# Universal Stainless Reports Record Sales and Earnings for 2007 First Quarter 

## First Quarter EPS Reaches \$1.00 On \$56 Million in Sales

BRIDGEVILLE, Pa., April 24, 2007 -- Universal Stainless \& Alloy Products, Inc. (Nasdaq:USAP) reported today that sales for the first quarter of 2007 rose $25 \%$ to a record $\$ 56.2$ million compared with $\$ 44.9$ million in the same period of 2006 . First quarter 2007 net income rose $70 \%$ to a record $\$ 6.8$ million, or $\$ 1.00$ per diluted share. This compares with net income of $\$ 4.0$ million, or $\$ 0.61$ per diluted share, for the first quarter of 2006.

The 2007 first quarter results reflect a reduction in the annual income tax rate to $35.0 \%$ from $36.0 \%$ recorded in the 2006 first quarter, equivalent to $\$ 0.02$ per diluted share. Net income for the 2006 first quarter has been adjusted for the retrospective application of an accounting pronouncement as detailed in the financial tables.

The first quarter 2007 sales were in line with the Company's forecast of $\$ 52-\$ 57$ million while diluted EPS substantially exceeded the forecasted range of $\$ 0.82$ to $\$ 0.87$, mainly due to higher than expected nickel pricing.

Chairman and CEO Mac McAninch commented: "Our record first quarter shows the ongoing benefit of our investments in equipment and personnel over the past two years, which have enabled us to respond to strong end markets and continue our shift to higher value-added products while also improving our on-time delivery performance. Our strong year-over-year growth to all our end markets in the first quarter was led, once again, by aerospace. In fact, our sales of high strength low alloy and high temperature alloy steels, which are used primarily for aerospace applications, represented $16 \%$ of our total sales in the 2007 first quarter compared with $11 \%$ in the same quarter last year. With the peak in commercial aircraft delivery not expected until 2010 and the potential for replacement aircraft orders from domestic airlines, we expect aerospace demand to drive our growth for the foreseeable future, supported by the strong prospects for all our niche markets."

## Segment Review

In the first quarter of 2007, the Universal Stainless \& Alloy Products segment had record sales of $\$ 48.2$ million and record operating income of $\$ 7.2$ million, yielding an operating margin of $15 \%$. This compares with first quarter 2006 sales of $\$ 39.1$ million and operating income of $\$ 5.1$ million, or $13 \%$ of sales. In the fourth quarter of 2006 , sales were $\$ 47.1$ million and operating income was $\$ 4.6$ million, or $10 \%$ of sales.

The $23 \%$ increase in sales and $41 \%$ increase in operating income from the 2006 first quarter reflect the contribution of new vacuum-arc remelt (VAR) furnaces installed in December 2005 and August 2006, which supported a continued shift to higher value added products. Favorable product mix also accounted for the $55 \%$ increase in the first quarter 2007 operating margin on a $2 \%$ increase in sales compared with the 2006 fourth quarter, while higher sales of bar and tool steel plate products to service centers offset lower sales of semi-finished products to rerollers and forgers.

The Dunkirk Specialty Steel segment reported record sales for the 2007 first quarter of $\$ 20.4$ million and operating income of $\$ 3.8$ million, resulting in an operating margin of $19 \%$. This compares with sales of $\$ 14.0$ million and operating income of $\$ 1.5$ million, or $10 \%$ of sales, in the first quarter of 2006. In the fourth quarter of 2006, sales were $\$ 20.3$ million and operating income was $\$ 3.9$ million, or $19 \%$ of sales.

Dunkirk's $46 \%$ increase in sales and $162 \%$ rise in operating income over the 2006 first quarter were due to the improved VAR remelted feedstock supply from Bridgeville, workforce additions, and rising nickel prices that affected the surcharge mechanism. The growth in sales over the 2006 first quarter reflected increases in every customer category, including a 102\% increase in OEM sales and a $77 \%$ increase in sales to redrawers. Sales and operating income were in line with those of the 2006 fourth quarter, with growth in sales of bar products to service centers and OEMs. These gains more than offset lower rod and wire sales, mainly reflecting the delay of orders for high nickel-bearing grades of steel because of record nickel prices.

Business Outlook
The following statements are based on the Company's current expectations. These statements are forward-looking, and actual results may differ materially.

The Company estimates that second quarter 2007 sales will range from $\$ 52$ to $\$ 57$ million and that diluted EPS will range from $\$ 0.85$ to $\$ 0.90$. This compares with sales of $\$ 48.0$ million and diluted $E P S$ of $\$ 0.70$, as adjusted, in the second quarter of 2006.

The following factors were considered in developing these estimates:

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* The Company's total backlog at March 31, 2007 was approximately
    $114 million compared to $120 million at December 31, 2006.
* End market demand led by aerospace is expected to remain strong
    in the 2007 second quarter.
* Nickel prices are expected to remain at the high levels experienced
    in the 2007 first quarter.
* Sales from the Dunkirk Specialty Steel segment are expected to
    approximate $20 million in the second quarter of 2007 based on its
    backlog of $44 million at March 31, 2007.
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## Webcast

A simultaneous Webcast of the Company's conference call discussing the first quarter of 2007 and the second quarter outlook, scheduled at 10:00 a.m. (Eastern) today, will be available on the Company's website at www.univstainless.com, and thereafter archived on the website. A telephone replay of the conference call will be available beginning at 12:00 noon (Eastern) today and continuing through May 1st. It can be accessed by dialing 706-645-9291, passcode 4463625. This is a toll call.

About Universal Stainless \& Alloy Products, Inc.
Universal Stainless \& Alloy Products, Inc., headquartered in Bridgeville, Pa., manufactures and markets a broad line of semifinished and finished specialty steels, including stainless steel, tool steel and certain other alloyed steels. The Company's products are sold to rerollers, forgers, service centers, original equipment manufacturers and wire redrawers.

## Forward-Looking Information Safe Harbor

Except for historical information contained herein, the statements in this release are forward-looking statements that are made pursuant to the "safe harbor" provision of the Private Securities Litigation Reform Act of 1995. Forward-looking statements involve known and unknown risks and uncertainties that may cause the Company's actual results in future periods to differ materially from forecasted results. Those risks include, among others, risks associated with the receipt, pricing and timing of future customer orders, risks associated with significant fluctuations that may occur in raw material and energy prices, risks associated with the manufacturing process and production yields, risks related to property, plant and equipment and risks related to the ultimate outcome of the Company's current and future litigation and regulatory matters. Certain of these risks and other risks are described in the Company's filings with the Securities and Exchange Commission (SEC) over the last 12 months, copies of which are available from the SEC or may be obtained upon request from the Company.

UNIVERSAL STAINLESS \& ALLOY PRODUCTS, INC. FINANCIAL HIGHLIGHTS
(Dollars in thousands, except per share information)
(Unaudited)

CONSOLIDATED STATEMENT OF OPERATIONS

|  | For the Quarter Ended March 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2007 |  | 2006 |  |
| Net Sales |  |  |  |  |
| Stainless steel | \$ | 39,570 | \$ | 33,418 |
| Tool steel |  | 7,097 |  | 5,827 |
| High-strength low alloy steel |  | 6,234 |  | 2,552 |
| High-temperature alloy steel |  | 2,745 |  | 2,369 |
| Conversion services |  | 489 |  | 729 |
| Other |  | 104 |  | 42 |
| Total net sales |  | 56,239 |  | 44,937 |


| Cost of products sold |  | 43,020 |  | 36,170 |
| :---: | :---: | :---: | :---: | :---: |
| Selling and administrative expenses |  | 2,554 |  | 2,256 |
| Operating income |  | 10,665 |  | 6,511 |
| Interest expense |  | (227) |  | (266) |
| Other income |  | 4 |  | 2 |
| Income before taxes |  | 10,442 |  | 6,247 |
| Income tax provision |  | 3,655 |  | 2,249 |
| Net income | \$ | 6,787 | \$ | 3,998 |
| Earnings per share - Basic | \$ | 1.03 | \$ | 0.62 |
| Earnings per share - Diluted | \$ | 1.00 | \$ | 0.61 |

Weighted average shares of
Common Stock outstanding
Basic
Diluted

$$
\begin{array}{ll}
6,621,307 & 6,417,323 \\
6,761,157 & 6,559,491
\end{array}
$$

Note: 2006 results have been adjusted to reflect the retrospective application of the January 1, 2007 change in accounting for major maintenance expenses from the accrue-in-advance method to the deferral method in accordance with the FASB Staff Position entitled "Accounting for Planned Major Maintenance Activities," issued in September 2006. The effect of the change in accounting is summarized below:

|  | As |  |  | ded <br> justed |
| :---: | :---: | :---: | :---: | :---: |
| Operating income: |  |  |  |  |
| Universal Stainless \& Alloy |  |  |  |  |
| Dunkirk Specialty Steel Segment |  | 1,467 |  | 1,460 |
| Intersegment elimination |  | (55) |  | (55) |
|  |  | 6,361 |  | 6,511 |
| Net income | \$ | 3,902 | \$ | 3,998 |
| Diluted earnings per share | \$ | 0.59 | \$ | 0.61 |

BUSINESS SEGMENT RESULTS

Universal Stainless \& Alloy Products Segment

|  | For the Quarter Ended March 31, |  |
| :---: | :---: | :---: |
|  | 2007 | 2006 |
| Net Sales |  |  |
| Stainless steel | \$24,996 | \$23,567 |
| Tool steel | 6,159 | 5,360 |
| High-strength low alloy steel | 4,000 | 1,239 |
| High-temperature alloy steel | 1,230 | 1,041 |
| Conversion services | 327 | 538 |
| Other | 86 | 40 |



MARKET SEGMENT INFORMATION

|  | For the Quarter Ended March 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2007 |  | 2006 |  |
| Net Sales |  |  |  |  |
| Service centers |  | 29,105 | \$ | 23,038 |
| Forgers |  | 12,574 |  | 7,564 |
| Rerollers |  | 7,192 |  | 7,847 |
| Original equipment manufacturers |  | 4,877 |  | 4,599 |
| Wire redrawers |  | 1,898 |  | 1,144 |
| Conversion services |  | 489 |  | 729 |
| Other |  | 104 |  | 16 |
| Total net sales |  | 56,239 |  | 44,937 |
| Tons shipped |  | 11,157 |  | 12,045 |




