



PRESS RELEASE

First quarter 2021 results

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Sales: €445m (+7.8% vs Q1 2020)

EBITDA: €35m (7.8% of sales)

Net income (Group share): €16m

Solid performance

The Group's business and profitability benefited from both a **positively oriented demand** with sold volumes increased by +6,6 % compared to Q1 2020 and the **increase in raw materials prices**.

Compared to Q1 2020, **sales** increased by +7.8% (to €445 million), and the **gross margin** by 24% (to €116 million representing 26% of sales).

In this context, **EBITDA** amounted to €35 million (7.8% of sales versus 3.9% of sales in Q1 2020) and Net income (Group share) amounted to €16 million.

Having generated €23 million of **operating cash flow** in Q1 2021, the Group strengthened its financial structure, posting a net debt to equity ratio (gearing) of 24% compared to 28% at 2020 year-end.

In Q2 2021, market conditions should be mostly equivalent.

Dividend

The Board of Directors will propose a **dividend** of €0.40 per share to the General Meeting of shareholders on June 25, 2021.



On May 5, 2021 the Board of Directors, chaired by Éric Jacquet, approved the consolidated financial statements for the period ended March 31, 2021.

€m	Q1 2021	Q1 2020
Sales	445	413
Gross margin	116	94
<i>% of sales</i>	26.1%	22.8%
EBITDA¹	35	16
<i>% of sales</i>	7.8%	3.9%
Adjusted operating income¹	28	7
<i>% of sales</i>	6.2%	1.7%
Operating income	27	6
Net income (Group share)	16	0.2

¹ Adjusted for non-recurring items. The activity report includes a definition of non-IFRS financial indicators and explains the methods used to calculate them. The report is available at jacquetmetals.com.

Q1 2021 Results

Sales amounted to €445 million, up +7.8% versus Q1 2020 including the following effects:

- volumes: +6.6%;
- prices: +1.2% (+7.8% compared to Q4 2020).

Gross margin amounted to €116 million and represented 26.1% of sales compared to €94 million (22.8% of sales) in Q1 2020.

After taking into account savings of €2 million, **current operating expenses*** amounted to €80 million compared to €78 million in Q1 2020. This increase is mainly due to the growth in volumes sold and profitability.

** Excluding depreciation of €(9) m*

EBITDA amounted to €35 million and represented 7.8% of sales compared to €16 million in Q1 2020 (3.9% of sales).

Adjusted operating income amounted to €28 million (6.2% of sales).

In this context, **net income (Group share)** amounted to €16 million compared to €0.2 million in Q1 2020.



Financial position

As of March 31, 2021, the Group generated positive **operating cash flow** of €23 million.

Operating working capital amounted to to €360 million (25.8% of sales) compared to €332 million at 2020 year-end (24.3% of sales), mainly due to the increase in activity and the implementation of accelerated supplier payments against discount in Germany (skonto).

Capital expenditure amounted to €5 million, taking into account notably the construction of a site in Italy for the JACQUET division.

Group **net debt** stood at €96 million compared to €106 million at 2020 year-end. The net debt to equity ratio (gearing) amounted to 24% (28% at 2020 year-end).

As of March 31, 2021, cash amounted to €327 million while lines of credit totaled €732 million (of which €309 million is unused).

Q1 2021 earnings by division excluding IFRS 16 impacts

€m	JACQUET Stainless steel quarto plates	STAPPERT Stainless steel long products	IMS group Engineering steels
	Q1 2021	Q1 2021	Q1 2021
Sales	95	144	210
Change vs. 2020	+8.9%	+9.7%	+6.2%
Price effect	-2.5%	+3.1%	+1.6%
Volume effect	+11.4%	+6.7%	+4.6%
EBITDA¹²	11	9	10
% of sales	11.3%	6.1%	5.0%
Adjusted operating income²	9	8	11
% of sales	9.1%	5.7%	5.1%

¹ Non-division operations and the application of IFRS 16 - Leases contributed €0.2 million and €4 million to EBITDA respectively.

² Adjusted for non-recurring items. The activity report includes a definition of non-IFRS financial indicators and explains the methods used to calculate them. The report is available at jacquetmetals.com.

JACQUET

The division specializes in the distribution of **stainless steel quarto plates**. It generates **69% of its business in Europe and 25% in North America**.

Sales amounted to €95 million, up +8.9% from €87 million in Q1 2020:

- volumes: +11.4%;
- prices: -2.5% (+6.5% compared to Q4 2020).

Gross margin amounted to €32 million, representing 33.9% of sales, compared to €26 million in Q1 2020 (29.9% of sales).

EBITDA amounted to €11 million, representing 11.3% of sales, compared to €5 million in Q1 2020 (5.6% of sales).



STAPPERT

The division specializes in the distribution of **stainless steel long products** mainly in Europe. It generates **42% of its sales in Germany, the largest European market.**

Sales amounted to €144 million, up +9.7% from €132 million in Q1 2020:

- volumes: +6.7%;
- prices: +3.1% (+12% compared to Q4 2020).

Gross margin amounted to €30 million, representing 20.9% of sales, compared to €25 million in Q1 2020 (19.2% of sales).

EBITDA amounted to €9 million, representing 6.1% of sales, compared to €6 million in Q1 2020 (4.2% of sales).

IMS group

The division specializes in the distribution of **engineering steels**, mostly in the form of long products. It generates **46% of its sales in Germany, the largest European market.**

Sales amounted to €210 million, up +6.2% from €198 million in Q1 2020:

- volumes: +4.6%;
- prices: +1.6% (+5.9% compared to Q4 2020).

Gross margin amounted to €54 million, representing 25.8% of sales, compared to €43 million in Q1 2020 (21.6% of sales).

EBITDA amounted to €10 million, representing 5.0% of sales, compared to €1 million in Q1 2020 (0.4% of sales).



Key financial informations

Income statement

€m	Q1 2021	Q1 2020
Sales	445	413
Gross margin	116	94
<i>% of sales</i>	26.1%	22.8%
EBITDA¹	35	16
<i>% of sales</i>	7.8%	3.9%
Adjusted operating income¹	28	7
<i>% of sales</i>	6.2%	1.7%
Operating income	27	6
Net financial expense	(4)	(4)
Corporate income tax	(5)	(2)
Minority interests	(1)	(1)
Net income (Group share)	16	0.2

¹ Adjusted for non-recurring items. The activity report includes a definition of non-IFRS financial indicators and explains the methods used to calculate them. The report is available at jacquetmetals.com.

Cash flow

€m	Q1 2021	Q1 2020
Operating cash flow before change in working capital	32	10
Change in working capital	(9)	59
Cash flow from operating activities	23	69
Capital expenditure	(5)	(14)
Asset disposals	0	0
Dividends paid to shareholders of JACQUET METALS SA	-	-
Interest paid	(3)	(3)
Other movements	(5)	(10)
Change in net debt	10	43
Net debt brought forward	106	175
Net debt carried forward	96	132

Balance sheet

€m	31.03.21	31.12.20
Goodwill	66	66
Net non-current assets	155	154
Right-of-use assets	67	70
Net inventory	372	368
Net trade receivables	210	135
Other assets	92	91
Cash & cash equivalents	327	333
Total assets	1,289	1,217
Shareholders' equity	394	373
Provisions (including provisions for employee benefit obligations)	95	96
Trade payables	221	171
Borrowings	423	439
Other liabilities	85	64
Lease liabilities	71	73
Total equity and liabilities	1,289	1,217



Q1 2021 Activity report: jacquetmetals.com
H1 2021 results: September 8, 2021 6.00 pm

JACQUET METALS is a European leader in the distribution of specialty steels.
The Group develops and operates a portfolio of three brands:

JACQUET stainless steel quarto plates - **STAPPERT** stainless steel long products - **IMS group** engineering steels

With a headcount of 2,857 employees, JACQUET METALS has a network of 106 distribution centers in 25 countries in Europe, Asia and North America.

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