



### Conference call details:

Date: SEPTEMBER 23, 2004.

Time: 15:00 Paris Time (14:00 London Time)

Dial-in: + 44 (0) 8400 013 146

ATN Changed

A replay service will be available for those of you who cannot participate in the call from September 23, 2004 until September 25, 2004.

Replay dial-in number: + 44 (0) 8700 003 081

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Access code: 212 081 64

## June 30, 2004 results

September 23, 2004 Conference call presentation



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# AGENDA

LBC presentation

Highlights June 2004

Profit and loss summary

Balance sheet summary

Cash flow summary

France business review

Europe (excluding France) business review

United States business review

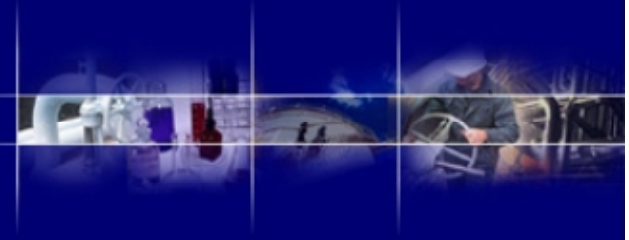
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# LBC Presentation

- **Second largest chemical storage company with 2.2 million cubic meters of storage capacity**
  - 12 terminals strategically located in Western Europe and the US
  - over 9.5 million metric tons of product throughput annually
  - 660 employees
  
- **LBC provides a series of value added services in addition to storage :**
  - Blending, drumming, filtering
  - Warehousing of packed goods
  - Waste water treatment
  - Truck/I so / raitankcar cleaning & storage
  - Forwarding / administration
  
- **Main figures :**
  - Sales last twelve months: 117,7 M€ (€/\$ - 1,213)
  - EBITDA last twelve months: 41,0 M€ (€/\$ -1,213)
  - Acquisition by One Equity Partners on May 13, 2004
  - Net Debt 181,4 M€ as of June 30, 2004



## Highlights June 2004



- **Occupancy Rates lowered to 85,5% at the end of June 2004 compared to 94,1% in June 2003.**
  - No significant customer losses in the period
  - Chemical companies' cost pressures force more efficient utilization of existing tanks
  - Unused capacity provides good growth potential without capital spending required
- **Throughput increased 1,2% to 4,8 million of metric tons**
- **Sales for June 2004: 58,4 M€ . Forex adjusted it is a 2,2% decrease compared to June 2003 (61,7 M€)**
- **EBITDA for June 2004: 19,0 M€. Forex adjusted it is a 12 % decrease compared to June 2003 (22,6 M€)**
- **CAPEX for the 6 months ended June 30, 2004: 7,6 M€**
- **Net loss of 2,4 M€**
- **Net debt at 181,4 M€**

# Profit and Loss Summary

in M€	June 2003	June 2004	June 2004 Forex Adj.	Deviation Forex Adj.	%
€/\$	1,1049	1,213	1,1049	1,1049	
SALES	61,7	58,4	60,3	-1,4	-2,2%
EBITDA	22,6	19,1	19,9	-2,7	-12,0%
%	36,6%	32,7%	33,0%		
EBIT	11,9	8,1			
Net Financial Expense	1,6	6,1			
Exceptional result	0,0	-0,4			
Income tax	3,6	2,8			
Minority Interest	-0,3	-0,3			
Goodwill	-0,6	-0,8			
GROUP NET RESULT	5,9	-2,4			

# Balance sheet Summary

in M€	December 2003	June 2004	
	€/\$	1,263	1,2155
Fixed assets	251,8	258,2	
Working capital	7,6	4,4	
Premium and deferred financing	0,0	16,5	
Cash and Cash Equivalents	4,7	11,4	
	=====	=====	
<b>TOTAL ASSETS</b>	<b><u>264,1</u></b>	<b><u>290,4</u></b>	
Shareholders Equity	126,9	69,8	
Minority Interest	4,2	4,3	
Provisions for risk and charges	5,0	5,3	
Bank and shareholder Financial debt	111,7 (a)	192,8 (b)	
Deferred Taxes	16,3	18,3	
	=====	=====	
<b>TOTAL LIABILITIES AND SHAREHOLDER EQUITY</b>	<b><u>264,1</u></b>	<b><u>290,5</u></b>	

(a) Including 19,1 M€debt to Fimalac (Prior Shareholder)

(b) Including 2 M€debt to One Equity Partners - additional amount at closing



# Cash flow summary

in M€	June 2004
<u>Cash and equivalents December 2003</u>	<u>4,7</u>
Result before Goodwill and Minority	
Interest	-1,3
Depreciation and amortization	11,0
Net change in working capital	1,6
	-----
<u>Cash flow from Operating activities</u>	<u>11,3</u>
Additions to fixed assets	-7,6
Other net changes in fixed assets	-0,1
	-----
<u>Cash flow used in investing activities</u>	<u>-7,7</u>
Borrowings Under Senior Credit Facility	46,0
High Yield Bond Issuance (Net)	125,4
Bank Debt and Prior Shareholder Payments	-97,9
Stock Payment to prior Shareholder	-134,6
Acquisition cost Payments	-9,7
Equity contribution from OEP	73,9
	-----
<u>Cash flow used in financing activities</u>	<u>3,1</u>
<u>Net Changes in cash and equivalents</u>	<u>6,7</u>
<u>Cash and equivalents June 2004</u>	<u>11,4</u>



# France Business Review



Operating Data	June 2003	June 2004	%
Capacity '000 m3	819	819	0,0%
Occupancy rate YTD	92,2%	80,8%	-11,4%
Troughput '000 metric tons	1 463	1 347	-7,9%

Results	June 2003	June 2004	%
Sales M€	19,1	17,3	-9,2%
Ebitda M€	6,696	4,717	-29,6%
%	35,1%	27,2%	

- Operations in Le Havre, Nantes, Bayonne and Marseille.
- Sotrasol impacted by a contract of dehydration spot (220k)
- Marseille impacted by very poor results at Port St Louis (-567k) but Lavera is performing well although traffic and occupancy rates are poor
- Sogestrol Le Havre is suffering from very low throughput (-18%) and Occupancy rates (-23%) but productivity efforts lead to a slower EBITDA margin decrease (-8%)
- New structure implementation cost is included in France EBITDA (200k)

## Europe (Excl. France) Business Review



Operating Data	June 2003	June 2004	%
Capacity '000 m3	503	552	9,7%
Occupancy rate YTD	93,4%	89,3%	-4,1%
Troughtput '000 metric tons	1 001	1 129	12,8%

Results	June 2003	June 2004	%
Sales M€	21,4	21,6	0,8%
Ebitda M€	6,503	6,094	-6,3%
%	30,4%	28,3%	

- Operations in Antwerp, Rotterdam, Santander, Cartagena and Lisbon.
- Antwerp is benefiting from the new Warehouse in revenues (+475k) but has also suffered a high increase in the cost basis in insurance (+315k), personnel (+265k) and the land and warehouse rent (+205k)
- Rotterdam is impacted by a low value added services revenue (-596k) and by the stop of Saran (-160k in EBITDA but -685k in revenues)
- Benefiting from Capacity additions, Santander and Lisbon are performing well like does Cartagena.

# United States Business Review

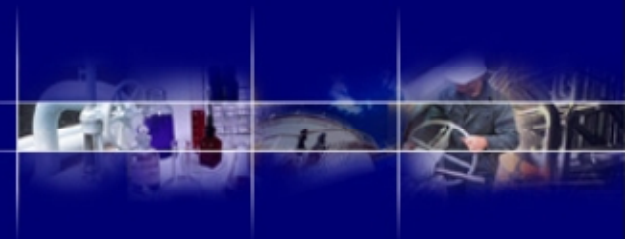


Operating Data	June 2003	June 2004	%
Capacity '000 m3	833	833	0,0%
Occupancy rate YTD	96,5%	87,5%	-9,0%
Troughtput '000 metric tons	2 317	2 361	1,9%

- Operations in Houston and Baton Rouge
- Sales flat because mainly impacted by re-invoiced items in cost (110k of maintenance and 90k of various purchases)
- Additional 100k of maintenance at Sunshine.
- Personnel cost is the main increase in cost (+316k)

Results	June 2003	June 2004	%
Sales M\$	23,4	23,7	1,1%
Ebitda M\$	10,3	10,0	-3,3%
%	44,2%	42,3%	

# Interest cost details



## Financial Cost details

June 2004

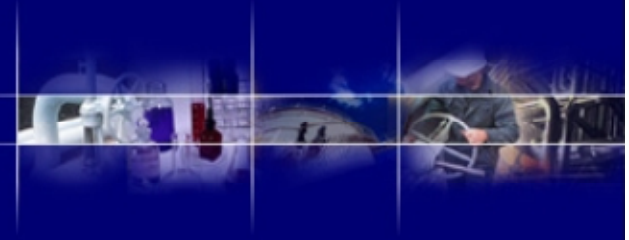
HYB interest	1 991
HYB Premium amortization	103 Non cash
SFA interest	218
Fees amortization (HYB+SFA)	141 Non Cash
Other interest (net)	1776 Pre-acquisition and existing credit lines
Net interest cost	4 229
Forex SFA - 41,6 M\$ -	-879 Accounting in discussion Equity vs P&L
Forex internal loan - 40,3 M€	1 072 LBC SA to LBC Acquisition corp.
Forex internal Loan - 7,4 M€	228 LBC luxembourg to LBC Acquisition corp.
Forex internal loan - 33,3 M\$	764 LBC SA to LBC Acquisition corp
Forex internal loan - 59 M€	729 LBC Holdings to LBC Luxembourg SCA
Forex net	1 914
Interest expense net	6 143

# Other P&L Comments



- Exceptional items:
  - Redundancy Plan for Marseille: -800 k
  - Tax credit at Terquisa (net of prior Terquisa shareholder indemnity): +256 k
  - Others: +108 k (Rotterdam/ insurances / tax at Antwerp)
  
- Income Tax: No benefit included yet from french tax group or interest deduction in the US.
  
- Goodwill / Purchase accounting not yet finalised. Preliminary figures based on reasonable management assumptions, but subject to audit adjustments.

# Capital expenditures



- Capex expenditures for the period: 7,6 M€ is in line with expectations and forecast.
- Main Items are related to maintenance and regulatory investments

Capex M€	June 2004
France	3,0
Europe (ex. France)	3,0
United States	1,6
	=====
TOTAL	7,6

- Implementation of our new Terminal Management System is progressing well. Antwerp is on line, US terminals about to go live and other European terminals in test phase.
- No development Capex is included except some small items paid for the new capacity in Santander and some studies for a new parking lot at Antwerp
- The CAPEX facility of 15 M€ included in the Senior Facility Agreement is undrawn

## Conclusion and outlook

- EBITDA level lower than expected mainly due to a slight revenue decline – throughput and low occupancy rates impacting sales in a fixed cost business
- Cash flow level satisfactory despite lower sales
- Capex in line with expectations
- Revenues:
  - Activity seems to improve in August and September after a bad month of July
  - We have secured long term existing contracts and extended a significant contract in Cartagena
  - We are pursuing our marketing efforts for the Antwerp Warehouse
- Cost Basis:
  - Marseille redundancy plan and closing of Port St Louis Facility is launched
  - Cost reduction efforts in the US and Northern Europe are being studied
  - Other non core cost are under review at Paris and French terminal level



Thanks

