

2010 Dynamic Materials Annual Report









### ABOUT THE COMPANY

Dynamic Materials Corporation (DMC) is a diversified provider of industrial products and services, and the world's leading manufacturer of explosion-welded clad metal plates. The Company's Explosive Metalworking business, which generated 64 percent of DMC's fiscal 2010 revenue, uses specialized explosive processes to clad metal and alloy plates, which are then utilized in a broad spectrum of industrial capital projects.

The Explosive Metalworking segment serves a variety of industries, including oil and gas, alternative energy, chemicals and petrochemicals, hydrometallurgy, aluminum production, shipbuilding, power generation, and industrial refrigeration.

DMC also operates an Oilfield Products segment, which manufactures, markets and sells specialized explosive components and systems used to perforate oil and gas wells. The segment, which generated 29 percent of DMC's 2010 revenue, also distributes a line of explosive-related seismic products that support oil and gas exploration activities.

DMC's third business segment, AMK Welding, utilizes various technologies to weld components for use in power-generation turbines, as well as commercial and military jet engines. AMK was responsible for 7 percent of the Company's 2010 revenue.

Based in Boulder, Colorado, DMC has production facilities in Mt. Braddock, Pennsylvania; Rivesaltes, France; Burbach, Germany; Troisdorf, Germany; Edmonton, Alberta; Tyumen, Russia; and South Windsor, Connecticut.

The Company's stock trades on Nasdag under the symbol "BOOM."

#### **About the Cover:**

This year's cover features images of industrial equipment that incorporates products and technologies from DMC's three business segments. The top image shows separating equipment at a natural gas production facility where clad plates produced by DMC's Explosive Metalworking segment have been utilized in the fabrication of specialized pipes.

In the three-picture panel, the left image is of a heat exchanger built for a Chinese chemical plant. The exchanger incorporates tubesheets that have been manufactured from DMC's titanium-clad explosion welded plates.

The center image is of an oil and gas rig. Specialized guns and shaped charges from DMC's Oilfield Products segment are used within many wells to perforate the casing, thereby allowing oil or gas from the surrounding formation to enter the well.

The right image features a ground-based power turbine. DMC's AMK Welding segment utilizes specialized technologies to weld components for use in these power-generation turbines.





# FINANCIAL HIGHLIGHTS

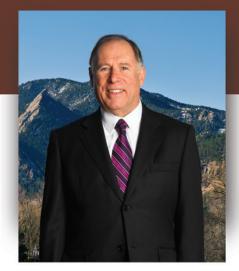
# Consolidated Statement of Operations Highlights (Dollars in thousands except per share amounts)

	Years ended December 31, 2010			Years ended December 31, 2009	
Net sales	\$	154,739	\$	164,898	
Gross profit	\$	36,950	\$	43,119	
Income from operations	\$	6,789	\$	16,238	
Income before income taxes	\$	6,398	\$	12,927	
Net income	\$	5,265	\$	8,549	
Net income per share - diluted	\$	0.40	\$	0.66	
Weighted average number of shares outstanding - diluted	12,881,754		12	12,662,440	
Dividends declared per common share	\$	0.16	\$	0.12	

# Balance Sheet Highlights (Dollars in thousands)

		December 31,				
ASSETS		2010		2009		
Cash and cash equivalents	\$	4,572	\$	22,411		
Accounts receivable, net	\$	27,567	\$	25,807		
Total current assets	\$	72,735	\$	87,974		
Total assets	\$	201,393	\$	225,176		
LIABILITIES AND STOCKHOLDERS' EQUITY						
Total current liabilities	\$	38,392	\$	42,135		
Long-term debt	\$	14,579	\$	34,120		
Deferred tax liabilities	\$	12,083	\$	15,217		
Other long-term liabilities	\$	1,415	\$	1,593		
Stockholders' equity	\$	134,924	\$	132,111		
Total liabilities and						
stockholders' equity	\$	201,393	\$	225,176		





Mr. Yvon Pierre Cariou
President and Chief Executive Officer

#### **Dear Stockholders,**

By the end of fiscal 2010, an improving global economy finally began to lift many of the markets served by our flagship Explosive Metalworking business. A surge in cap-

ital spending within these sectors led to a fourth quarter spike in orders for our explosion-clad plates, and as a result, our Explosive Metalworking backlog at year-end had increased to a five-quarter high of \$57 million.

During the early stages of the recession, activity at our Explosive Metalworking segment was mirroring that of many late-cycle sectors, and continued to deliver strong results long after other industries had been caught in the downdraft of a sinking global economy. Of course our core business ultimately was impacted, and this resulted in a marked decrease in order volume that persisted through much of 2010. Fortunately, the diversified nature of our revenue stream helped mitigate what could have been a much steeper decline in DMC's consolidated financial results. As I will discuss below, our rapidly expanding Oilfield Products business and our resilient AMK Welding segment both delivered strong performances during 2010.

#### **2010 Financial Review**

Sales in 2010 were \$154.7 million, down 6 percent from \$164.9 million in 2009. The decrease was due to a \$35.5 million, or 27 percent, sales decline at our Explosive Metalworking segment. This decrease was largely offset by sales increases of \$23.5 million, or 108 percent, at our Oilfield Products segment; and \$1.8 million, or 20 percent, at our AMK Welding segment.

Consolidated gross margin dipped to 24 percent from 26 percent in 2009. A 30 percent pull-back in Explosive Metalworking gross margins – resulting principally from lower sales, a less favorable product mix and less efficient absorption of fixed costs – was partially offset by gross margin improvements of 50 percent and 23 percent at our Oilfield Products and AMK Welding segments, respectively.

Our consolidated operating income was \$6.8 million versus \$16.2 million in 2009, while net income, which included a gain of \$2.1 million on step acquisitions of two Russian joint ventures, was \$5.3 million, or \$0.40 per diluted share, versus \$8.5 million, or \$0.66 per diluted share, in 2009. We reported adjusted EBITDA\* of \$21.0 million compared with \$29.8 million in the prior year.

One of our most notable financial achievements during fiscal 2010 was the \$23.4 million reduction we made to our long-term debt. This nearly halved the \$47.6 million of long-term debt we carried at the end of fiscal 2009.

#### **Explosive Metalworking Review**

Despite the sluggish order volume during much of 2010, our Explosive Metalworking team made important progress throughout the year both at strengthening our position in existing end markets and at penetrating new market sectors. We captured new opportunities in the upstream oil and gas sector, where our clad plates are now being used in separating equipment such as that shown on the cover of this report. Demand from the downstream energy market, which is our traditional niche within the oil and gas industry, remained relatively weak during 2010. However, given the improving profit margins on processed fossil fuels, we are optimistic that refiners could increase their infrastructure investments sooner rather than later.

Activity in end markets such as aluminum smelting and shipbuilding remained relatively healthy during 2010. And while investment activity in the traditionally significant chemical/petrochemical sector has remained rather tepid, we have seen some encouraging, albeit early, signals that new capital projects may be moving forward.

Fiscal 2010 also brought our first significant order from the transportation industry, where our plates are being used to manufacture transition joints for a line of next-generation rail cars. As I noted in last year's report, we believe the evolving international rail industry could represent a meaningful, long-term market opportunity for DMC. We also have continued our R&D work in the defense and protection sector, where our clad plates may ultimately be used in ballistic resistant armoring.

#### **Oilfield Products**

As I noted earlier, full-year sales at our Oilfield Products segment increased by 108 percent, or \$23.5 million, versus 2009. Acquisitions during 2010 contributed \$15.4 million to our top-line performance, which means sales from legacy operations increased by \$8.1 million, or a very respectable 37 percent, versus 2009. The rebound in crude prices combined with a sharp increase in global exploration and production drilling has fueled strong demand for our perforating gun systems and related equipment.

## LETTER TO STOCKHOLDERS

The acquisitions I mentioned earlier consisted of our April 2010 purchase of the outstanding minority-owned interest in two Russian joint ventures, and the June 2010 acquisition of Texasbased Austin Explosives. These acquisitions, when combined with our 2009 purchase of Alberta-based LRI Oil Tools, have expanded the reach of our Oilfield Products business within some of the world's most active and strategically important energy markets. We are exploring a range of additional organic and external growth opportunities for this segment, which is proving a highly complementary business to our explosion-welding operations.

#### **AMK Welding**

Our AMK Welding segment was only minimally disrupted by the economic crisis, and that impact was primarily felt in fiscal 2009. Thanks to its unique service offering and strong relationships with a core group of customers, AMK delivered solid top and bottom-line growth during 2010. I believe the AMK team has established a focused strategy for expanding its service offering and broadening its customer base.

#### **Conclusion**

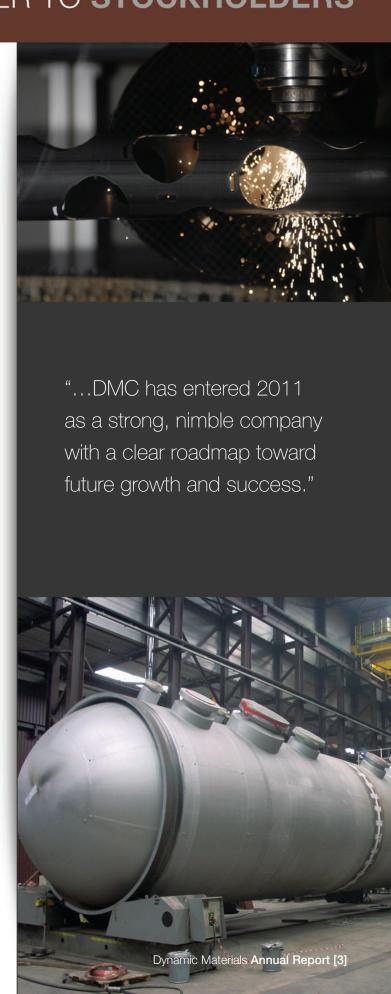
Opportunities abound for our three operating segments, and we have established a 2011 capital expenditure budget of approximately \$10 million to ensure each business is adequately equipped to address its respective growth prospects. In addition, we have worked hard to preserve and enhance the deep pool of specialized talent we have assembled around the world to execute our operational objectives. We also are in the advanced stages of implementing a new Enterprise Resource Planning system, which will help improve the productivity, consistency and controls of our global explosion-welding infrastructure. While the challenges of a sluggish economy have not fully abated, we feel DMC has entered 2011 as a strong, nimble company with a clear roadmap toward future growth and success.

I would like to thank our employees for their perseverance and hard work during the past year, and our Board of Directors for their valuable strategic guidance. I also would like to thank you, our stockholders, for your continued support of the Company.

Sincerely,

#### Yvon Cariou

\* Adjusted EBITDA is a non-GAAP (generally accepted accounting principle) financial measure used by DMC management to measure operating performance. See additional information about adjusted EBITDA, including a reconciliation of adjusted EBITDA to GAAP measures, beginning on page 32 of the enclosed Form 10-K.



### **MANAGEMENT & DIRECTORS**



Dynamic Materials Board of Directors, from left to right: Gerard Munera, James Ferris, Richard P. Graff, Dean K. Allen, Yvon Pierre Cariou, Robert A. Cohen, Bernard Hueber, Rolf Rospek

#### **DIRECTORS**

#### Mr. Dean K. Allen

Chairman of the Board, Dynamic Materials Corporation; Retired President, Parsons Europe, Middle East and South Africa

#### Mr. Yvon Pierre Cariou

President and Chief Executive Officer, Dynamic Materials Corporation

#### Mr. Robert A. Cohen

Managing Partner, Joranel LLC; former President and CEO, Korea First Bank

#### Dr. James Ferris

Former Director and President/Group Chief Executive Officer, CH2M Hill Companies Ltd.; former President and Chief Executive Officer, Ebasco Environmental

#### Mr. Richard P. Graff

Retired Partner, PricewaterhouseCoopers

#### Mr. Bernard Hueber

Former Secretary General, Federation of European Explosives Manufacturers; former Chairman and CEO, Nobel Explosifs France

#### Mr. Gerard Munera

General Manager, Synergex

#### Mr. Rolf Rospek

Chief Executive Officer, DYNAenergetics

#### **EXECUTIVE MANAGEMENT**

Mr. Yvon Pierre Cariou

President and Chief Executive Officer

#### Mr. Richard A. Santa

Sr. Vice President and Chief Financial Officer

#### Mr. John G. Banker

Sr. Vice President, Customers and Technology

#### Mr. Rolf Rospek

Chief Executive Officer, DYNAenergetics

### CORPORATE DATA

#### **Independent Auditors**

Ernst & Young, LLP Denver, Colorado

#### Legal Counsel

Holme Roberts & Owen LLP Denver, Colorado

#### Transfer Agent

Computershare Investor Services 350 Indiana Street Golden, Colorado 80401 Phone: 303.262.0600

#### Investor Relations Counsel

Pfeiffer High Investor Relations, Inc. 3235 East Second Avenue Denver, Colorado 80206 Phone: 303.393.7044

#### **Annual Meeting**

The Annual Meeting of Stockholders will be held in Boulder, Colorado on May 26, 2011, at 8:30am at the St. Julien Hotel.

#### Form 10-K

Included herein

#### Headquarters

& Clad Metal Sales Dvnamic Materials Corporation 5405 Spine Road Boulder, Colorado USA 80301 Phone: 303.665.5700

Fax: 303.665.1897 www.dynamicmaterials.com

#### Offices

#### **Dynamic Materials Corporation**

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#### Nobelclad Europe

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#### Dynaplat

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Phone: 49 2736 50978 0

Kaiserstr. 3 D-53840 Troisdorf Germany

Phone: 49 5102 6757 0

#### DYNAenergetics US Inc.

P.O. Box 341090 3317 N Highway 620 Austin, Texas 78734

#### DYNAenergetics Canada

5911 56 Ave. Edmonton, Alberta Canada T6B 3E2 Phone: 780.490.0939

#### Perfoline

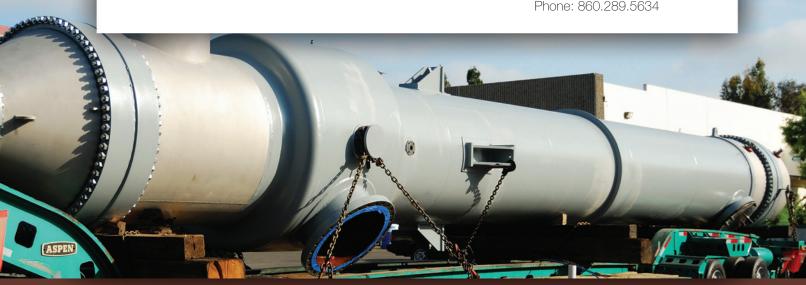
Yamskaya str. 105 Tyumen 625017 Russia Phone: 7 3452 434058

#### DYNAenergetics Rus

Russia 115230 Moscow DYNAenergetics Oilfield Products Varshavskoye Chaussee, d.36, str.8, 2-nd floor Phone: 7 495 9330047

#### **AMK Welding**

283 Sullivan Avenue South Windsor, CT 06074 Phone: 860.289.5634



### Headquarters & Clad Metal Sales Dynamic Materials Corporation

5405 Spine Road • Boulder, CO USA 80301 PH: 303.665.5700 • FAX: 303.665.1897

