

# HUSKY INJECTION MOLDING SYSTEMS LTD. ISSUES FISCAL 2003 FOURTH QUARTER AND FULL YEAR RESULTS

Toronto, Ontario, September 25, 2003

**Toronto, Ontario, September 25, 2003** – Husky Injection Molding Systems Ltd. (TSX: HKY) today announced its results for the fourth quarter and fiscal year ended July 31, 2003. **All figures in this press release are in US dollars unless otherwise stated.** 

Robert Schad, Husky's President and Chief Executive Officer commented, "Fiscal 2003 did not bring any noticeable improvement in the overall economic conditions of our industry, as global injection molding equipment sales remained about 30% below 2000 levels. Despite this situation, we grew sales and returned to profitability.

For fiscal 2003, our orders increased 3%, building on the 10% growth achieved during 2002. Sales for the year grew 40% to \$816 million, reflecting both higher opening backlog levels and improved order performance during the first half of the year. The increase in revenues, combined with favourable product mix and cost reductions, resulted in significant margin improvement. As a result, net income of \$47 million represented an increase of over \$60 million compared to 2002.

Free cash flow for the year was \$68 million. This follows two fiscal years during which the Company generated \$55 million of positive free cash flow despite incurring losses. As a result, Husky ended fiscal 2003 with a record cash and investment balance of \$123 million, and net debt of \$46 million, which is down 57% from the beginning of the fiscal year. Despite persistent economic uncertainty over the last several years, the Company's operating results and balance sheet have improved and confirm the progress we are making.

This progress stems largely from our persistence during some very difficult years. Rather than cutting back indiscriminately, we methodically continued to invest in product development, capital equipment and operational improvements. And we sought opportunity in adversity by helping customers to streamline and further automate their operations.

Fiscal 2003 had a number of highlights that underscored our efforts to transform the Company:

- At this year's National Plastics Exposition we presented ourselves as a very different company compared
  to the image we had previously. This included a powerful demonstration of our innovation. We displayed
  the industry's highest output systems for thinwall packaging, closures and PET preforms. All of these
  systems are based on our newly-developed Index and Hylectric machine platforms and incorporate our
  latest hot runner technology. Clearly, innovation is the lifeblood of our company, providing a strong base for
  expansion into new market segments.
- We made further investments in our Service and Sales network, particularly in Asia where we see exciting
  growth opportunities. A Technical Center in Shanghai, currently under construction, will serve as our new
  Asian headquarters and base for local manufacturing. Our worldwide Service and Sales organization is
  more important than ever as customers seek to globalize.
- During the past five years, we have made significant operational improvements in productivity and cost competitiveness. Two elements remain critical: Investment in highly specialized manufacturing equipment is a key strategy to increase capacity, accommodate sudden spikes in demand and reduce component cost. Also, standardization and rigorous process management, using Six Sigma and lean manufacturing methods, allow us to work smarter and drive ongoing productivity and cost improvements.

We remain convinced that actively confronting the reality of our changing industry is the only way to succeed – simply waiting for things to get better will lead us nowhere. Our focus for fiscal 2004 will be to further prepare the Company for growth, concentrating on people development, customer relationships and further cost reductions.

Our foundation is solid. Even under present economic conditions, we are in a position to grow sales and prepare for a more aggressive strategy to increase market share."

#### **Management's Discussion and Analysis**

#### Summary of fiscal 2003 fourth quarter and full year results in US dollars

Millions (except EPS)	Three Months Ended July 31, 2003	Three Months Ended July 31, 2002	Year Ended July 31, 2003	Year Ended July 31, 2002	
Orders	157.8	205.0	714.0	692.4	
Sales	249.6	175.4	815.7	580.9	
Net Income (Loss)	14.0	5.4	47.3	(14.2)	
Earnings/(Loss) Per Share	0.12	0.05	0.41	(0.12)	

#### Sales

Sales for the year ended July 31, 2003 were \$815.7 million, up 40% from \$580.9 million last year. This was primarily due to a higher opening backlog and strong order intake in the first half of the year. Sales grew in all territories in spite of generally weak industry conditions.

In North America, sales increased 35%. Approximately two-thirds of this growth was attributable to strong PET demand which began in the second half of fiscal 2002, particularly in bottled water and carbonated soft drink applications. The balance of the increase was due to higher shipments in packaging, technical and general markets, which were in part the result of a large order from a single North American customer received in the fourth quarter of fiscal 2002, most of which shipped during fiscal 2003.

Sales in Europe grew 43%, with shipments increasing in most regions. Approximately 45% of the increase resulted from the translation impact arising from conversion of stronger Euro-denominated sales into US dollars. Excluding foreign exchange, most of the growth was in PET, particularly in Eastern Europe, with repeat business from customers focusing on water and beer applications.

In Latin America, sales increased 13% as a result of a stronger opening backlog of PET and packaging orders. Higher shipments in Mexico were offset by weaker sales in other regions.

In Asia Pacific, sales increased 74%, with growth in all regions due largely to strength in PET in China and Southeast Asia, combined with a stronger opening PET backlog in Japan. Approximately one quarter of the increase was attributable to significant growth in non-PET shipments. This was due in part to improved hot runner shipments in a wide variety of applications.

#### **Gross Profit**

Gross profit for the year increased to \$217.8 million (26.7% of sales) from \$116.9 million (20.1% of sales) last year. Approximately 90% of this improvement was attributable to higher sales volume. Operational efficiencies were achieved at these higher sales levels and plant capacity was more effectively utilized. Gross profit also improved as a result of favourable product mix and cost reductions. These factors were partly offset by higher compensation arising from incentives tied to profitability, and competitive pricing pressures.

#### Other Income and Expenses

Selling and administration expenses for the year were \$143.3 million compared to \$118.2 million last year. The increase reflected higher salary, compensation incentives in line with profitability, and other variable costs associated with marketing and sales activities. Other increases included unfavourable foreign exchange on Eurobased expenses and higher depreciation expense and other technical center costs. In addition, the Company accrues 5% of pre-tax income for donations.

Interest expense for the year, net of interest income, decreased to \$9.5 million from \$10.8 million last year. The decrease was primarily due to higher interest income earned on cash, cash equivalent balances, and marketable securities. Interest expense for the year included \$9.4 million attributable to fixed rate debt, compared to \$9.3 million last year.

#### Earnings Before Interest, Taxes, Depreciation and Amortization (EBITDA)

EBITDA for the year was \$122.0 million compared to \$37.7 million last year. The increase resulted from higher gross profit levels, partly offset by increased selling and administration expenses. In addition, last year's first quarter results included a special charge of \$7.8 million related to severance and associated benefits across all of the Company's business segments. There were no such charges in the current fiscal year.

#### Net Income/Loss

Net income for the year ended July 31, 2003 totalled \$47.3 million (\$0.41 profit per share), compared to a loss of \$14.2 million (\$0.12 loss per share) last year.

#### **Orders**

Orders for the year ended July 31, 2003 increased 3% to \$714.0 million compared to \$692.4 million last year. PET orders increased in all territories except Latin America, where they declined marginally. Non-PET orders decreased on a comparative basis, primarily due to a large order from a single North American customer booked in the fourth quarter of fiscal 2002. There were no such orders booked during fiscal 2003. Excluding the impact of this large order, technical and general orders increased, partly offset by a decline in packaging activity following a strong year in fiscal 2002. Automotive orders also increased.

In North America, orders decreased marginally compared to last year. Substantial growth in PET was largely offset by the comparative impact of the large order discussed above. This growth in PET was partly attributable to the success of the Company's new high-cavitation systems, which increase productivity significantly, as well as to growing demand in bottled water and carbonated soft drink applications.

In Europe, orders improved due to the translation impact arising from conversion of Euro-denominated orders into US dollars. Excluding the effect of foreign exchange, both PET and non-PET orders approximated last year's levels, with marginal growth in Western Europe offset by declines in other regions.

Latin America orders decreased primarily due to weaker activity in Mexico. While overall PET orders were consistent with the previous year, non-PET declined primarily due to softer packaging demand. In Asia Pacific, orders increased primarily due to strong PET demand in China and Southeast Asia, which more than offset weaker markets in Japan following strong conditions last year. Non-PET demand also increased largely due to growth in a variety of hot runner applications.

Orders for the fourth quarter ended July 31, 2003 decreased 23% to \$157.8 million compared to \$205.0 million last year. North American orders decreased on a comparative basis, primarily due to the large order booked in the fourth quarter of fiscal 2002 referenced above. There were no such orders booked during the fourth quarter of fiscal 2003. European orders decreased in the quarter, as growth in Western Europe was more than offset by a reduction in Eastern European order intake. The reduction in Eastern Europe was largely due to the timing of order bookings. Orders in Latin America were consistent with last year, as strength in PET in South America offset weaker conditions in Mexico. And in Asia Pacific, orders decreased marginally due in part to a temporary slowdown related to SARS.

Total consolidated backlog at July 31, 2003 was \$192.3 million compared to \$292.4 million last year.

#### **Liquidity and Capital Resources**

#### Cash Position

Cash provided by operating activities for the year ended July 31, 2003 was \$115.8 million, up \$56.6 million from last year. This significant improvement in cash flow resulted from increased net income and change in future income taxes, partly offset by a comparative decline in cash generated by lower non-cash working capital levels. From the beginning of the current fiscal year, non-cash working capital decreased principally due to increased accounts payable, partly offset by higher accounts receivable and decreased customer deposits. The increase in accounts payable reflected higher compensation incentives and the translation of Euro and Canadian dollar denominated payables at stronger rates. The change in both accounts receivable and customer deposits was principally due to higher sales in the fourth quarter. In addition, accounts receivable increased as a result of higher levels of extended payment terms provided to customers.

#### Capital Additions

Capital additions for the year ended July 31, 2003 totalled \$47.7 million, compared to \$22.6 million last year. Capital investments related primarily to machinery and other equipment purchases, as well as construction costs for the Company's Shanghai Technical Center. At July 31, 2003, the Company had commitments for future capital expenditures totalling \$17.2 million, most of which is associated with the purchase of machinery and equipment, expansion of the Vermont facility and construction of the Shanghai Technical Center.

#### Financing

Debt at July 31, 2003 totalled \$169.1 million compared to \$157.0 million at July 31, 2002. Taking into account cash, cash equivalent balances and marketable securities on hand at July 31, 2003, net debt was \$46.4 million compared with \$108.9 million at July 31, 2002. Debt as a percentage of capital at July 31, 2003 was 32%, compared with 34% last year. Net debt as a percentage of capital reduced to 11% at July 31, 2003, down from 26% last year.

On August 12, 2003, the Company closed a \$75.0 million committed, unsecured, multi-currency revolving credit facility with a syndicate of three Canadian banks. The facility is available to the Company and its subsidiaries in the United States and Luxembourg, and may be used for general corporate purposes. It matures in July 2005 and is extendable with the agreement of the lenders. This new facility replaced an existing credit facility which was scheduled to mature in November 2003. As at July 31, 2003, there were \$5.0 million in letters of credit issued under the then outstanding facility.

The Company expects to meet its operating cash requirements through fiscal 2004 from cash on hand, cash flow from operations, and its committed borrowing capacity.

#### Segmented Information

#### Sales and Orders

Please refer to the discussion of sales and orders above.

#### Gross Profit

In general there were no substantial changes in comparative gross margins earned by the various Service and Sales territories. The largest change in gross margin occurred in Europe, due largely to internal pricing and foreign exchange movements. Improvements in gross margin of the Company's manufacturing operations are attributable mainly to increased volume. The reader is cautioned that internal changes in pricing between business units and foreign exchange fluctuations may affect comparative Service and Sales and manufacturing profit margins, and that such changes may give rise to segmented results which are not necessarily indicative of external business or market conditions.

#### **Change in Accounting Policies**

Effective August 1, 2002, in accordance with a revision to CICA Handbook Section 1650, the Company no longer defers and amortizes foreign currency translation gains and losses on foreign currency denominated debt. Instead, such gains and losses are recognized immediately in the Consolidated Statements of Operations and Retained Earnings.

The Company adopted the new recommendations retroactively and the comparative figures have been restated. The effect of adopting the new standard as at August 1, 2002 decreased accounts payable and accrued charges by \$25,000 with a corresponding increase to opening retained earnings. The Company's net income for the three month period ended July 31, 2002 decreased by \$1,196,000 (\$0.01 per share) and the Company's net loss for the year ended July 31, 2002 increased by \$1,766,000 (\$0.01 per share) with the adoption of this change in accounting policy.

#### 2004 Outlook

While the Company's operating performance improved in fiscal 2003, industry conditions continue to reflect widespread softness in capital spending and economic uncertainty. There are no indications currently that point to a rapid turnaround in global market conditions. Accordingly, the Company expects that uncertain markets are likely to persist into calendar 2004.

Despite economic conditions, the Company's new products provide opportunities to increase market share in a broader range of applications. However, in fiscal 2004, the Company faces a number of specific challenges, including a weaker opening backlog together with the impact of recent currency fluctuations, in particular the strengthening of the Canadian dollar and the Euro against the US dollar. For the first quarter, as a result of the lower opening backlog and a slower start to orders, the Company expects that shipments will decrease compared to last year and that it will record a loss of \$0.07 to \$0.10 per share. Despite the slower start to the year, the Company remains cautiously optimistic about order prospects going forward.

Consistent with prior years, the Company expects that a significant portion of sales and net income will be generated in the last six months of the fiscal year.

This press release contains certain forward-looking statements that reflect the Company's current view of future events, business outlook and anticipated financial performance. This information and such statements are subject to important risks, uncertainties and assumptions that are difficult to predict. The results or events predicted in these statements may differ materially from actual results or events. Some of the factors that could cause results or events to differ from current expectations include, but are not limited to, the factors described on pages 5 and 6 under the "Risks and Uncertainties" section in the Company's Annual Report 2002 – Financial Supplement for the year ended July 31, 2002.

Husky Injection Molding Systems Ltd. (www.husky.ca) is a global supplier of injection molding equipment and services to the plastic industry. Customers use Husky's equipment to manufacture a wide range of products in the packaging, technical and automotive industries. The Company has more than 40 service and sales offices, supporting customers in over 100 countries. Husky's manufacturing campuses are located in Canada, the United States, and Luxembourg. The Company's common shares are listed on the Toronto Stock Exchange (HKY) and are included in the S&P/TSX Composite Index.

### HUSKY INJECTION MOLDING SYSTEMS LTD. CONSOLIDATED STATEMENTS OF OPERATIONS AND RETAINED EARNINGS

(IN THOUSANDS OF US DOLLARS, EXCEPT SHARE DATA)

	,	dited) hths Ended	(audited) Year Ended			
	July 31, 2003	July 31, 2002	July 31, 2003	July 31, 2002		
Sales	249,554	175,418	815,652	580,94		
Cost of sales	187,900	133,658	597,832	464,03		
Gross profit	61,654	41,760	217,820	116,91		
Other expenses						
Sales and administration	40,061	30,864	143,296	118,24		
Special charge	-	-	-	7,77		
Interest - current, net	(262)	(73)	(1,088)	(4)		
- long-term	2,657	2,599	10,577	10,87		
Total expenses	42,456	33,390	152,785	136,84		
Earnings (loss) before income taxes	19,198	8,370	65,035	(19,93		
Provision for (recovery of) income taxes						
Current	6,500	4,723	8,868	1,97		
Future	(1,317)	(1,719)	8,905	(7,68		
	5,183	3,004	17,773	(5,70		
Net earnings (loss) for the period	14,015	5,366	47,262	(14,22		
Retained earnings, beginning of period	209,806	171,193	176,559	190,78		
Retained earnings, end of period	223,821	176,559	223,821	176,55		
Basic and diluted earnings (loss) per share	0.12	0.05	0.41	(0.1		
Weighted average number of						
common shares outstanding	116,790,898	116,503,349	116,681,916	116,445,24		

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# HUSKY INJECTION MOLDING SYSTEMS LTD. CONSOLIDATED BALANCE SHEETS

(IN THOUSANDS OF US DOLLARS)

	July 31, 2003 (audited)	July 31, 2002 (audited)
	(waterou)	(ddditod)
ASSETS		
Current		
Cash and cash equivalents	72,730	48,176
Marketable securities	49,966	-
Accounts receivable	108,518	86,681
Income taxes receivable	466	4,356
Inventories	138,431	135,595
Prepaid expenses and other assets	7,037	8,434
Future income tax assets	16,492	19,096
Total current assets	393,640	302,338
Cross currency swap receivable	32,028	28,481
Capital assets, net	371,459	372,348
Total assets	797,127	703,167
Current	400 740	440.700
Accounts payable and accrued charges	192,719	140,733
Customers' deposits	33,731	60,062
Current portion of long-term debt	3,195	2,337
Total current liabilities	229,645	203,132
Cross currency swap payable	29,032	29,032
Long-term debt	165,856	154,706
Employee future benefits	10,008	7,560
Future income tax liabilities	5,771	207
Total liabilities	440,312	394,637
Charabaldoral acción.		
Shareholders' equity	422.004	121.071
Share capital	132,994	131,971
Retained earnings	223,821	176,559
Total shareholders' equity	356,815	308,530
Total liabilities and shareholders' equity	797,127	703,167

## HUSKY INJECTION MOLDING SYSTEMS LTD. CONSOLIDATED STATEMENTS OF CASH FLOWS

(IN THOUSANDS OF US DOLLARS)

		dited)	(audited) Year Ended			
		iths Ended				
	July 31, 2003	July 31, 2002	July 31, 2003	July 31, 2002		
OPERATING ACTIVITIES						
Net earnings (loss) for the period	14,015	5,366	47,262	(14,227)		
Add (deduct) items not affecting cash						
Depreciation	11,757	11,976	46,901	46,193		
Amortization	127	224	548	592		
Loss on disposal of capital assets	1,185	750	1,219	1,322		
Increase in employee future benefits	1,199	(8)	2,448	354		
Future income taxes	(1,961)	(2,302)	8,168	(9,833)		
	26,322	16,006	106,546	24,401		
Net decrease in non-cash working capital	•		,			
balances related to operations	3,889	28,421	9,295	34,795		
Cash provided by operating activities	30,211	44,427	115,841	59,196		
INVESTING ACTIVITIES	//	(0.400)		(00 =0 1)		
Additions to capital assets	(15,630)	(8,126)	(47,651)	(22,591)		
Net increase (decrease) in accounts payable and						
accrued charges related to capital asset additions	1,749	1,662	(1,284)	(1,428)		
Cash used for capital asset additions	(13,881)	(6,464)	(48,935)	(24,019)		
Proceeds from sale of capital assets	390	12	814	132		
Cash used in investing activities	(13,491)	(6,452)	(48,121)	(23,887)		
FINANCING ACTIVITIES						
Additional long-term debt	_	2,323	8,672	12,323		
Repayment of long-term debt	(804)	(544)	(2,895)	(22,016)		
Purchase of marketable securities	(49,966)	(011)	(49,966)	(22,010)		
Issue of common shares	58	143	1,023	464		
Cash provided by (used in) financing activities	(50,712)	1,922	(43,166)	(9,229)		
Net increase (decrease) in cash and cash						
equivalents during the period	(33,992)	39,897	24,554	26,080		
Cash and cash equivalents, beginning of period	106,722	8,279	48,176	22,096		
Cash and cash equivalents, end of period	72,730	48,176	72,730	48,176		
Supplementary cash flow information						
Cash income taxes paid (received), net	424	(2,148)	1,835	3,060		
Cash interest paid (received), net	(155)	102	8,934	11,116		
odon interest paid (received), net	(133)	102	0,334	11,110		

### HUSKY INJECTION MOLDING SYSTEMS LTD. SEGMENTED INFORMATION

(IN THOUSANDS OF US DOLLARS)

Three	Months	Ended	July 31	2003	(unaudited)
111166	IVIUITIII	ciiueu	JUIV JI.	ZUUJ	turiauuiteu <i>i</i>

Sc	Service and Sales territories							
North	Latin		Asia	Manufacturing	Eliminations	Total		
America	America	Europe	Pacific	operations	& other (i)			
100,869	28,170	71,063	49,452	-	-	249,554		
-	-	-	-	187,731	(187,731)	-		
100,869	28,170	71,063	49,452	187,731	(187,731)	249,554		
15,927	4,448	7,200	7,404	19,359	7,316	61,654		
890	240	699	221	8,477	1,357	11,884		
217	121	593	3,070	10,626	1,003	15,630		
106,932	28,329	107,737	49,101	325,211	179,817	797,127		
	North America 100,869 - 100,869 15,927 890 217	North Latin America America  100,869 28,170 100,869 28,170 15,927 4,448 890 240 217 121	North Latin America America Europe  100,869 28,170 71,063	Service and Sales territories   Asia	Service and Sales territories           North America         Latin America         Asia Pacific         Manufacturing operations           100,869         28,170         71,063         49,452         -           -         -         -         187,731           100,869         28,170         71,063         49,452         187,731           15,927         4,448         7,200         7,404         19,359           890         240         699         221         8,477           217         121         593         3,070         10,626	Service and Sales territories           North America         Latin America         Asia Europe         Manufacturing operations         Eliminations & other (i)           100,869         28,170         71,063         49,452         -         -           -         -         -         187,731         (187,731)           100,869         28,170         71,063         49,452         187,731         (187,731)           15,927         4,448         7,200         7,404         19,359         7,316           890         240         699         221         8,477         1,357           217         121         593         3,070         10,626         1,003		

	Three Months Ended July 31, 2002 (unaudited)							
		Service and Sales	s territories					
	North	Latin		Asia Pacific	Manufacturing	Eliminations		
	America	America	Europe		operations	& other (i)	Total	
External sales	73,394	18,978	54,408	28,638	-	-	175,418	
Intersegment sales	-	-	-	-	136,409	(136,409)	-	
Total sales	73,394	18,978	54,408	28,638	136,409	(136,409)	175,418	
Gross profit	13,575	3,668	6,649	5,677	9,356	2,835	41,760	
Depreciation and amortization	1,385	238	528	125	8,589	1,335	12,200	
Capital asset additions	75	159	257	106	6,630	899	8,126	
Total assets	93,924	36,166	102,126	29,773	333,922	107,256	703,167	

	Year Ended July 31, 2003 (audited)							
	S	ervice and Sale	s territories					
	North	Latin		Asia	Manufacturing	Eliminations		
	America	n America Europe	Pacific	operations	& other (i)	Total		
External sales	339,021	83,375	238,146	155,110	-	-	815,652	
Intersegment sales	-	-	-	-	671,222	(671,222)	-	
Total sales	339,021	83,375	238,146	155,110	671,222	(671,222)	815,652	
Gross profit	57,744	12,107	25,071	26,682	90,739	5,477	217,820	
Depreciation and amortization	4,769	1,052	2,586	716	33,177	5,149	47,449	
Capital asset additions	563	365	1,795	8,506	26,008	10,414	47,651	
Total assets	106,932	28,329	107,737	49,101	325,211	179,817	797,127	

	Year Ended July 31, 2002 (audited)								
		Service and Sale	s territories	,			<b>-</b>		
	North		F	Asia	Manufacturing	Eliminations			
	Аттепса	America America Europe Pacific		Pacific	operations	& other (i)	Total		
External sales	251,742	73,569	166,328	89,307	-	-	580,946		
Intersegment sales	-	-	-	-	459,219	(459,219)	-		
Total sales	251,742	73,569	166,328	89,307	459,219	(459,219)	580,946		
Gross profit	44,684	11,343	22,319	16,331	23,539	(1,303)	116,913		
Depreciation and amortization	5,406	747	2,074	578	33,017	4,963	46,785		
Capital asset additions	1,097	1,766	461	396	17,372	1,499	22,591		
Total assets	93,924	36,166	102,126	29,773	333,922	107,256	703,167		

<sup>(</sup>i) Eliminations and other includes Corporate activities and assets not attributable to the operating segments.

External sales to customers in Canada and the United States for the three months ended July 31, 2003 were \$6,417 (2002 - \$4,001) and \$94,452 (2002 - \$69,393), respectively. External sales to customers in Canada and the United States for the year ended July 31, 2003 were \$22,347 (2002 - \$20,200) and \$316,674 (2002 - \$231,542), respectively.

Capital assets in Canada, the United States and Luxembourg as at July 31, 2003 were \$138,570 (2002 - \$138,384), \$105,197 (2002 - \$108,852) and \$100,781 (2002 - \$105,689), respectively.

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