

**2013 FIRST-HALF SALES: €11.0 MILLION
OPTIMISATION OF INDUSTRIAL CAPABILITIES TO SUPPORT DEVELOPMENT**

Brussels, July 25th, 2013 (5:45 pm) – Against the backdrop of a global economic slowdown, COIL, the world leader for aluminium anodising, is reporting €11,034,000 in sales for the first half of 2013, factoring in the major refurbishment of a production line in Belgium.

Change in sales

(€'000)	2013	2012	Change
1st quarter	5,494	5,910	-7.0%
2nd quarter	5,540	6,030	-8.1%
Total first-half	11,034	11,939	-7.6%

In an economic environment that has continued to be difficult, the second quarter of 2013 followed on from the first quarter, with sales down 8.1% compared with the same period the previous year, and the performance for the past period coming in 7.6% lower than the first half of 2012. Anodising sales with metal included represented 4.1% of total sales at June 30th, 2013.

Half-year business trends reflect the economic slowdown in most European countries, which has not been able to be offset by the dynamic development of emerging markets, especially in a context of political transition in China. Distributors are remaining conservative in terms of their forecasts for the market's development and therefore keeping their stocks at minimum levels.

The development of the product ranges, with growing added value on new industrial markets (composite panels, noise barriers ...) is making it possible to minimise the impacts of the general slowdown through a positive change in the product mix and an expansion of the geographical markets covered, in line with the strengthening of the international distribution network, particularly in Asia.

COIL has also capitalised on the first half of the year to further strengthen its production capabilities in Belgium with the refurbishment of the first production line, requiring it to be closed for part of the half-year period. This major refurbishment will make it possible to support not only expected growth in future sales, but also the expansion of the product ranges. Alongside this, COIL has launched the first phase of its investment plan in Germany with its sixth production line, which will cover architectural anodising and Asian markets.

While remaining cautious over the short term in view of the persistently sluggish economic conditions, COIL has sound fundamentals in place for embarking on a new investment phase under positive conditions, while consolidating its value-creating development over the medium and long term.

NEXT DATE: 2013 first-half earnings on September 27th, 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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