

**PRESS RELEASE**

**€21.1 MILLION IN FULL-YEAR SALES FOR 2013  
RESUMPTION OF GROWTH IN THE 4TH QUARTER**

*Brussels, January 23rd, 2014 (5:45 pm) - COIL, the world leader for aluminium anodising, is announcing €21,109,000 in sales for 2013, down 7.4% on 2012. The fourth quarter of 2013 saw sales pick up again, climbing +10.5% compared with the fourth quarter of 2012.*

**Change in sales**

€'000	2013	2012	Change
1st quarter	5,494	5,910	-7.0%
2nd quarter	5,540	6,030	-8.1%
3rd quarter	4,629	5,941	-22.1%
4th quarter	5,446	4,927	+10.5%
<b>Full year</b>	<b>21,109</b>	<b>22,808</b>	<b>-7.4%</b>

The change in COIL's sales over 2013 reflects the overhauling of its first production line in Belgium, as well as a contrasting economic environment, particularly with conservative forecasts among European metal distributors, set against a drop in aluminium prices.

In Europe, demand has remained weak on the industrial and construction markets. The general slowdown in sales on these markets has been partially offset by the development of new end markets. The offer diversification strategy has been accompanied by an expansion of the customer base and the introduction of a more in-depth product range, particularly in the sectors for composite panels and noise-reduction barriers.

Outside of Europe, COIL has continued moving forward with its sales and marketing strategy to penetrate new high-potential regional markets. More specifically, these developments have been reflected in sales growth in Korea and stronger listings in South Asia. In China, following the high levels of deliveries in 2012 for the construction of the world's largest anodised aluminium building, business has been held back temporarily by a period of political transition.

**Outlook**

The increase in volumes sold during the last quarter reveals an improvement in the trends for certain markets served by the company. Nevertheless, COIL remains cautious about the current year due to the volatility of demand on its historical markets.

In 2014, to support its regional expansion strategy over the medium term, COIL is focused on investing in and setting up its sixth production line in Germany, which will cover architectural anodising and Asian markets, and is scheduled to be operational for the first quarter of 2015.

**NEXT DATE:** 2013 full-year earnings on April 29th, 2014



**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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