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CENTROTEC GOES SUSTAINABLE:

New identity underscores our very essence

The Centrotec Group has a new name: we recently changed our name to CENTROTEC Sustainable AG. Why the switch?

Sustainability is at the very heart of our corporate policy. Products that preserve resources and therefore help to protect the environment for future generations have long been the cornerstones of our portfolio, such as our gas flue systems for low-energy condensing boiler technology, or our high-comfort ventilation systems with heat recovery. But our corporate philoso-

phy, as well as our products, bear the hallmark of sustainability. In other words, we aim to demonstrate a form of enterprise that has a built-in awareness of ecological, social and ethical issues, and become the market leader in growing market segments.

We would also like to communicate the developments that are taking place within our company to the outside world, thereby very consciously differentiating ourselves from other companies. By incorporating the new qualifying adjective "sustainable" into our name, we want to express our corporate culture with unmistakable clarity.

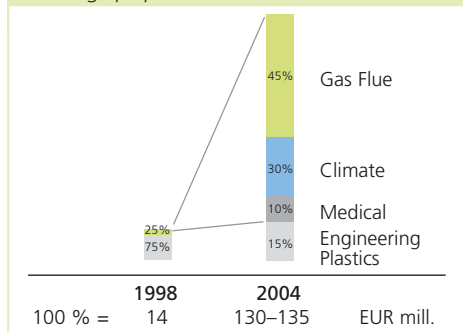
This is further accentuated by a new, uniform corporate design that uses organic, natural shapes and colours. The newly coined motto "Health, Comfort, Energy" neatly encapsulates the objectives of the services we provide, ranging from medical technology, through climate control for buildings, to energy-saving concepts.



This new form of expression reflects not only our ecological and ethical stance, but also our steadily appreciating corporate value. As a public liability company, we aim to satisfy the criteria of sustainable management – criteria that are increasingly important to investors and that we will be documenting in a separate sustainability report from 2005 on.

On behalf of the Management Board,
Dr. Gert-Jan Huisman

Sustainable products currently account for a high proportion of revenue





Medical Technology

Möller Medical | Centrotec Medizintechnik

Nano-coatings as a service

Nano-technology is becoming increasingly important, and has been part of the Möller Medical range since 1995. At Möller NanoCoatings in Weißenberg, on Lake Constance, we produce high-grade coatings that range from paint preparations to applications, and we also develop tailor-made coating systems at the request of customers.

Our high-quality, complex nano-coatings involve the permanent modification of a workpiece's surface. As a result of the chemical bond between the coating and the surface, exceptional thermal stability (of up to 600 °C for certain types of coating) is achieved, along with higher mechanical strength and good chemical resistance. The nano-particles incorporated into the coating lend it its name and impart its

Möller is even capable of nano-coating the inside of hollow needles



exceptional scratch resistance. We use the sol-gel method of surface finishing by means of nano-composite coatings. We implement self-developed coating systems, methods and apparatus to this end (to assure reproducibility).

The coated product acquires dirt and water-repellent properties and is scratch-proof, in addition to exhibiting other positive properties and having superior practical utility. Wettable, conductive, insulating, decorative or "soft-feel" coatings are also available. Materials such as

steel, brass, copper, aluminium, glass and various plastics (e.g. PA, PMMA, PC, ABS) can be coated, ranging in size from relatively large to very small. One of our specialities is coating the insides of ultra-thin hollow needles and tubes (up to 0.2 mm internal diameter).

The new NanoCoatings product brochure, featuring over 20 standardised and exhaustively tested coatings, was presented at the Analytica. The list is continually growing, but already sets new standards in respect of the detailed documentation of the product characteristics and the specialist expertise of which it is evidence. Demand among visitors to the exhibition was correspondingly high, and there were a great many very specific enquiries concerning the products; thanks to the specimens on display and our eye-catching "nano-cycle" visitors were able not merely to read and hear about them, but also to feel a nano-coating at first hand and discover for themselves that it is as hard as glass and as dirt-repellent as PTFE ("Teflon").

New area – new board member

Interview with the Management Board member Dr. Christoph Traxler, responsible for Medical Technology & Engineering Plastics

■ **Centrotext:** As a physicist, you have conducted research into the changes in quark-gluon plasma, using complex mathematical methods in the process. Management, on the other hand, is rather a less scientific affair. Are you still able to use your knowledge?

■ **Chris Traxler:** There are obviously differences between management and research. The manager has to decide and act, whereas the researcher can sometimes afford to "dream". But the physicist in particular has to measure his research findings against reality. He doesn't sit in the proverbial ivory tower. At Centrotec, we

Dr. Traxler, new Board member



form an interdisciplinary team in which I am able to make a useful contribution thanks to my background.

■ **Centrotext:** Centrotec is developing a new area in medical technology. Is this line of activity a good match for its other areas?

■ **Chris Traxler:** Centrotec is now incredibly successful with its systems for low-energy houses. Although the overall market is shrinking, the demand for these products is growing because their market penetration is gradually rising. This development is stable and will still be offering us scope for growth in ten years. We now intend to establish medical technology as a second mainstay that is likewise growing but responds to different trends. Medical technology is the appropriate choice because we are already familiar with this market from our sales experience in engineering plastics.

■ **Centrotext:** What areas within medical technology are you planning to venture into over the next few years?

■ **Chris Traxler:** Our subsidiary Möller Medical has extensive technological expertise that we are still making too little use of. The focus of organic growth will consequently be on uncovering new applications for ourselves, and boosting system integration. The second focal point, as always at Centrotec, will be on securing sound growth through wise investments – including in the form of company acquisitions.

Engineering Plastics

Centroplast | Rolf Schmidt Industriplast | Centrotec Composites | Bond Laminates



Chrysler Crossfire Convertible



Centrotec Composites starts volume production for the Chrysler Crossfire Convertible

A second type of special composite component went into volume production at Brilon in the first quarter of 2004. For the next four years, Centrotec Composites will be supplying the convertible soft-top recess for the Chrysler Crossfire Convertible, into which the convertible top is automatically lowered when the roof is opened. The soft-top recess is supplied as a combination component together with the luggage compartment base. Centrotec processes high-strength, ultra-lightweight plastic composites, applies the trim and completes it with all the necessary add-on components.

The new luggage compartment cover, into which the convertible top is lowered in fine weather



The Crossfire Convertible will be built at Karmann in Osnabrück, rather than in the USA. The sports car will go on sale in the USA and Europe and has met with an exceptionally positive reception since its unveiling at the Detroit Motor Show in January.

The target sales have already been adjusted significantly upwards by DaimlerChrysler.

Centroplast has changed its name

Centroplast Kunststoffzeugnisse GmbH, historically the company at the heart of the organisation that has now evolved into Centrotec Sustainable AG, has changed its name: it is now operating as Centroplast Engineering Plastics GmbH. The new suffix to the name, inspired by the activities of the Medical Technology & Engineering Plastics Division further up the Centrotec organisation, is intended not merely to reflect the more international outlook. Centrotec would also like to express the focus on special plastics and the scope for processing these directly into customised "engineering" solutions at Marsberg. The logo, on the other hand, remains unchanged.

CENTROTEC Group Long-service awards

We take this opportunity to pay tribute to those employees who have been with us for many years, and to thank them for their dedication. We wish them much health and happiness for the future.

ANNIVERSARIES AT CENTROPLAST:

10 YEARS:

16.05.2004	Hermann Köster
01.06.2004	Siegbert Dreier
01.08.2004	Andreas Borger

ANNIVERSARIES AT BRINK/UBBINK/NEDAIR:

12.5 YEARS:

05.02.2004	Geja Haas
04.05.2004	Gea Brand
23.07.2004	Adriaan Knopper
01.12.2004	Ralph le Fèvre

25 YEARS:

02.01.2004	Dirk Wiersma
14.05.2004	Alfred Ubels
14.05.2004	Jan Witte
23.07.2004	Jack van Delden
30.07.2004	Willem Huzen
06.08.2004	Gerrit Vennik
17.09.2004	Margje Compagner

40 YEARS:

31.08.2004	Leo Nijland
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ANNIVERSARIES AT MÖLLER MEDICAL:

10 YEARS:

27.04.2004	Nelly Hössel
05.05.2004	Frieda Walth
01.08.2004	Marco Leibold
09.08.2004	Michael Okos
19.10.2004	Stefan Malolepszy

20 YEARS:

13.03.2004	Lothar Knacker
24.06.2004	Johanna Menz
14.11.2004	Stefan Jahn
14.11.2004	Nada Cagorska

25 YEARS:

01.04.2004	Gerd Schienbein
12.09.2004	Jürgen Legutke
29.11.2004	Menka Jakopetrevska

30 YEARS:

07.04.2004	Norbert Koch
09.04.2004	Waldemar Heil
12.04.2004	Peter Schmitt
11.05.2004	Karl-Peter Elm

40 YEARS:

15.04.2004	Severin Bolz
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Climate Systems

Brink | Ned Air | Ubbink

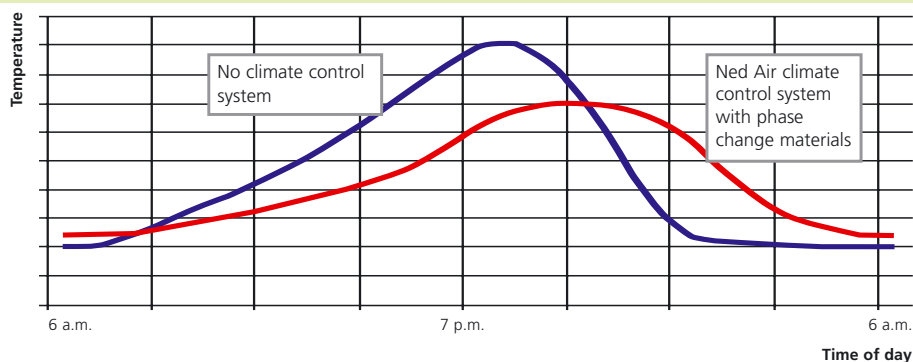
Staying nice and cool in summer!

Customer seminars on energy-efficient cooling proving very popular

As in recent years, Ned Air invited firms of consultants, fitters and major users to a variety of customer seminars. Ned Air's customer seminars are characterised by their highly informal, interactive atmosphere. They provide an ideal platform for end users and fitters to exchange practical findings, and for consultants and Ned Air to share their expertise. As well as talks, they always include a tour of the plant, enabling the guests to inspect the air conditioning systems production line.

One such meeting on the subject of "Autarchic Buildings" on January 27, 2004 attracted over 100 guests to Ned Air in Kampen, NL. Due to the unexpectedly high demand for places, it has since been repeated twice.

Ned Air comparison of climate control systems



The autarchy project is a joint activity involving the Arcadis consultants office (NL), the Technical University of Delft (NL), the Rubitherm company (D) and Ned Air. A representative of Utrecht University has also been working on this topic since February 2004. The objective is the development of a cooling system that focuses on the prevailing climatic conditions in Central Europe and requires very little energy to run.

A test setup of the newly developed autarchy cooling system will be completed at Ned Air's building during July. The ceiling of the room is clad in materials which undergo a phase change at temperatures of precisely 22 to 24 °C. In the daytime, the material changes from a solid to a liquid state, thus extracting heat from its surroundings by a principle similar to the cooling effect of water evaporating on the skin. The cooling effect is around 4 °C, which is adequate on most summer days. At night time – if need be, with a minimal input of electrical energy – the material solidifies again. The most important point is that an energy saving of at least 80 % is realised compared with conventional air conditioning systems (split units).



What does autarchy actually mean?
 In a nutshell, it is the principle of storing heating or cooling energy at times when there is a surplus of it, so that this energy can then be used precisely when it is needed. For instance, the night-time fall in temperatures during the summer is used to produce a cooling effect on a hot afternoon. In technical terms, it depends on the phase change of certain materials from the solid to the liquid phase, or vice-versa. The entire process is underpinned by Ned Air ventilation and heat recovery equipment with an integral cooling unit.

Gas Flue Systems | Solar | Roof

Ubbink | Centrotherm

Centrotherm, Ubbink and Brink at the ISH in Beijing, China

Centrotec is intending to step up its existing presence in Asia.

Specifically in China, against a backdrop of rising prosperity – at least among the emerging middle and upper classes – a vast market for climate control, ventilation and modern heating systems is developing.

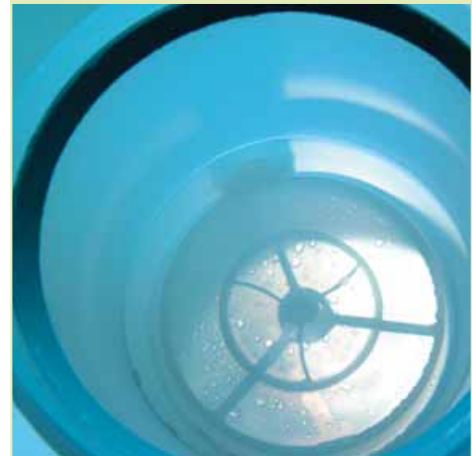
Centrotherm, Ubbink and Brink will be joining forces at the ISH in Beijing (September 14–17) to exhibit products from the areas of modern gas flue systems, effective heat recovery coupled with air filtration, and ventilation systems.

Centrotec has held a majority interest in Centrotec J I Asia Pte. Ltd., based in Singapore, since 2002. The local partners – the LIM family – have very good contacts with China; they have, among other things, been manufacturing products at various locations for the Asian and also the European and German market. They in addition have a sales office in Shanghai. Centrotec will make use of these resources in order to tap into the Chinese market.

Ubbink supporting cycle racing: The team sponsored by Ubbink in the Olympia's Tour Nederland (May 17-25) won several of the individual stages. The overall winner after the ninth stage was Thomas Dekker, from the Rabobank team



The newly licensed valve flap for multiple connections to one shaft



New permits for Centrotherm in Germany

Centrotherm has received new permits from the Berlin-based Deutsches Institut für Bautechnik (IFBT).

It consequently now has permits for room-vented and non-room-vented gas flue systems with a service pressure of up to 2000 Pa (Class P1 for conventional condensing-boiler applications) as well with a service pressure of up to 5000 Pa (Class H1 for applications of special boilers and combined heat and power units).

The Centrotherm system has now in addition been approved for air/flue gas multi-boiler systems in the shaft. For the first time it is possible to connect several condensing boilers on various floors to a common gas flue pipe in the shaft.

These permits for all installation variants encountered impressively underline Centrotherm's technological market lead in the plastic gas flue systems segment in Europe.

Ubbink has inaugurated its new office and logistics building in France





CENTROTEC Sustainable AG

Centrotec Group

Management team grows

Interview with the new Financial Director
Dr. Klaus Heinemann

Dr. Heinemann, Financial Director



Dr. Klaus Heinemann (48) has been Financial Director of Centrotec AG in Brilon since April 1, 2004, in which capacity he also supervises all subsidiaries based in the Sauerland region. Dr. Heinemann was previously Financial Director of Bertelsmann Services for over 15 years. A doctor and graduate of Business Management, he began his career with the consultants McKinsey. He is married with two children.

■ **Centrotec:** Herr Heinemann, you have moved here from a very famous major group of companies. What is it like to be working now for a medium-sized company?

■ **Heinemann:** It simply isn't possible to compare the two. Bertelsmann is a group that has grown over a period of 175 years. It has developed highly efficient, if somewhat rigid, structures. Things are much less predefined at Centrotec. You can achieve things much more directly here. And work is less of a routine affair, in a positive sense.

■ **Centrotec:** What might we be able to learn from Bertelsmann?

■ **Heinemann:** For all its lengthy history and worldwide spread, Bertelsmann has still preserved a spirit of partnership. The people within the company are taken seriously and considerable responsibility is devolved to them. This means that at all levels you encounter more entrepreneurial spirit than is normal in large companies. Centrotec, too, is currently organised on a very decentralised basis. I very much hope that we will be able to preserve our entrepreneurial spirit despite the substantial growth. In our case too, partnership must be the basis.

■ **Centrotec:** As Centrotec's Financial Director, you are at the nerve centre of things. What changes would you like to make?

■ **Heinemann:** As a result of its growth, a few things have got neglected at Centrotec. Our external accounting is without question excellent. Internally, however, we ought to improve our transparency and above all the way materials management processes are tied in. That will be a priority task in the immediate future. After that, I would like to do more in the area of employee development.

■ **Centrotec:** You've got plenty of things planned, then. Does all that leave much time for you and your family?

■ **Heinemann:** Unfortunately they are having to play second fiddle at the moment. I should mention that I am not the only one affected; my staff are likewise implicated in this. We can cope with this burden as an interim measure, but in the medium term that will have to change.



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