## Universal Stainless Reports Strong 2005 Second Quarter Results

## Quarterly earnings per share reach $\$ 0.50$ on sales of $\$ 42$ million

BRIDGEVILLE, Pa., July 20, 2005 -- Universal Stainless \& Alloy Products, Inc. (Nasdaq: USAP) reported today that sales for the second quarter of 2005 rose $44 \%$ to $\$ 41.9$ million compared with the same period of 2004 . Second quarter 2005 net income more than doubled to $\$ 3.3$ million, or $\$ 0.50$ per diluted share, versus $\$ 1.6$ million, or $\$ 0.25$ per diluted share, in the year-ago period.

The Company's second quarter 2005 sales were in line with its forecasted range of $\$ 40$ to $\$ 45$ million and diluted EPS exceeded the projected range of $\$ 0.40$ to $\$ 0.45$.

President and CEO Mac McAninch commented: "Our second quarter results demonstrate the benefit of improved pricing and a favorable product mix due to very strong demand in our aerospace, power generation and petrochemical markets. In fact, sales to all end markets and customer categories increased substantially over the 2004 second quarter. Capacity limitations on remelted products prevented us from achieving even higher levels of sales. The scheduled addition of a sixth vacuum arc remelt furnace later this year should enable us to respond to the increased requirements of the aerospace and power generation markets."

Mr. McAninch continued: "In contrast to the strength in our main markets, the automotive market has weakened. While not a niche market that we focus on, it reduced demand for our tool steel in the second quarter compared to the first quarter of this year. However, heavy truck and industrial equipment production remains high and our tool steel backlog is at more normal levels."

Mr. McAninch added: "We are very pleased with the improvement in the operating margin at both our Universal Stainless and Dunkirk segments, which led to an overall company operating margin of $13 \%$ in the second quarter. We are continuing to realize the payback from our 2004 capital investments, on-going process improvement efforts and cost recovery pricing initiatives."

Mr. McAninch concluded: "We are entering the second half of 2005 with a high level of confidence based on the outlook for our niche markets, and on the size and quality of our backlog that extends into 2007. We remain committed to reinvest in our company to meet the needs of our customers and realize further value for our shareholders."

## Segment Review

In the second quarter of 2005, the Universal Stainless \& Alloy Products segment had sales of $\$ 37.2$ million and operating income of $\$ 3.6$ million, yielding an operating margin of $10 \%$, a level not achieved since the first quarter of 2002 . In the second quarter of 2004 , sales were $\$ 25.5$ million and operating income was $\$ 1.9$ million, or $7 \%$ of sales. In the first quarter of 2005, sales were $\$ 38.4$ million and operating income was $\$ 2.7$ million, including a write-off of $\$ 342,000$ of fixed assets in Bridgeville. This resulted in an operating margin of $7 \%$.

The $46 \%$ increase in sales compared with the 2004 second quarter reflected substantial growth in sales to all customer categories. Second quarter 2005 sales were slightly lower than the prior quarter, reflecting the lower shipments of tool steel products to service centers, partially offset by increased bar shipments to them. The increase in operating income compared to both prior periods reflects stronger pricing and product mix.

The Dunkirk Specialty Steel segment reported sales of $\$ 12.4$ million and operating income of $\$ 1.8$ million, resulting in a record operating margin of $15 \%$. These results compare with sales of $\$ 8.0$ million and operating income of $\$ 651,000$, or $8 \%$ of sales, in the second quarter of 2004. In the first quarter of 2005 , sales were $\$ 13.7$ million and operating income was $\$ 1.9$ million, or $14 \%$ of sales, and included a $\$ 184,000$ asset write-off.

Dunkirk's sales increased $54 \%$ over the 2004 second quarter due to substantial growth in shipments to all customer categories. Operating income increased 182\% over the second quarter of 2004 on improvements in pricing, efficiency from higher volume and product mix. Dunkirk's sales were $9 \%$ lower than the 2005 first quarter mainly because of management's decision to allocate shipments of remelted feedstock from Bridgeville. Operating income was $2 \%$ lower than the prior quarter of 2005 due to the lower volume.

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 third quarter 2005 sales will range from $\$ 40$ to $\$ 45$ million and that diluted EPS will range from $\$ 0.45$ to $\$ 0.50$. This compares with sales of $\$ 33.3$ million and diluted EPS of $\$ 0.43$ in the third quarter of 2004.

The following factors were considered in developing these estimates:

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-- The Company's total backlog at June 30, 2005 approximated
    $105 million compared to $88 million at March 31, 2005,
    reflecting strong aerospace, power generation and petrochemical
    markets. The Company noted that a portion of the backlog is for
    shipments scheduled in 2006 and 2007, as customers take into
    account future needs and current remelt capacity constraints
    industry-wide.
-- Tool steel sales are expected to remain at }2005\mathrm{ second
    quarter levels for the balance of the year as continued strength
    in the industrial manufacturing sector is offset by lower
    automotive requirements.
-- Sales from the Dunkirk Specialty Steel segment are expected to
    approximate $13 million.
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## Webcast

A simultaneous Webcast of the Company's conference call discussing the second quarter of 2005 and the third 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 July 27th. It can be accessed by dialing 706-645-9291, passcode 7308195. 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 original equipment manufacturers, service centers, forgers, rerollers 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.

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    UNIVERSAL STAINLESS & ALLOY PRODUCTS, INC.
    FINANCIAL HIGHLIGHTS
(Dollars in thousands, except per share information)
    (Unaudited)
    CONSOLIDATED STATEMENT OF OPERATIONS
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| For the | For the |
| :---: | :---: |
| Quarter Ended | Six-Months Ended |
| June 30, | June 30, |
| 2005 | 2004 |


| Stainless steel | \$ | 34,205 | \$ | 22,889 | \$ | 67,824 | \$ | 39,057 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Tool steel |  | 4,359 |  | 3,742 |  | 10,376 |  | 6,908 |
| High-strength low alloy steel |  | 1,642 |  | 1,064 |  | 2,764 |  | 1,925 |
| High-temperature alloy steel |  | 711 |  | 613 |  | 1,736 |  | 1,322 |
| Conversion services |  | 850 |  | 596 |  | 1,964 |  | 928 |
| Other |  | 96 |  | 122 |  | 218 |  | 193 |
| Total net sales |  | 41,863 |  | 29,026 |  | 84,882 |  | 50,333 |
| Cost of products sold |  | 34,197 |  | 24,531 |  | 70,607 |  | 43,875 |
| Selling and administrative expenses |  | 2,385 |  | 1,947 |  | 4,292 |  | 3,475 |
| Operating income |  | 5,281 |  | 2,548 |  | 9,983 |  | 2,983 |
| Interest expense |  | (200) |  | (106) |  | (372) |  | (194) |
| Other income |  | 3 |  | 3 |  | 63 |  | 11 |
| Income before taxes |  | 5,084 |  | 2,445 |  | 9,674 |  | 2,800 |
| Income tax provision |  | 1,831 |  | 879 |  | 3,483 |  | 1,007 |
| Net income | \$ | 3,253 | \$ | 1,566 | \$ | 6,191 | \$ | 1,793 |
| Earnings per share <br> - Basic | \$ | 0.51 | \$ | 0.25 | \$ | 0.97 | \$ | 0.28 |
| Earnings per share <br> - Diluted | \$ | 0.50 | \$ | 0.25 | \$ | 0.96 | \$ | 0.28 |
| Weighted average shares of Common Stock outstanding |  |  |  |  |  |  |  |  |
| Basic |  | 63,831 |  | 299,579 |  | 357,189 |  | 97,816 |
| Diluted |  | 51,326 |  | 35,148 |  | 459,901 |  | 45,591 |

MARKET SEGMENT INFORMATION

| For the | For the |
| :---: | :---: |
| Quarter Ended | Six-Months Ended |
| June 30, | June 30, |
| 2005 | 2004 |

Net Sales

| Service centers | \$ | 17,050 | \$ | 12,267 | \$ | 35,357 | \$ | 22,173 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Rerollers |  | 11,250 |  | 8,187 |  | 23,278 |  | 12,257 |
| Forgers |  | 7,907 |  | 5,133 |  | 14,170 |  | 8,949 |
| Original equipment manufacturers |  | 2,597 |  | 1,904 |  | 4,921 |  | 3,838 |
| Wire redrawers |  | 2,113 |  | 843 |  | 4,985 |  | 2,039 |
| Conversion services |  | 851 |  | 596 |  | 1,965 |  | 928 |
| Other |  | 95 |  | 96 |  | 206 |  | 149 |
| Total net sales | \$ | 41,863 | \$ | 29,026 | \$ | 84,882 | \$ | 50,333 |


| Tons shipped |  | 13,383 |  | 12,131 |  | 28,613 |  | 21,197 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | BUS | INESS SE | MEN | RESUL |  |  |  |  |
| Universal Stainless | Alloy Products Segment |  |  |  |  |  |  |  |
|  |  | Quarte <br> Jun | $\begin{aligned} & \text { Che } \\ & \text { En } \end{aligned}$ $30$ | ded |  |  | $\begin{aligned} & =\text { he } \\ & \text { is } \end{aligned}$ | nded |
|  |  | 2005 |  | 2004 |  | 2005 |  | 2004 |
| Net Sales |  |  |  |  |  |  |  |  |
| Stainless steel | \$ | 23,536 | \$ | 16,376 | \$ | 45,313 | \$ | 27,096 |
| Tool steel |  | 4,247 |  | 3,667 |  | 10,154 |  | 6,747 |
| High-strength low alloy steel |  | 920 |  | 399 |  | 1,313 |  | 812 |
| High-temperature |  |  |  |  |  |  |  |  |
| Conversion services |  | 705 |  | 475 |  | 1,656 |  | 724 |
| Other |  | 43 |  | 106 |  | 160 |  | 152 |
|  |  | 30,154 |  | 21,549 |  | 60,324 |  | 36,606 |
| Intersegment |  | 7,003 |  | 3,933 |  | 15,258 |  | 7,721 |
| Total net sales |  | 37,157 |  | 25,482 |  | 75,582 |  | 44,327 |
| Material cost |  |  |  |  |  |  |  |  |
| Operation cost |  |  |  |  |  |  |  |  |
| Selling and administrative |  |  |  |  |  |  |  |  |
| Operating income | \$ | 3,644 | \$ | 1,897 | \$ | 6,323 | \$ | 2,298 |

Dunkirk Specialty Steel Segment

| For the | For the |
| :---: | :---: |
| Quarter Ended |  |
| June 30, | Six-Months Ended |
| 2005 | 2004 |

Net Sales

| Stainless steel | \$ | 10,669 | \$ | 6,513 | \$ | 22,511 | \$ | 11,961 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Tool steel |  | 112 |  | 75 |  | 222 |  | 161 |
| High-strength low alloy steel |  | 722 |  | 665 |  | 1,451 |  | 1,113 |
| High-temperature alloy steel |  | 8 |  | 87 |  | 8 |  | 247 |
| Conversion services |  | 145 |  | 121 |  | 308 |  | 204 |
| Other |  | 53 |  | 16 |  | 58 |  | 41 |
|  |  | 11,709 |  | 7,477 |  | 24,558 |  | 13,727 |


| Intersegment |  | 663 |  | 558 |  | 1,481 |  | 1,053 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total net sales |  | 12,372 |  | 8,035 |  | 26,039 |  | 14,780 |
| Material cost of sales |  | 6,442 |  | 3,902 |  | 13,556 |  | 7,379 |
| Operation cost of sales |  | 3,465 |  | 2,866 |  | 7,389 |  | 5,603 |
| Selling and administrative expenses |  | 630 |  | 616 |  | 1,396 |  | 1,113 |
| Operating income | \$ | 1,835 | \$ | 651 | \$ | 3,698 | \$ | 685 |

CONSOLIDATED BALANCE SHEET

| June 30, | December 31, |
| :---: | :---: |
| 2005 | 2004 |
| --------- | -------- |

Assets
Cash
Accounts receivable, net
Inventory
Other current assets

Total current assets
Property, plant \& equipment, net
Other assets

Total assets

Liabilities and Stockholders' Equity

| Accounts payable | \$ 16,397 | \$ 11,666 |
| :---: | :---: | :---: |
| Bank overdrafts | 452 | 2,638 |
| Accrued employment costs | 2,875 | 1,830 |
| Current portion of long-term debt | 1,053 | 2,044 |
| Other current liabilities | 923 | 442 |
| Total current liabilities | 21,700 | 18,620 |
| Bank revolver | 4,578 |  |
|  |  | 8,635 |
| Long-term debt | 11,978 | 3,555 |
| Deferred taxes | 10,232 | 10,093 |
| Total liabilities | 48,488 | 40,903 |
| Stockholders' equity | 73,555 | 66,937 |
| Total liabilities and |  |  |
| stockholders' equity | \$122,043 | \$107,840 |

For the Six-Months Ended June 30,

|  | 2005 | 2004 |
| :---: | :---: | :---: |
| Cash flows from operating activities: |  |  |
| Net income | \$ 6,191 | \$ 1,793 |
| Adjustments to reconcile to net cash provided by operating activities: |  |  |
| Depreciation and amortization | 1,532 | 1,571 |
| Deferred taxes | 412 | 84 |
| Tax benefit from exercise of stock options | 115 | 3 |
| Changes in assets and liabilities: |  |  |
| Accounts receivable, net | $(3,107)$ | $(6,858)$ |
| Inventory | $(9,955)$ | $(8,297)$ |
| Trade accounts payable | 4,731 | 4,147 |
| Accrued employment costs | 1,045 | 907 |
| Other, net | 1,383 | 1,720 |
| Cash flow from (due to) operating activities | 2,347 | $(4,930)$ |
| Cash flow from investing activities: |  |  |
| Capital expenditures | $(2,931)$ | $(1,195)$ |
| Cash flow due to investing activities | $(2,931)$ | $(1,195)$ |
| Cash flows from financing activities: |  |  |
| Net borrowings under revolving line of credit | $(4,057)$ | 3,167 |
| Proceeds from long-term debt | 8,050 | -- |
| Repayments of long-term debt | (618) | (983) |
| Net change in bank overdrafts | $(2,186)$ | (508) |
| Proceeds from issuance of common stock | 312 | 83 |
| Cash flow from financing activities | 1,501 | 1,759 |
| Net cash flow | \$ 917 | \$ $(4,366)$ |

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