



World leader for aluminium anodising – www.coil.be

PRESS RELEASE

2013 FIRST-QUARTER SALES: €5.5 MILLION

Brussels, May 2nd, 2013 (5:45 pm) – COIL, the world leader for aluminium anodising, is announcing €5,494,000 in sales for the first quarter of 2013, down slightly compared with the same period the previous year.

In a difficult economic environment in Europe, sales for the past quarter came in 7% lower than the first quarter of 2012, factoring in work launched to refurbish the first production line in Belgium, shut down over the period in line with the investment plan.

Nevertheless, COIL has continued to build on its performances from the end of 2012, with sequential business growth of 7.1% compared with the fourth quarter of 2012. Anodising sales with metal included represented 5.7% of total sales at March 31st, 2013.

In Europe, demand remained weak on industrial markets, with conservative forecasts among metal distributors and stocks kept at a minimum. This contraction in sales due to the general economic environment has been offset through the development of new end markets, in terms of both products and user customers. This diversification of the offering has also been combined with a new partnership set up for developing anodised aluminium composite panels.

In Asia, following on from its recent successes, COIL has stepped up its marketing and commercial development in order to support sales growth across the region. Alongside this dynamic approach, the offer's listings have been strengthened with local partnerships established, particularly in China, to develop the international distribution network.

To support its regional expansion strategy, COIL is focusing its investments in 2013 on a sixth production line in Germany, which will cover architectural anodising and Asian markets. With strong earnings growth in 2012 and a healthy financial structure, COIL has sound fundamentals for embarking on this new development phase.

NEXT DATE: General Meeting on June 5th, 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.

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