

**PRESS RELEASE**

**2012 SALES UP 4.4% TO €22.9 MILLION**

*Brussels, January 31st, 2013 (5:45 pm) - COIL, the world leader for aluminium anodising, is announcing €22,860,000 in sales for 2012, up 4.4% in relation to 2011. Following on from a buoyant third quarter, the fourth quarter of 2012 was dynamic, with sales climbing 17.7% compared with the fourth quarter of 2011.*

**Change in sales**

(€'000)	2012	2011	Change
1st quarter	5,910	5,805	+1.8%
2nd quarter	6,030	6,741	-10.5%
3rd quarter	5,941	5,116	+16.1%
4th quarter	4,980	4,231	+17.7%
<b>Full year</b>	<b>22,860</b>	<b>21,892</b>	<b>+4.4%</b>

Despite the slowdown in markets across Europe and a highly uncertain macroeconomic environment, COIL recorded a sustained level of business during the second half of 2012. Over the period, sales increased by 16.8% compared with the second half of 2011, which had been affected by a brief destocking period among distributors.

Sales growth has benefited from the dynamic commercial development of emerging markets. In this way, COIL has further strengthened its penetration in Asian markets, with the development of anodising services for major architectural projects including for some of them metal supplies. The recent inauguration of the Dalian International Conference Centre in China, the largest ever anodised building, is one example of this.

In Europe, sales development has been driven by an expansion of the customer base, particularly in Italy, following the demise of a local anodising firm, which has resulted in distributors and end-users changing suppliers. These developments have been combined with an increase in sales of lower added-value products.

**Outlook**

While the end of 2012 was dynamic, COIL remains cautious about the current year due to the lack of visibility over the short term. Demand in its historical markets is still relatively weak, while aluminium price volatility is leading to a cautious approach among metal distributors.

In this context, COIL has continued to further strengthen its fundamentals, focusing on opening up new regional markets and expanding its product ranges. More specifically, to support these developments,

COIL has launched a programme during the first quarter of 2013 to improve its industrial efficiency, overhauling its first production line in Belgium.

**NEXT DATE:** 2012 full-year earnings on April 25th, 2013



**COIL** is the world's largest architectural and industrial anodiser.

Anodising is an electrochemical process - electrolysis - that develops a natural and protective exterior layer on aluminium that can be coloured, providing exceptional corrosion protection and/or increased functionality for the metal.

Anodising preserves all the natural and ecological properties of aluminium - it retains its high strength-to-weight ratio, non-magnetic properties and exceptional corrosion resistance without any impact on the total and repeated recyclability of the metal.

Anodised aluminium is used across a wide range of architectural, designer, industrial and automotive applications.

Alternext  
ISIN: BE0160342011 - ALCOI  
Reuters: ALCOI.PA  
Bloomberg: ALCOI:FP  
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