

CARBONE LORRAINE :
TWO IMPORTANT DISTRIBUTION AGREEMENTS SIGNED

Ferraz Shawmut, a subsidiary of Carbone Lorraine, which specializes in the manufacture and sale of industrial fuses, has just signed two important distribution agreements with the French group Rexel and the American group Affiliated Distributors.

Rexel has chosen Ferraz Shawmut to be one of its 23 strategic partners. This agreement will considerably strengthen Ferraz Shawmut's commercial capability, since the company will now be able to benefit from Rexel's impressive international network.

A second preferred supplier agreement has been signed with Affiliated Distributors, the number one group for American distributors of electrical equipment (with total sales worth 20 billion dollars, including 9 billion dollars in electrical equipment). This agreement increases the number of points of sale used by Ferraz Shawmut in the United States from 1.500 to 2.500.

These two agreements will give an additional boost to the strong growth in sales, particularly in North America, caused by the positive effects of the merging of the activities of Ferraz and Shawmut.

These two customers can now benefit from the support for the e-commerce activities implemented by Ferraz Shawmut to enhance the quality of the services it offers to its customers.

Carbone Lorraine is an industrial group which specializes in Electrical Components (brushes for electric motors, fuses, magnets) and in Advanced Materials and Technologies. The group occupies key leading positions in the world in its main markets.

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| ▪ Electrical Applications | | World n°1 in brushes for electric motors |
| ▪ Electrical Protection | | World n°2 in industrial fuses |
| ▪ Permanent Magnets | | World n°3 in magnets for automobiles |
| ▪ Advanced Materials & Technologies | | World n°1 in thermal anti-corrosion equipment |

Contact for Financial Communication

Anne Mills

Tel: +33 (0)1 46 91 54 48

Fax: +33 (0) 1 46 91 54 07

Press Contact

Myrna SAIDAH

Tel: +33 (0) 1 44 43 69 83

Fax: +33 (0) 1 44 43 76 95

Web site: www.finance.carbonelorraine.com