

### **PRESS RELEASE**

PARIS, MAY 14, 2002

# **CARBONE LORRAINE:** FIRST-QUARTER 2002 SALES: €189M









During the first quarter of 2002, Carbone Lorraine posted sales of €189m. As indicated at the Group's results presentation during March, this represents a decline of 10%, or of 12% on a comparable basis and at constant exchange rates. Performance during the first quarter of 2001 was boosted by economic conditions that were still highly favourable.

Sales during the three months to end-March 2002 broke down as follows:

Electrical Applications	<b>€</b> 50m	- 8%
Magnets	<b>€</b> 31m	+ 6%
Electrical Protection	<b>€</b> 50m	- 20%
Advanced Materials and Technologies	€8m	- 16%

**TOTAL** €189m - 12%

## **Electrical Components**

In the **Electrical Components** division, the decline in **Electrical Applications** sales was attributable to the deterioration in the US and European brush markets for industrial motors, as well as to a contraction in European sales of brushes for small electric motors. Conversely, sales of the Magnets division to automotive industry customers picked up in North America and Europe. This increase was driven notably by sales of flux packages (magnets pre-assembled in the motor casing), with further evidence of rapid expansion in Europe. The significant sales decline in **Electrical Protection** was attributable to the worldwide slump in spending on electrical equipment.

### **Advanced Materials and Technologies**

Some customers in the Advanced Materials and Technologies division have requested the rescheduling of their deliveries of anti-corrosion equipment within 2002, whereas sales of this type of equipment were very strong during the first quarter of last year. In addition, although graphite sales to electronics markets picked up compared with the levels seen in late 2001, they remained weak. Lastly, high-energy braking business held up at a healthy level, and the full-year outlook is bright.

#### **Outlook**

In this still uncertain economic environment, Carbone Lorraine Group is focusing on implementing the cost savings plan announced at the start of the year. In line with previous forecasts, this plan is expected to deliver annual savings of €20m by 2004, including €15m in 2003. The savings plan is set to boost the impact of the economic recovery on the Group's earnings performance once the upswing materialises.

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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 Materials & Technologies

World no. 1 in brushes for electric motors World no. 3 in magnets for the automobiles

World no. 2 in industrial fuses

World no. 1 in thermal anti-corrosion equipment

The Group is listed on the Premier Marché of the Paris Stock Exchange. It is part of the SBF 120 and Euronext 150 indices.

For further information, visit our website: www.carbonelorraine.com

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