

Carbone Lorraine wins new contracts in Asia

In line with its development strategy in Asia, Carbone Lorraine has won several anti-corrosion equipment contracts in Asia. These contracts are worth a total of 10€ million. The delivery will spread over the second half of 2004 and the first half of 2005.

Firstly, the Group will supply a Chinese customer with a reactor and two columns in zirconium to be used in manufacturing acetic acid for the plastics industry. A key factor influencing the customer's decision was Carbone Lorraine's new plant in Oxnard (California), which is the most advanced facility of its type in terms of state of art and size of the equipments it can manufacture. Several orders of the same type are anticipated over the next few months, also for China.

Carbone Lorraine's ability to offer its customers reduced lead times and to meet them by allocating production to several different sites operating simultaneously has also enabled it to win a contract for six Polytubes® for delivery to a customer in Taiwan. These graphite-tube heat exchangers will be used to process sulfuric acid in the production of viscose, a basic material used in the textiles industry. It is worth to note that this order represents the renewal of previous contracts with the same customer, with which the Group has now been working for about 15 years.

Commenting on these new contracts, Claude Coccozza, Carbone Lorraine's Chairman and Chief Executive Officer said "*Carbone Lorraine is proud of the trust of its customers -for decades- in certain cases. It encourages us to develop our customer satisfaction policy even further.*" He added "*These contracts also bear testimony to the Group's excellent positions in the anti-corrosion equipment segment in Asia, a region poised for very strong expansion. This success has been founded on our manufacturing presence in the region, a strategy that we are currently replicating in all our business activities.*"

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Reminder:

Carbone Lorraine is an industrial group specialising in electrical components (brushes for electric motors, magnets and industrial fuses) and advanced materials and technologies. Well-established world-wide, the Group holds world-class positions in all its main markets:

- *Electrical Applications*
- *Permanent Magnets*
- *Electrical Protection*
- *Advanced Material & Technologies*
- *World # 2 in brushes for electric motors*
- *World # 3 in magnets for automobiles*
- *World # 2 in industrial fuses*
- *World # 1 in thermal anti-corrosion equipment*
- *World # 2 in high-temperature applications of isostatic graphite*

The Group is listed on the Premier Marché of the Paris Stock Exchange and is a constituent of the SBF 120 and Next 150 indices.

To find out more about the Group, please visit our web site at www.carbonelorraine.com.

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