

Prior to the application of an impregnating composition consisting of a solution of at least one phosphate, an article made of composite material is treated in depth with an aqueous solution penetrating into the apparent internal porosity of the composite material, then dried. The aqueous solution contains an additive which, after drying, improves the wettability of the composite material by the impregnating composition. The additive contained in the aqueous solution preferably consists of at least one non-ionic water-soluble surfactant such as an oxyethylenated fatty acid, an oxyethylenated fatty alcohol, an oxyethylenated alkylphenol or a higher polyol ester.