## 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:

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-- 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.
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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 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 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

|  |  |  |  |  | ```For the Nine-Months Ended September 30, 2005 2004``` |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales |  |  |  |  |  |  |  |  |
| Stainless steel | \$ | 35,573 | \$ | 26,529 | \$ | 103,397 | \$ | 65,586 |
| Tool steel |  | 4,805 |  | 4,277 |  | 15,181 |  | 11,185 |
| High-strength low alloy steel |  | 1,506 |  | 1,160 |  | 4,270 |  | 3,085 |
| High-temperature alloy steel |  | 587 |  | 473 |  | 2,323 |  | 1,795 |
| Conversion services |  | 569 |  | 707 |  | 2,533 |  | 1,635 |
| Other |  | 57 |  | 151 |  | 275 |  | 344 |
| Total net sales |  | 43,097 |  | 33,297 |  | 127,979 |  | 83,630 |
| Cost of products sold |  | 35,692 |  | 27,701 |  | 106,299 |  | 71,576 |
| Selling and administrative expenses |  | 2,043 |  | 1,873 |  | 6,335 |  | 5,348 |
| Operating income |  | 5,362 |  | 3,723 |  | 15,345 |  | 6,706 |
| Interest expense |  | (223) |  | (108) |  | (595) |  | (302) |
| Other income |  | -- |  | 566 |  | 63 |  | 577 |
| Income before taxes |  | 5,139 |  | 4,181 |  | 14,813 |  | 6,981 |
| Income tax provision |  | 1,850 |  | 1,436 |  | 5,333 |  | 2,443 |
| Net income | \$ | 3,289 | \$ | 2,745 | \$ | 9,480 | \$ | 4,538 |
| Earnings per share <br> - Basic | \$ | 0.52 | \$ | 0.44 | \$ | 1.49 | \$ | 0.72 |
| Earnings per share <br> - Diluted | \$ | 0.51 | \$ | 0.43 | \$ | 1.47 | \$ | 0.71 |


| Weighted average shares |
| :--- |
| of Common Stock |
| outstanding |


| Basic |
| :--- | :--- | :--- | :--- | :--- |


| Diluted | $6,383,464$ | $6,305,456$ | $6,365,947$ | $6,300,229$ |
| :--- | :--- | :--- | :--- | :--- |
|  | $6,490,056$ | $6,400,188$ | $6,469,953$ | $6,363,656$ |

MARKET SEGMENT INFORMATION

| For the | For the |
| :---: | :---: |
| Quarter Ended | Nine-Months Ended |
| September 30, | September 30, |
| 2005 | 2004 |

Net Sales

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

| 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,
$2005 \quad 2004$
_-_-_-_-_-_-_-_
For the
Nine-Months Ended
September 30,
$2005 \quad 2004$

Net Sales

| Stainless steel | \$ 23,551 | \$ | 18,373 | \$ | 68,864 | \$ | 45,469 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Tool steel | 4,569 |  | 4,155 |  | 14,723 |  | 10,902 |
| High-strength low alloy steel | 574 |  | 575 |  | 1,887 |  | 1,387 |
| High-temperature alloy steel | 507 |  | 451 |  | 2,235 |  | 1,526 |
| Conversion services | 466 |  | 632 |  | 2,122 |  | 1,356 |
| Other | 57 |  | 146 |  | 217 |  | 298 |
|  | 29,724 |  | 24,332 |  | 90,048 |  | 60,938 |
| Intersegment | 10,248 |  | 6,867 |  | 25,506 |  | 14,588 |
| Total net sales | 39,972 |  | 31,199 |  | 115,554 |  | 75,526 |
| Material cost of sales | 20,876 |  | 14,999 |  | 59,156 |  | 33,923 |
| Operation cost of sales | 13,651 |  | 11,990 |  | 41,734 |  | 32,733 |
| Selling and administrative expenses | 1,428 |  | 1,310 |  | 4,324 |  | 3,672 |
| Operating income | \$ 4,017 | \$ | 2,900 |  | 10,340 | \$ | 5,198 |

Dunkirk Specialty Steel Segment

|  | For theQuarter EndedSeptember 30,$2005 \quad 2004$ |  |  | For theNine-Months EndedSeptember 30,$2005 \quad 2004$ |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 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



Assets

| Cash | \$ 1,520 | \$ 241 |
| :---: | :---: | :---: |
| Accounts receivable, net | 29,092 | 24,562 |
| Inventory | 51,207 | 38,318 |
| Other current assets | 2,374 | 3,418 |
| Total current assets | 84,193 | 66,539 |
| Property, plant \& equipment, net | 42,960 | 40,716 |
| Other assets | 618 | 585 |
| Total assets | \$127,771 | \$107,840 |

Liabilities and Stockholders' Equity

| Accounts payable | \$ 11,634 | \$ 11,666 |
| :---: | :---: | :---: |
| Bank overdrafts | 2,886 | 2,638 |
| Accrued employment costs | 3,296 | 1,830 |
| Current portion of long-term debt | 1,555 | 2,044 |
| Other current liabilities | 1,411 | 442 |
| Total current liabilities | 20,782 | 18,620 |
| Bank revolver | 8,438 | 8,635 |
| Long-term debt | 11,339 | 3,555 |
| Deferred taxes | 10,068 | 10,093 |
| Total liabilities | 50,627 | 40,903 |
| Stockholders' equity | 77,144 | 66,937 |
| Total liabilities and stockholders' equity | \$127,771 | \$107,840 |

CONSOLIDATED STATEMENT OF CASH FLOW DATA For the Nine-Months Ended September 30,

|  | 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 | $(12,889)$ | $(11,527)$ |
| :---: | :---: | :---: |
| Trade accounts payable | (32) | 4,995 |
| Accrued employment costs | 1,466 | 1,985 |
| Other, net | 1,793 | 1,958 |
| Cash flow used in operating activities | $(1,340)$ | $(5,166)$ |
| 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 | (48) | -- |
| Net borrowings under revolving line of credit | (197) | 4,597 |
| Proceeds from long-term debt | 8,050 | -- |
| Repayments of long-term debt | (755) | $(1,462)$ |
| Net change in bank overdrafts | 248 | 126 |
| Proceeds from issuance of common stock | 554 | 96 |
| Cash flow provided by financing activities | 7,852 | 3,357 |
| Net cash flow | \$ 1,279 | \$ (4,186) |

## CONTACT:

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