

PRESS RELEASE

- **SALES UP 30.3% IN 2007**
- **DYNAMIC COMMERCIAL DEVELOPMENT SUSTAINED THANKS TO THE ACQUISITIONS CARRIED OUT IN 2007**

Brussels, January 29th, 2008 – Sales came to €6.7 million for Q4 2007, up 29.2% on the same period in 2006, notably factoring in the business of LHT Anodisers Ltd and Heywood Metal Finishers Ltd. These new subsidiaries were acquired at the start of the year and contributed €1.9 million to consolidated sales for the period.

Over the full year, sales are up 30.3% to €28 million, in line with the Group's expectations. Based on pro forma figures, consolidated sales come out at €28.6 million, including €7.5 million on batch anodising business, representing an increase of 33.3%.

At the same time, the acquisitions completed at the start of 2007 have helped further strengthen the range of products and services offered by the Group, which is now able to meet 100% of the industrial and building markets' anodising demands, whatever the specifications, while opening up new commercial opportunities.

Under the United Anodisers banner, the deployment of a homogeneous and complete offering has been accelerated,, with both the broader product range and moves to ramp up the dynamic commercial development reflected in the penetration of regional markets with strong development potential over Q4, notably in the US and Asia.

Change in sales for each business

(€'000)	2007	2006	Change	2007 pro forma 12 months	
Continuous anodising					
COIL	21,078	21,468	-1.8%	21,468	
Batch anodising					
HMF	3,617			3,943	
LHT	3,277			3,590	
Consolidated sales	27,972	21,468	+30.3%	28,610	+33.3%

The basis for consolidation includes the new subsidiaries LHT Anodisers Ltd and Heywood Metal Finishers Ltd, two leading batch aluminium anodisers in the UK, which have been consolidated since February 1st, 2007.

Temporary slowdown in organic growth over the second half of 2007

The evolution of COIL's activities in 2007 was mixed, revealing a temporary slowdown in organic growth over the second half of the year. In this respect, the performance by the "continuous anodising" segment over the fourth quarter reflects:

- Primarily, the strategic decision by one of the Group's main clients to scale back part of its metal distribution activities in Europe.

- In addition, an adjustment in distributor inventories within the context of a drop in aluminium prices, a one-off recurrent phenomenon – seen every three to four years – without any impact on final demand.

As such, the continuous anodising business alone was down 7.9 % in Q4.

However, in light of the specific features of the pre-anodised market, the situation on the market looks set to return to normal over the first half of 2008, as shown by the level of order entry between December 2007 and January 2008, back up to similar levels to H1 2007.

Major strategic breakthroughs in 2007

- **Stronger penetration on new markets**

With an aggressive technical marketing strategy aimed at specifiers, 2007 was significantly affected by establishing strong positions on various regional markets with high potential for development, including the UK, US and Asia, following on from the acquisitions made at the start of the year.

This strategic movement has notably seen the Group's companies take part in ambitious and complex projects capitalizing on and showcasing the expertise and capacity for innovation on the solutions offered by the Group.



After receiving a RIBA Award in H1 2007 from the Royal Institute of British Architects for the Young Vic Theatre in London, renovated with the application of anodised aluminium facades by Heywood Metal Finishers, a new project involving the company has just received an outstanding award at the start of 2008.

The Japanese architects Riyue Nishizawa and Kazuyo Sejima from the SANAA studio have received the Wallpaper Design Award 2008 in the “best public construction” category for the creation of the

Museum of Contemporary Art in New York.

Dedicated entirely to contemporary art and located in Lower Manhattan (Bowery District), this building with its innovative design combines both technical and aesthetic benefits. It notably owes its avant-garde look to the application of anodised aluminium facades, with a truly unique seven-floor construction, designed as an arrangement of boxes with metal meshing, creating a dynamic effect.

These projects illustrate the Group's ability to provide complete solutions directly, from surface treatment to metal distribution, for major architectural projects.

- **Geographical diversification of sales**

These favorable trends have been accompanied by an active policy to diversify geographical markets, making it possible to distribute a range of high-end solutions not available locally.

Following the commercial alliance sealed last July with Eagle Superior Industries, a Chinese firm specialized in the distribution and promotion of aluminium, COIL built up ties with various local distributors in the US and Asia over Q4 2007, which are currently being transformed into recurrent revenues for a strong value-added product range.

These commercial relationships, guaranteeing recognition and know-how for Group companies and the quality of the solutions offered, are making it possible for the Group to further strengthen its presence with specifiers. In 2008, they will be reflected in a sustained rate of sales growth.

In order to further strengthen its positions, the Group aims to reinforce this type of relationship, enabling it to benefit from an effective network and optimize its penetration on high-potential markets. In 2008, COIL is more specifically looking to expand its outlets into Asian markets, the Middle East and Oceania.

2008: strong and solid growth in business

As Tim Hutton, the Chief Executive Officer, explains: “*The integration of LHT and HMF under the United Anodisers label has been a success. While strengthening our leadership on the anodised aluminium market, it is also opening up new markets for us. These new outlets represent major growth relays for the Group’s stable and recurrent economic development.*”

The penetration of new regional markets, notably in the US and Asia, illustrates the relevance of the strategy implemented, capitalizing on our companies’ strong expertise in the market’s proactive development. It also reflects moves to ramp up a unique offering worldwide.

To highlight our direct presence with opinion leaders, we are maintaining our focus on further strengthening our commercial strategy and developing a unique, primarily “project-based” approach, working closely with architects, facade firms and construction companies.

In 2008, we are looking to capitalize on this dynamic strategy, forecasting double-digit growth in our sales, as illustrated by the good level of the order book at the start of this year”.

NEXT DATE: 2007 results on March 20th, 2008

To find out more, visit: www.coil.be

About COIL

COIL, a Belgian Group listed on Euronext Paris Eurolist C since June 26th, 1996 is the world’s largest architectural and industrial anodiser, specializing in the surface treatment of aluminium extrusions, castings and flat-rolled products.

Anodising is an electrochemical process – electrolysis – that develops a natural and protective exterior layer on aluminium that can be colored, 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.

Eurolist C - ISIN: BE0160342011 - Reuters: COIL.LN - Bloomberg: COI FP

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