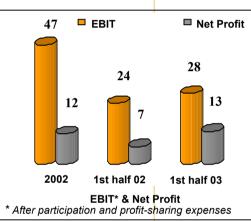
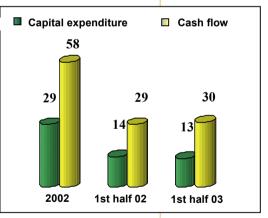
# QUARTERLY REPORT









**BNP Equities France - LYON** 

#### TOTAL ACTIVITY UP + 1.1 % ON A CONSTANT DOLLAR RATE BASIS

Taking into account the disvestment of ARS Industries and the Aillevillers assets, that were both sold in 2002 and whose sales were nearly offset by the integration of MONADNOCK, the 2003 perimeter is more or less comparable to that of 2002. The key factor that had an effect on the fiscal year was the dollar rate. So, LISI Group's consolidated sales come out to €506 million for 2003, down −2.3% as compared to the previous year, but up +1.1% on a constant dollar rate basis. Besides, the move (on a constant dollar rate basis) seems to be two-fold: a satisfactory H1, up +2.3% (+1.8% for Q1 and +2.7% for Q2) and a stable H2, at −0.3% (including −1.5% for Q3 and +0.9% for Q4). The portion of sales achieved abroad, as a result of the decline of the dollar, remains stable at 48.1% of the total.

# THE OPPOSITE CYCLES OF THE AUTOMOTIVE AND THE AEROSPACE INDUSTRIES OFFSET EACH OTHER PERFECTLY

AEROSPACE (36% of sales): the sector's gradual improvement is confirmed, the initial assessment for 2003 being rather better than expected: Boeing delivered 281 aircraft in 2003 (versus 275 in our last release), while Airbus is expected to exceed its forecast of 300 aircraft delivered over the period. The news from regional aircraft manufacturers is also in line with this positive trend, with confirmed rising production paces, both for Bombardier (CRJ 700 program) and Embraer (ERJ 170 and 190 programs). In Europe, the progression of the A380 program boosts demand; thus, the business unit airframe Europe is up +7.7%. In the USA, military orders were very limited growth vectors, with a -5.5% decline in euro and a +15.0% progression in dollars, owing to the positive impact of Monadnock. The engines activity remains stable, despite a market that is down -2%.

The Racing activity, affected by significant changes in the rules applicable to the various competitions in the USA, is slightly declining on a like-for-like basis. This specific phenomenon is not expected to have any effects beyond 2003.

AUTOMOTIVE (54% of sales): in line with the US market, the European market confirms that it lacks dynamism, with a decline of approximately -1% in 2003. Regarding automotive manufacturers, PSA announces stable global sales, at +0.6%, Renault a slight -0.7% decline, and Daimler Chrysler a more dramatic rise of -4%. As far as we are concerned, after a satisfactory Q1 (+2.1%), the destocking decisions made by manufacturers and parts manufacturers resulted in a significant slowdown that could be observed quarter by quarter: -1.4% for Q2, -5.7% for Q3, and -1.7% for Q4. All in all, the division limits its decline to -1.6% for the entire fiscal year, thus gaining new market shares thanks to its sales efforts, particularly in terms of price drops and product renewal.

COSMETICS (10% of sales), the decreasing number of new product launches announced during Q3 was confirmed at the end of the year. The lack of known statistics regarding the impact of the Christmas holidays prevents us from knowing the exact situation of the sales of existing products or the success of novelties with our clients. However, we observe that Chanel, L'Oréal (Attraction, Sensi), and Yves Saint-Laurent (Rive Gauche) maintained sustained activity. After Q1 and Q2, that were extremely encouraging (+1.7% and +14.4%, respectively), Q3 (-0.8%) and, above all, Q4 (-11.4%) suffered a significant drop. At the end of the day, LISI COSMETICS achieved a progression of +0.9% at €51.2 million for the entire fiscal year. This, given the fire that destroyed the metal plant of St Saturnin, is a very positive result.

## **OUTLOOK**

Except in case of some unforeseeable event, the aerospace division is expected to pursue its recovery. Indeed, the sector's major clients announce growing assembly paces which, combined with dynamic sales activity, should result in higher – on a constant dollar rate basis – delivered volumes. As far as the automotive industry is concerned, the Group does not anticipate a sudden market recovery. The first delivery programs of the beginning of the year do not display any significant improvement as compared to Q4 2003. However, the renewal rate of new products in their industrialization phase within the group is expected to enable LISI to gain new market shares and make progress in a generally stable market for 2004. Regarding cosmetics, one should note that, since the last Luxpack tradeshow, the number of requests for studies or quotes has begun to rise again. However, potential new products shall only have a limited impact on 2004, as their launch is scheduled for the end of the year.

The Q1 work load is expected to be sustained by significant demand for restocking from clients who are rebuilding their stocks.

To sum up, the group is optimistic for 2004, hoping to see a return to growth after two years during which it had to refocus on its strategic core businesses.

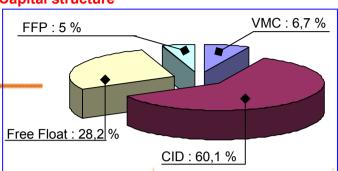
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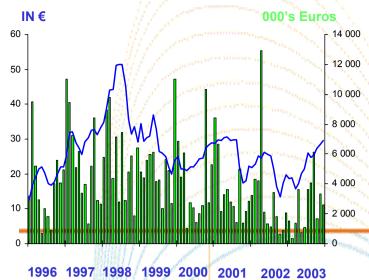
# **Data**

#### Market capitalisation 303 M€ (30,75 € - 31/12/03) Shares outstanding 9 866 838 Price range 03 (adjusted) 33.00/14.40€ Gloval dividend (01) 0,92 € Reuters Code GFII.PA **Bloomberg Code** FII FP NextPrime FTSE 215 Code ISIN FR0000050353





# Stock market quotation and monthly traded value



NB: adjusted to reflect division of value by 5

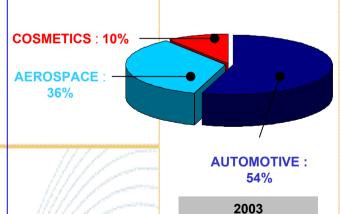
# **History**

- In the sixties, five family businesses specialized in industrial fasteners, merged in several stages giving birth in 1968 to GFD, number one in industrial fasteners and fastening systems in France.
- In 1977, GFD acquired BLANC AERO, the French leader in aerospace fasteners. The new group became GFI and was listed on the Paris Second Market in June 1989.
- Since 1991, GFI Industries has grown actively making 18 acquisitions: THIANT, FDM, BELEY, MOHR und FRIEDRICH (All), GRADEL and GERVAIS LE PONT, RAPID SA in the Automotive - SERICA, L'EUMAIL et LEOPLAST (I) in Packaging - ARS Industries in Railways tracks - MEGNIN in the Industrial division, HI-SHEAR Corporation (EU), AIRTEC, APT (EU), BAB, A-1 (EU) et FT BESTAS (Turkey) in the Aerospace division.
- In 1999, the Automotive division closed FDM and the Aerospace division sold APT Construction (USA).
- In 2001, disposal of GFD (standard fasteners for buildings).
- May 14th, 2002: GFI Industries becomes LISI which stands for Link Solutions for Industry.

(Sales €m 506,0)

- August 2002 : Acquisition of The Monadnock Company which is specialized in clipped fasteners used in interior aircraft fittings
- October, 2002: disposal of ARS INDUSTRIES (Railway fasteners).

### Markets and Activity



#### 3 core businesses:

■ Aerospace industry fasteners and fastenings systems

(36% of consolidated revenues)

N° 3 worldwide - Competitors: ALCOA-FAIRCHILD (USA), SPS (USA) World's leading manufacturer of fasteners for airframes and the European leader for high performance parts sold to OEM market, notably by engine manufacturers.

■ Automotive industry fasteners and parts components

(54% of consolidated revenues)

N° 2 in Europe - Competitors: TEXTRON (USA), ITW (USA), TRW (USA), FONTANA (I), KAMAX (Ger)

■ Perfume and cosmetics packaging (10% of consolidated revenues)

Worldwide TOP 5 - Competitors: TECHPACK (F), REXAM (UK), QUALIPAC (F).

■ 48 % of consolidated revenues realized outside France.

### Financial highlights (adjusted)

i manciai nigriligrits (aujusteu)							
	2000	2001	2002				
Global dividend (in €)	0,91	0,91	0,92				
High quotation (in €)	31,30	33,70	27,45				
Low quotation (in €)	17,41	15,20	11,06				
Daily traded value (in K€)	190	167	104				

# oledown of 4ot holf 2002 by potivity

Breakdown of 1st hair 2003 by activity							
In €m	EBITDA	EBIT	Cash Flow	Capex	Manpower		
AEROSPACE	15,9	11,2	11,5	3,3	1 959		
AUTOMOTIVE	23,4	15,6	16,5	7,1	2 677		
COSMETICS	0,9	(0,1)	1,5	2,4	794		
Holding	1,2	1,1	0,5		10		
TOTAL	41,4	27,8	30,0	12,8	5 440		