

# **Universal Stainless Reports Strong 2005 Third Quarter Results**

## - Quarterly earnings per share reach \$0.51 on sales of \$43 million -

- Full year sales to reach new company record -

BRIDGEVILLE, Pa., Oct. 20, 2005 -- Universal Stainless & Alloy Products, Inc. (Nasdaq:USAP) reported today that sales for the third quarter of 2005 rose 29% to \$43.1 million compared with \$33.3 million in the same period of 2004. Third quarter 2005 net income rose 20% to \$3.3 million, or \$0.51 per diluted share. This compares with \$2.7 million, or \$0.43 per diluted share, reported in the third quarter of 2004, which included other income of \$565,000, or \$0.06 per diluted share related to the delayed receipt of prior year import duties. Third quarter 2005 net income rose 38% from the 2004 third quarter before including the other income in that quarter.

The Company's third quarter 2005 results were in line with its forecast of sales in the range of \$40 to \$45 million and exceeded the diluted EPS forecasted range of \$0.45 to \$0.50.

President and CEO Mac McAninch commented: "We are very pleased with our continued progress which brought year-to-date sales to \$128 million, 6% ahead of total sales for all of 2004, which was a record year for our Company. This progress has been driven by strong demand in our aerospace, power generation, petrochemical and tool steel markets. Customer acceptance of our pricing initiatives, which have been necessary in the current cost environment, has allowed us to maintain our margins. As a result, the operating income we have achieved year to date is 49% ahead of the total operating income we realized for full year 2004."

Mr. McAninch continued: "We are progressing with our current capital investment commitments. The new vacuum arc remelt (VAR) furnace in our Bridgeville, PA facility should be operational in November."

## Segment Review

In the third quarter of 2005, the Universal Stainless & Alloy Products segment had sales of \$40.0 million and operating income of \$4.0 million, yielding an operating margin of 10%. This included a write-off of \$363,000 mainly for the retirement of fixed assets replaced or being replaced. The operating margin is in line with the level achieved in the 2005 second quarter when sales were \$37.2 million and operating income was \$3.6 million. In the third quarter of 2004, sales were \$31.2 million and operating income was \$2.9 million, or 9% of sales.

The 28% increase in sales compared with the 2004 third quarter reflects higher product prices, offset by lower shipments of low margin products to rerollers and lower revenues generated from conversion services. Third quarter 2005 sales were 8% higher than the prior quarter. The increase in operating income compared to both prior periods reflects the improved mix of product shipped.

The Dunkirk Specialty Steel segment reported record sales of \$14.0 million. Operating income was \$1.8 million, resulting in an operating margin of 13%. These results compare with sales of \$9.5 million and operating income of \$1.2 million, or 12% of sales, in the third quarter of 2004. In the second quarter of 2005, sales were \$12.4 million and operating income was \$1.8 million, or 15% of sales.

Dunkirk's sales, which increased 48% over the 2004 third quarter, also benefited from higher selling prices on a 9% increase in shipments. Operating income increased 51% over the third quarter of 2004 on increased shipments, improvements in pricing and the elimination of products and product lines that did not meet the Company's profitability criteria. Dunkirk's sales were 13% higher than the 2005 second quarter mainly due to higher selling prices resulting from higher material costs. Operating income was 4% lower than the prior quarter of 2005 due to the mix of products shipped.

### **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 fourth quarter 2005 sales will range from \$33 to \$38 million and that diluted EPS will range from \$0.37 to \$0.42. This compares with sales of \$37.0 million and diluted EPS of \$0.40 in the fourth quarter of 2004, which included other income of \$0.05 per diluted share from 2004 import duties and a bad debt charge equivalent to \$0.03 per diluted share. The 2005 fourth quarter EPS estimate does not include any income from import duties that may be received by the Company

related to the Continued Dumping and Subsidy Act of 2000 for the current year.

The following factors were considered in developing these estimates:

- -- The Company's total backlog at September 30, 2005 approximated \$106 million compared to \$105 million at June 30, 2005, reflecting continued strong aerospace, power generation, petrochemical and tool steel markets. The Company noted that this continued high backlog level is mainly comprised of electro-slag and vacuum-arc remelted products scheduled for shipment beyond 2005, as customers take into account future needs and current remelt capacity constraints industry-wide.
- -- The Company expects that shipments to its reroller customers in the 2005 fourth quarter will continue to decline, as anticipated, due to the Company's expanded focus on supplying value-added products.
- -- The Company expects fourth quarter 2005 sales of special shape products to be slightly lower than normal due to the previously announced hourly employee work stoppage at its Titusville, PA facility. Salaried employees have restored partial operation of the facility, including the five vacuum-arc remelt (VAR) furnaces located there. The interrupted operation of the VAR furnaces is not expected to have a material effect on 2005 fourth quarter results.
- -- Sales from the Dunkirk Specialty Steel segment are expected to approximate \$13 to \$14 million. Additional sales are dependent upon the level of inventory management initiatives implemented by the service center industry near the end of the year.

Mr. McAninch concluded: "We have made substantial progress this year in meeting our commitments to customers, employees and shareholders, and are committed to continuing that progress."

### Webcast

A simultaneous Webcast of the Company's conference call discussing the third quarter of 2005 and the fourth quarter outlook, scheduled at 10:00 a.m. (Eastern) today, will be available on the Company's website at <u>www.univstainless.com</u>, 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 October 27th. It can be accessed by dialing 706-645-9291, passcode 1153927. 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 resolution of the labor issues at the Titusville, PA facility, 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.

## FINANCIAL HIGHLIGHTS (Dollars in thousands, except per share information) (Unaudited)

## CONSOLIDATED STATEMENT OF OPERATIONS

	Quar		For Nine-Mon Septe	ths Ended mber 30,
	2005	2004	2005	2004
Net Sales				
Stainless steel Tool steel High-strength low	\$ 35,573 4,805		\$ 103,397 15,181	
alloy steel High-temperature	1,506		4,270	3,085
alloy steel Conversion services Other	585 569 57	9 707 7 151	2,533 275	1,635 344
Total net sales Cost of products sold Selling and		7 33,297	127,979 106,299	83,630
administrative expenses			6,335	
Operating income Interest expense Other income	(223	3) (108 - 566	) (595)	(302) 577
Income before taxes Income tax provision	5,139	94,18101,436	14,813 5,333	6,981 2,443
Net income	\$ 3,289	9\$2,745	\$    9,480 ========	\$ 4,538
Earnings per share - Basic	\$ 0.52		\$   1.49 =======	
Earnings per share - Diluted		L\$0.43	\$ 1.47 ======	•
Weighted average shares of Common Stock outstanding				
Basic Diluted			6,365,947 6,469,953	
MAF	RKET SEGME	ENT INFORMATI	ON	
	Quarter	nber 30,	For the Nine-Months Septembe 2005	Ended
Net Sales				

Service centers	\$ 18,039	\$ 13,443	\$ 53,396	\$ 35,616
Rerollers	9,762	9,208	33,040	21,465
Forgers	8,572	6,232	22,742	15,181
Original equipment				

manufacturers	3,149	2,263	8,070	6,101
Wire redrawers	2,949	1,307	7,934	3,346
Conversion services	568	707	2,533	1,635
Other	58	137	264	286
Total net sales	\$ 43,097	\$ 33,297	\$127,979	\$ 83,630
	=======	=======	=======	=======
Tons shipped	11,952	13,470	40,565	34,667
	=======	========	========	=======

#### BUSINESS SEGMENT RESULTS

Universal Stainless & Alloy Products Segment

		For the Quarter Ended September 30, 2005 2004		Septemb 2005			ns Ended per 30, 2004	
Net Sales								
Tool steel High-strength low alloy steel High-temperature alloy steel Conversion services Other		507 466 57		4,155 575 451 632 146		14,723 1,887 2,235 2,122 217		10,902 1,387 1,526 1,356 298
Intersegment		29,724 10,248						
Material cost of sales Operation cost of sales Selling and administrative expenses				14,999 11,990 1,310		59,156 41,734 4,324		33,923 32,733 3,672
1 5	•	4,017 \$ =======		•	•	10,340 ======		5,198 ======

## Dunkirk Specialty Steel Segment

	For the		For the			
	Quarter	Ended	Nine-Months Ended			
	Septemb	er 30,	Septemb	per 30,		
	2005	2004	2005	2004		
Net Sales						
Stainless steel	\$ 12,022	\$ 8,156	\$ 34,533	\$ 20,117		
Tool steel	236	122	458	283		
High-strength low alloy steel	932	585	2,383	1,698		
High-temperature alloy steel	80	22	88	269		
Conversion services	103	75	411	279		
Other		5	58	46		
	13,373	8,965	37,931	22,692		
Intersegment	617	519	2,098	1,572		

Total net sales	13,990	9,484	40,029	24,264
Material cost of sales	8,190	4,716	21,746	12,095
Operation cost of sales	3,428	3,042	10,817	8,645
Selling and				
administrative expenses	615	563	2,011	1,676
Operating income	\$ 1,757	\$ 1,163	\$ 5,455	\$ 1,848
	========	========	========	=======

## CONSOLIDATED BALANCE SHEET

	September 30, 2005	December 31, 2004
Assets		
Cash Accounts receivable, net Inventory Other current assets	\$ 1,520 29,092 51,207 2,374	\$ 241 24,562 38,318 3,418
Total current assets Property, plant & equipment, net Other assets Total assets	84,193 42,960 618  \$127,771	66,539 40,716 585  \$107,840
Liabilities and Stockholders' Equity		=======
Accounts payable Bank overdrafts Accrued employment costs Current portion of long-term debt Other current liabilities	\$ 11,634 2,886 3,296 1,555 1,411	\$ 11,666 2,638 1,830 2,044 442
Total current liabilities Bank revolver Long-term debt Deferred taxes	20,782 8,438 11,339 10,068	18,620 8,635 3,555 10,093
Total liabilities Stockholders' equity	50,627 77,144	40,903 66,937
Total liabilities and stockholders' equit		\$107,840 =======
CONSOLIDATED STATEMENT OF C. For the Nine-Months Ended		
	2005	2004

Cash flows from operating activities:			
Net income	\$	9,480	\$ 4,538
Adjustments to reconcile to net cash			
used in operating activities:			
Depreciation and amortization		2,301	2,336
Loss on retirement of fixed assets		705	
Deferred taxes		193	480
Tax benefit from exercise of stock options		173	8
Changes in assets and liabilities:			
Accounts receivable, net	(	4,530)	(9,939)

Inventory Trade accounts payable Accrued employment costs Other, net	(32) 1,466 1,793	(11,527) 4,995 1,985 1,958
Cash flow used in operating activities		(5,166)
Cash flow from investing activities:		
Capital expenditures	(5,233)	(2,377)
Cash flow used in investing activities	(5,233)	(2,377)
Cash flows from financing activities: Deferred financing costs Net borrowings under revolving line of credit Proceeds from long-term debt Repayments of long-term debt Net change in bank overdrafts Proceeds from issuance of common stock Cash flow provided by financing activities	8,050 (755) 248 554	4,597  (1,462) 126 96
Net cash flow	\$ 1,279	\$ (4,186)

CONTACT:

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