

## **STRONG REVENUE GROWTH FOR THE 2ND QUARTER OF 2014: +22%**

*Brussels, July 24th, 2014 (5:45 pm) – COIL, the world leader for aluminium anodising, recorded €6,760,000 in revenues for the second quarter of 2014, a 22% increase versus the first quarter of 2013. Half-year revenues came to €12,007,000, up 8.8% on the first half of 2013.*

### **Change in revenues**

(€'000)	<b>2014</b>	<b>2013</b>	<b>Change</b>
1st quarter	5,247	5,494	-4.5%
2nd quarter	6,760	5,540	+22.0%
<b>Total first-half</b>	<b>12,007</b>	<b>11,034</b>	<b>+8.8%</b>

### **Growth driven by market diversification**

In a more positive environment, benefiting from a gradual upturn in eurozone economic activity, COIL recorded a significant improvement in growth during the second quarter of 2014.

In Europe, the increase in sales reflects the good performance on industrial markets. This growth is being encouraged by the diversification of the product mix, with the development of the ranges of products and services offered. It has also been combined with an expansion of the end customer base, offsetting the weak level of sales to rolling mills, affected by a temporary reduction in the availability of quality metal on the market.

Outside of Europe, COIL has developed its billing levels, ramping up the contracts signed at the start of 2014 in Asia. To further strengthen its positions on these growing markets, COIL has rolled out a more dynamic distribution strategy, particularly in China, where it has set up a major partnership with a local distributor. COIL also plans to extend its distribution network in South America and the Middle East.

In view of these various developments, the weighting for packaged solutions (anodising with metal included) within revenues has increased considerably: 8% at June 30th, 2014, compared with 4% one year earlier.

### **Outlook**

COIL is positive about the second half of the current year. The Company is also benefiting from a better level of visibility over its business, with growth in its order book in relation to last year.

Ramping up sales initiatives to improve the distribution of anodised aluminium on new high-potential markets and ongoing work to optimise COIL's business model represent key areas to support and further strengthen its performances.

**NEXT DATE:** 2014 first-half earnings on September 25th, 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  
[www.coil.be](http://www.coil.be)

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