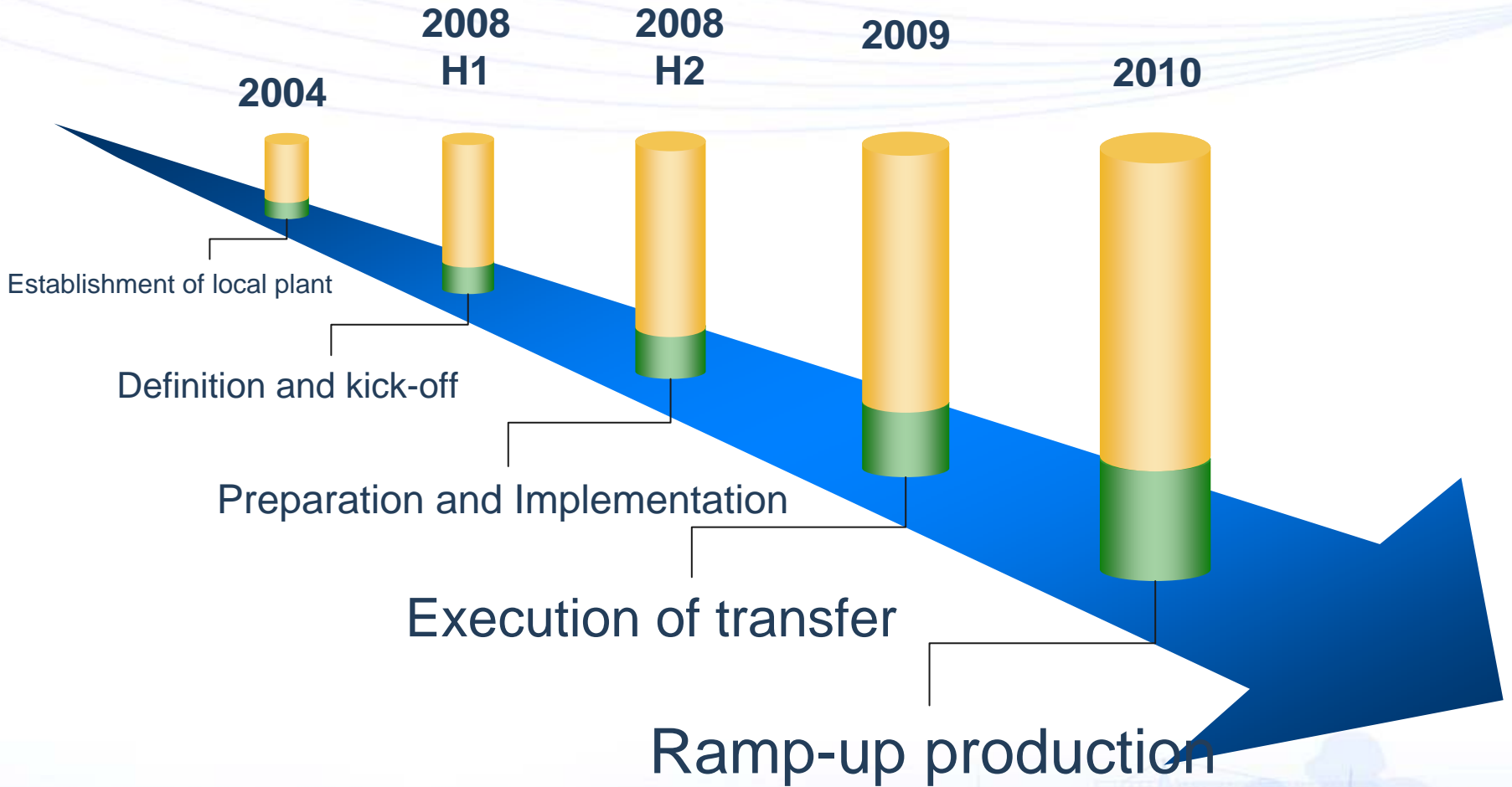
Think Customer

- 1
- Understand customer needs
 - Define scope of technology
 - Request for global support

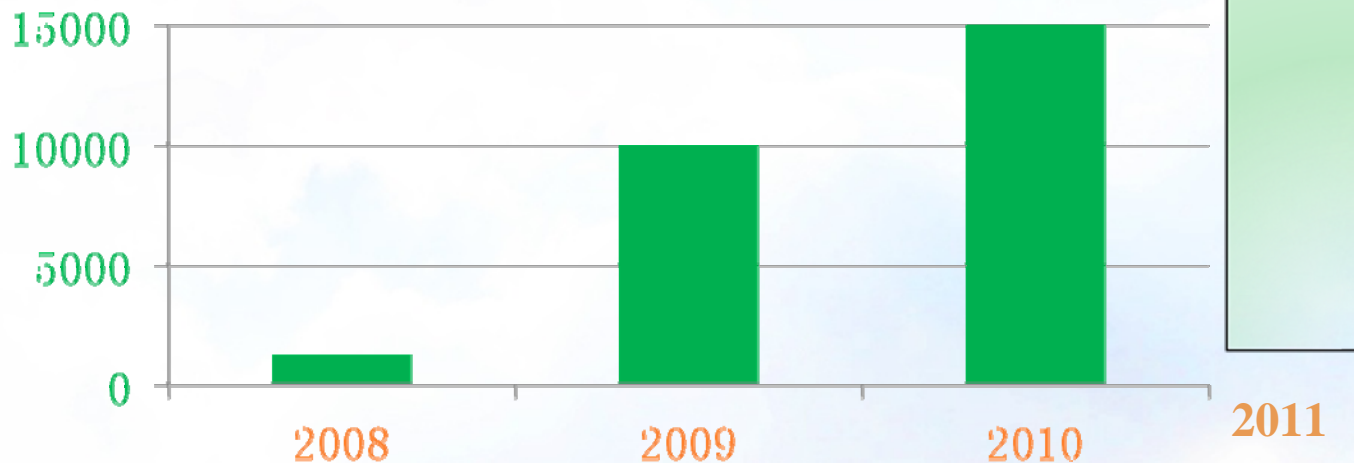
- 2
- Agree on technology scope
 - Provide technical guidance and training
 - Estimate cost
 - Define application and other terms

- 3
- *Protect* know-how
 - Establish Trademark
 - Localize and Customize

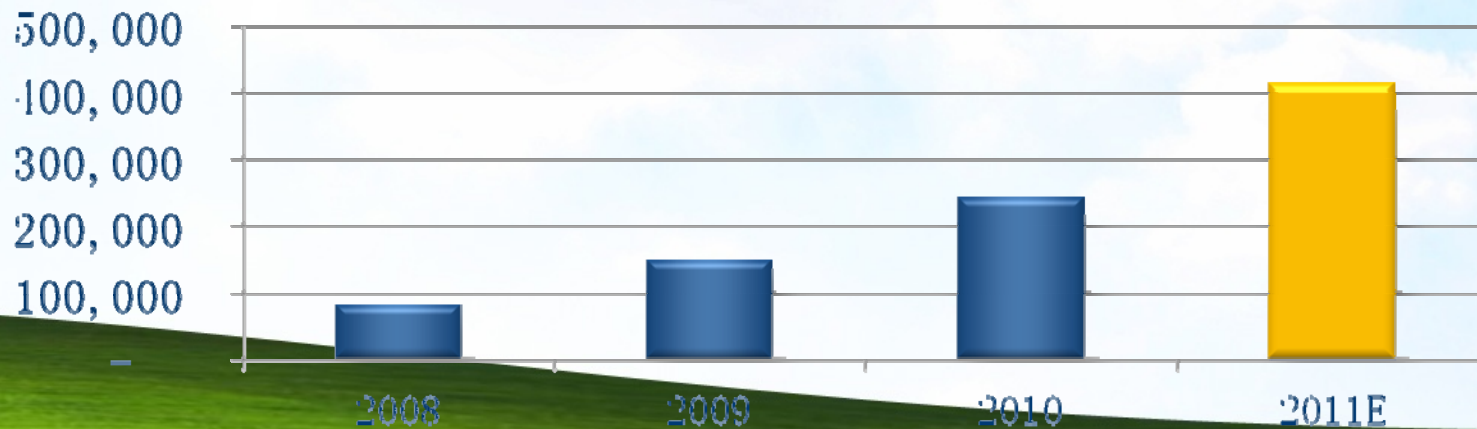


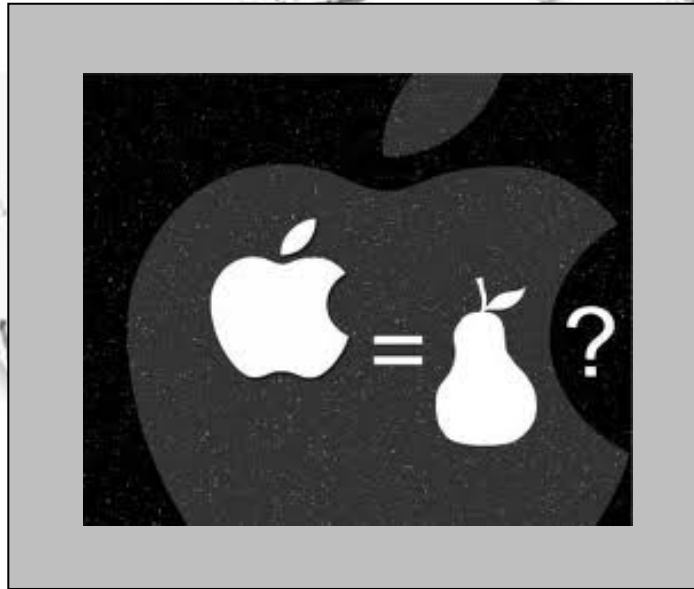


Cable Length (in KM)



Revenue ("disguised & scaled")





- Progress is suffocated
- Limited development
- Put oneself to Peril

- Open possibilities
- Imagination is the limit
- Sustainability

- China: from the factory of the world to a global innovation test base
- By 2020: Innovation – oriented country; By 2050: World – leading science power
- China leaders have made Indigenous Innovation the cornerstone to reduce its dependency on foreign technology < 30%

Innovation is the route to sustainable development





Innovation



Nexans



Nexans

From Transfer of Technology to Innovation in China

Thank you
ευχαριστώ

Q&A

