# Universal Stainless Reports Strong Results, Record Sales for Second Quarter of 2007 

Company Announces \$3.5 Million Capital Project


#### Abstract

BRIDGEVILLE, Pa., July 24, 2007 -- Universal Stainless \& Alloy Products, Inc. (Nasdaq:USAP) reported today that sales for the second quarter of 2007 rose $29 \%$ to a record $\$ 62.1$ million compared with $\$ 48.0$ million in the same period of 2006 . Net income for the 2007 second quarter rose $27 \%$ to $\$ 5.9$ million, or $\$ 0.87$ per diluted share, including the effect of an after-tax charge of $\$ 520,000$, equivalent to $\$ 0.08$ per diluted share, related to a previously reported legal settlement. In the second quarter of 2006, net income was $\$ 4.6$ million, or $\$ 0.70$ per diluted share.


The 2007 second quarter results also included a net inventory adjustment of $\$ 1.0$ million, equivalent to $\$ 0.10$ per diluted share, mainly due to increased reserves related to a sharp decline in nickel prices at the end of the quarter. The annual income tax rate declined to $35.0 \%$ from $36.0 \%$ recorded in the 2006 second quarter, equivalent to $\$ 0.01$ per diluted share. Net income for the 2006 second quarter has been adjusted for the retrospective application of an accounting pronouncement as detailed in the financial tables.

Sales for the second quarter of 2007 exceeded the Company's forecasted range of $\$ 52$ to $\$ 57$ million and its diluted EPS was within the Company's forecast of $\$ 0.85$ to $\$ 0.90$. Excluding the previously described charges for the legal settlement and inventory adjustments, which are $\$ 0.18$ per diluted share in the aggregate, diluted EPS would have exceeded the Company's forecast.

For the first six months of 2007, sales rose $27 \%$ to $\$ 118.3$ million and net income increased $47 \%$ to $\$ 12.6$ million, or $\$ 1.87$ per diluted share, compared to same period of 2006.

Chairman and CEO Mac McAninch commented: "The sustained strength of the aerospace market continued to be a main driver of our growth in the second quarter and its outlook is very positive into the next decade. The power generation, petrochemical and heavy equipment markets hold enormous opportunity for us as well."

Mr. McAninch continued: "Our optimism and the positive outlook for our end markets are not diminished by the continuing volatility in the market price of nickel and its recent decline, although that decline has affected our forecast for the current third quarter. However, over the longer term, we expect lower nickel prices to encourage our service center customers to rebuild their inventories. Lower nickel prices should also decrease our working capital needs.
"Our capital investments over the past two years have enabled us to better respond to opportunities in our niche markets to date. We have decided to take another major step to enhance our capabilities by adding high temperature annealing equipment capable of oil, water and air quenching at our Dunkirk facility. Dunkirk's high temperature heat treating operation, which is required for most of its product categories, is approaching full utilization. This capital expansion project, which will cost approximately $\$ 3.5$ million and is scheduled for completion in the fourth quarter, has the potential to expand Dunkirk's annual sales by as much as $\$ 20$ million. Our continued reinvestment of capital combined with our focus on further improving our processes and on-time delivery performance reflects our ongoing commitment to better serve the needs of our customers."

## Segment Review

In the second quarter of 2007, the Universal Stainless \& Alloy Products segment had record sales of $\$ 55.1$ million and operating income of $\$ 5.8$ million, yielding an operating margin of $11 \%$. The operating income included $\$ 1.3$ million of costs related to the aforementioned pre-tax effect of the legal settlement and the portion of the inventory adjustment attributable to the segment. In the second quarter of 2006, sales were $\$ 45.7$ million and operating income was $\$ 5.8$ million, or $13 \%$ of sales. In the first quarter of 2007 , sales were $\$ 48.2$ million and operating income was $\$ 7.2$ million, or $15 \%$ of sales.

The $21 \%$ increase in sales from the 2006 second quarter reflected a doubling of sales to forgers mainly of billet for power generation applications and a $57 \%$ increase in sales of bar products to service centers mainly for aerospace applications. These included the contribution of a new vacuum-arc remelt (VAR) furnace installed in August 2006 and the effect of higher nickel prices on the surcharge pricing mechanism. These increases were partially offset by lower shipments of tool steel plate to service centers.

The Dunkirk Specialty Steel segment reported record sales of $\$ 21.3$ million and operating income of $\$ 3.7$ million for the 2007 second quarter, resulting in an operating margin of $17 \%$. The operating income included $\$ 492,000$ of costs related to the inventory adjustment attributable to the segment. In the second quarter of 2006, sales were $\$ 16.2$ million and operating income
was $\$ 2.3$ million, or $14 \%$ of sales. In the first quarter of 2007 , sales were $\$ 20.4$ million and operating income was $\$ 3.8$ million, or $19 \%$ of sales.

Dunkirk's $32 \%$ increase in sales and $60 \%$ rise in operating income over the 2006 second quarter were due to improved VAR remelted feedstock supply from Bridgeville, workforce additions, and the effect of higher nickel prices on the surcharge mechanism. The sales growth reflected a $37 \%$ increase in sales of bar products to service centers and OEMs, which offset lower sales of rod and wire products to service centers.

## 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 third quarter 2007 sales will range from $\$ 52$ to $\$ 57$ million and that diluted EPS will range from $\$ 0.77$ to $\$ 0.82$. This compares with sales of $\$ 55.1$ million and diluted EPS of $\$ 0.86$, as adjusted, in the third quarter of 2006.

The following factors were considered in developing these estimates:

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* The Company's total backlog at June 30, 2007 was approximately
    $103 million compared to $114 million at March 31, 2007.
* Sales from the Dunkirk Specialty Steel segment are expected to
    approximate $19 million in the third quarter of 2007 on shipment
    volumes that are expected to approximate the prior quarter's level.
    The reduction in revenues is a result of lower surcharges
    anticipated due to the decline in the market value of nickel, which
    also is expected to eliminate the FIFO (First-In First-Out
    inventory accounting method) benefit the Company has experienced
    mainly in the Dunkirk segment in the past four quarters. The
    Company estimates that the 2007 second quarter FIFO benefit was
    $1.2 million, or $0.12 per diluted share.
* The Company's progress in improving its on-time delivery
    performance has helped it to reduce its backlog, which is also
    being affected by delays in inventory replenishment by service
    centers. The Company expects service center order entry to return
    to more normal levels as it approaches the fourth quarter.
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## Webcast

A simultaneous Webcast of the Company's conference call discussing the second quarter of 2007 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 31st. It can be accessed by dialing 706-645-9291, passcode 5400663. 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. More information is available at www.univstainless.com.

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, labor 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

June 30, For the | Six-Months Ended |
| ---: |
| June 30, |

Net Sales

| Stainless steel | \$ | 45,128 | \$ | 35,015 | \$ | 84,698 | \$ | 68,433 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Tool steel |  | 6,444 |  | 7,410 |  | 13,541 |  | 13,237 |
| High-strength low alloy steel |  | 7,572 |  | 3,241 |  | 13,806 |  | 5,793 |
| High-temperature alloy steel |  | 2,355 |  | 1,744 |  | 5,100 |  | 4,113 |
| Conversion services |  | 492 |  | 504 |  | 981 |  | 1,233 |
| Other |  | 65 |  | 105 |  | 169 |  | 147 |
| Total net sales |  | 62,056 |  | 48,019 |  | 118,295 |  | 92,956 |
| Cost of products sold |  | 49,442 |  | 37,641 |  | 92,462 |  | 73,811 |
| Selling and administrative expenses |  | 3,407 |  | 2,879 |  | 5,961 |  | 5,135 |
| Operating income |  | 9,207 |  | 7,499 |  | 19,872 |  | 14,010 |
| Interest expense |  | (195) |  | (269) |  | (422) |  | (535) |
| Other income |  | 6 |  | 2 |  | 10 |  | 4 |
| Income before taxes |  | 9,018 |  | 7,232 |  | 19,460 |  | 13,479 |
| Income tax provision |  | 3,156 |  | 2,603 |  | 6,811 |  | 4,852 |
| Net income | \$ | 5,862 | \$ | 4,629 | \$ | 12,649 | \$ | 8,627 |
| Earnings per share - |  |  |  |  |  |  |  |  |
| Basic | \$ | 0.88 | \$ | 0.72 | \$ | 1.91 | \$ | 1.34 |
| Earnings per share - |  |  |  |  |  |  |  |  |
| Diluted | \$ | 0.87 | \$ | 0.70 | \$ | 1.87 | \$ | 1.31 |

Weighted average
shares of common
Stock outstanding

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:

|  |  | June 30 As orted |  |  |  | June <br> As <br> ported |  | $\begin{array}{r} 2006 \\ \text { As } \end{array}$ <br> djusted |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating income: |  |  |  |  |  |  |  |  |
| Universal Stainless <br> \& Alloy |  |  |  |  |  |  |  |  |
| Dunkirk Specialty |  |  |  |  |  |  |  |  |
| Steel Segment |  | 2,257 |  | 2,326 |  | 3,724 |  | 3,786 |
| Intersegment |  |  |  |  |  |  |  |  |
|  |  | 7,448 |  | 7,499 |  | 13,809 |  | 14,010 |
| Net income | \$ | 4,596 | \$ | 4,629 | \$ | 8,498 | \$ | 8,627 |
| Diluted earnings per share | \$ | 0.69 | \$ | 0.70 | \$ | 1.29 | \$ | 1.31 |

BUSINESS SEGMENT RESULTS
Universal Stainless \& Alloy Products Segment

| For the Quarter Ended |  |  |
| :---: | :---: | :---: |
| June 30, | For the Six-Months Ended |  |
| 2007 | 2006 | 2007 |
| ---- June 30, |  |  |

Net Sales

| Stainless steel | \$ | 30,804 | \$ | 22,444 |  | 55,800 | \$ | 46,011 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Tool steel |  | 6,111 |  | 7,254 |  | 12,270 |  | 12,614 |
| High-strength low alloy steel |  | 3,822 |  | 1,690 |  | 7,822 |  | 2,929 |
| High-temperature alloy steel |  | 916 |  | 718 |  | 2,146 |  | 1,759 |
| Conversion services |  | 325 |  | 384 |  | 652 |  | 922 |
| Other |  | 36 |  | 72 |  | 122 |  | 112 |
|  |  | 42,014 |  | 32,562 |  | 78,812 |  | 64,347 |
| Intersegment |  | 13,080 |  | 13,138 |  | 24,447 |  | 20,490 |
| Total net sales |  | 55,094 |  | 45,700 |  | 103,259 |  | 84,837 |
| Material cost of sales |  | 29,684 |  | 20,346 |  | 50,915 |  | 37,754 |
| Operation cost of sales |  | 17,033 |  | 17,502 |  | 35,050 |  | 32,596 |
| Selling and administrative expenses |  | 2,571 |  | 2,026 |  | 4,289 |  | 3,555 |
| Operating income | \$ | 5,806 | \$ | 5,826 |  | 13,005 | \$ | 10,932 |

Dunkirk Specialty Steel Segment
For the Quarter Ended For the Six-Months Ended June 30, June 30,
200720062006
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| Stainless steel | \$ | 14,324 | \$ | 12,571 | \$ | 28,898 | \$ | 22,422 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Tool steel |  | 333 |  | 156 |  | 1,271 |  | 623 |
| High-strength low alloy steel |  | 3,750 |  | 1,551 |  | 5,984 |  | 2,864 |
| High-temperature alloy steel |  | 1,439 |  | 1,026 |  | 2,954 |  | 2,354 |
| Conversion services |  | 167 |  | 120 |  | 329 |  | 311 |
| Other |  | 29 |  | 33 |  | 47 |  | 35 |
|  |  | 20,042 |  | 15,457 |  | 39,483 |  | 28,609 |
| Intersegment |  | 1,279 |  | 722 |  | 2,278 |  | 1,557 |
| Total net sales |  | 21,321 |  | 16,179 |  | 41,761 |  | 30,166 |
| Material cost of sales |  | 12,048 |  | 8,938 |  | 23,244 |  | 16,909 |
| Operation cost of sales |  | 4,719 |  | 4,062 |  | 9,306 |  | 7,891 |
| Selling and administrative expenses |  | 836 |  | 853 |  | 1,672 |  | 1,580 |
| Operating income | \$ | 3,718 | \$ | 2,326 | \$ | 7,539 | \$ | 3,786 |

MARKET SEGMENT INFORMATION
For the Quarter Ended

June 30, $\quad$| For the Six-Months Ended |
| ---: | :--- |
| June 30, |

Net Sales

| Service centers | \$ | 32,598 | \$ | 26,318 | \$ | 61,703 | \$ | 49,356 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Forgers |  | 13,744 |  | 6,857 |  | 26,318 |  | 14,421 |
| Rerollers |  | 8,658 |  | 7,377 |  | 15,850 |  | 15,224 |
| Original equipment manufacturers |  | 4,540 |  | 4,956 |  | 9,417 |  | 9,555 |
| Wire redrawers |  | 2,015 |  | 1,876 |  | 3,913 |  | 3,020 |
| Conversion services |  | 492 |  | 504 |  | 981 |  | 1,233 |
| Other |  | 9 |  | 131 |  | 113 |  | 147 |
| Total net sales | \$ | 62,056 | \$ | 48,019 | \$ | 118,295 | \$ | 92,956 |
| Tons shipped |  | 11,327 |  | 12,740 |  | 22,484 |  | 24,785 |

CONSOLIDATED BALANCE SHEET

| June 30, | December 31, |
| :---: | :---: |
| 2007 | 2006 |
| -_-_ | ---- |

Assets

Cash
Accounts receivable, net
Inventory
Deferred taxes
Other current assets
\$ 861 \$ 2,909
39,157 33,308
75,577 66,019
1,831 1,544
1,663 1,606

| Total current assets | 119,089 | 105,386 |
| :---: | :---: | :---: |
| Property, plant \& equipment, net | 50,340 | 49,251 |
| Other assets | 739 | 584 |
| Total assets | \$ 170,168 | \$ 155,221 |
| Liabilities and Stockholders' Equity |  |  |
| Trade accounts payable | \$ 18,305 | \$ 13,123 |
| Outstanding checks in excess of bank |  |  |
| Accrued employment costs | 4,927 | 4,121 |
| Current portion of long-term debt | 2,375 | 2,364 |
| Other current liabilities | 1,124 | 1,902 |
| Total current liabilities | 34,287 | 24,937 |
| Bank revolver | 218 | 8,392 |
| Long-term debt | 7,645 | 8,836 |
| Deferred taxes | 8,550 | 8,402 |
| Total liabilities | 50,700 | 50,567 |
| Stockholders' equity | 119,468 | 104,654 |
| Total liabilities and stockholders' |  |  |

For the Six-month Period Ended June 30,

|  |  | 2007 |  | 2006 |
| :---: | :---: | :---: | :---: | :---: |
| Cash flows provided by operating activities: |  |  |  |  |
| Net income | \$ | 12,649 | \$ | 8,627 |
| Adjustments to reconcile to net cash provided by operating activities: |  |  |  |  |
| Depreciation and amortization |  | 1,822 |  | 1,639 |
| Deferred tax decrease |  | (318) |  | (271) |
| Stock based compensation expense |  | 208 |  | 126 |
| Excess tax benefits from share-based payment arrangements |  | (982) |  | (115) |
| Changes in assets and liabilities: |  |  |  |  |
| Accounts receivable, net |  | $(5,849)$ |  | $(4,880)$ |
| Inventory |  | $(9,558)$ |  | $(7,731)$ |
| Trade accounts payable |  | 5,182 |  | 1,081 |
| Deferred revenue |  | 199 |  | 3,942 |
| Accrued employment costs |  | 806 |  | 1,023 |
| Other, net |  | (33) |  | 698 |
| Cash flow provided by operating activities |  | 4,126 |  | 4,139 |
| Cash flow used in investing activities: |  |  |  |  |
| Cash flow used in investing activities |  | $(2,906)$ |  | $(5,290)$ |
| Cash flows used in financing activities: Revolving credit net repayments |  | $(8,174)$ |  | 714 |


| Long-term debt repayments |  | $(1,180)$ |  | (278) |
| :---: | :---: | :---: | :---: | :---: |
| Net change in outstanding checks in excess of bank balance |  | 4,129 |  | 285 |
| Proceeds from issuance of common stock |  | 975 |  | 207 |
| Excess tax benefits from share-based payment arrangements |  | 982 |  | 115 |
| Cash flow (used in) provided by financing activities |  | $(3,268)$ |  | 1,043 |
| Net cash flow | \$ | $(2,048)$ | \$ | (108) |

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CONTACT: Universal Stainless & Alloy Products, Inc.
    Richard M. Ubinger
    Vice President of Finance, Chief Financial Officer and
        Treasurer
    (412) 257-7606
    Comm-Partners LLC
    June Filingeri, President
    (203) 972-0186
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