

JACQUETMETALSERVICE

A leader in the distribution of special steels

2016 Half year financial results

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A leader in the distribution of special steels

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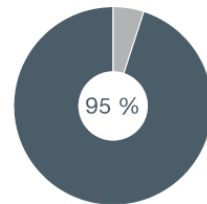
2016 half-year financial results

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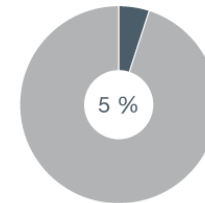
Positioning

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Worldwide steel production:
1.7 billion tons



**Commodities
steel markets**



**Specialty steels
markets**



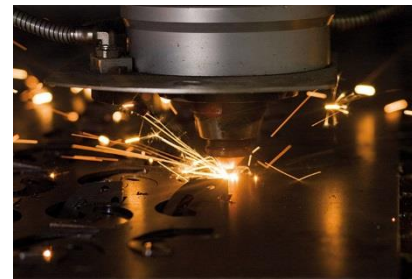
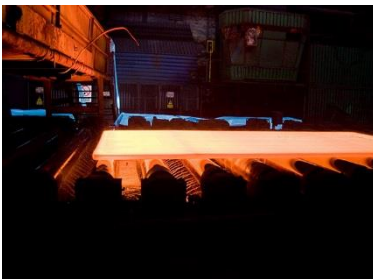
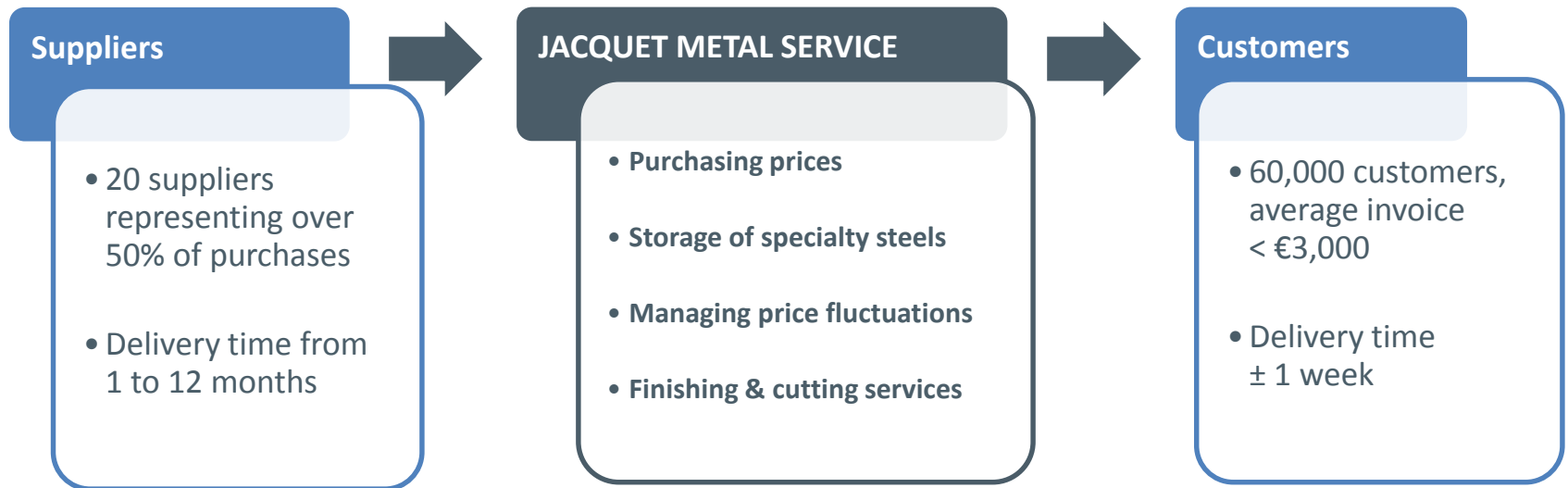
Typology	Large volume / Tonnage strategy	Targeted applications/ Margin strategy
Players	Aperam, Inoxum, Kloeckner,...	Amari Metal, Jacquet Metal Service , ...

Source: Jacquet Metal Service

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Added value

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Overview *

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€ 1,7 bn
sales



3 356
employees

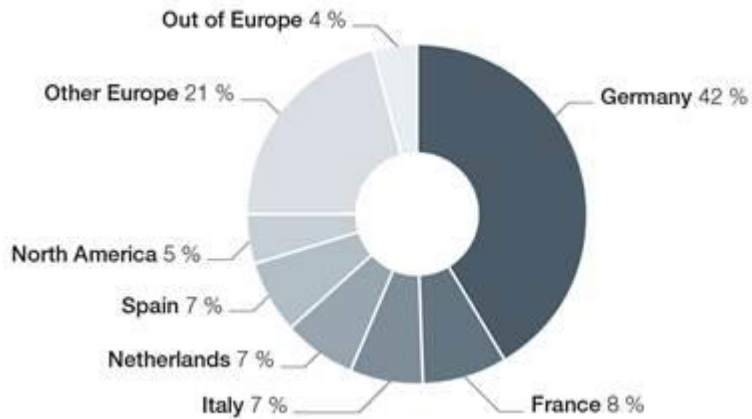


26
countries



109
Distribution centers

Sales



Geographic footprint



* Proforma data after acquisition of Schmolz+Bickenbach specialty steels distribution operations



- Low-price market



- Suitably oriented demand

- Control of working capital & operating expenses



- Continued integration of S+B Distribution

A leader in the distribution of specialty steels

Integration of S+B Distribution (July 22, 2015 acquisition by IMS group)



IMS group and S+B Distribution



Engineering steels

- Geographical synergies
- Consistent product offering
- Purchasing: critical mass

S+B Distribution ongoing reorganization



- Operational site reorganization
- Cost reduction
- Capital expenditure

S+B Distribution

H1 sales: €267m

Distribution centers: 17

Countries: 4



IMS group with S+B Dist.

H1 sales: €453m

Distribution centers: 47

Countries: 10



1

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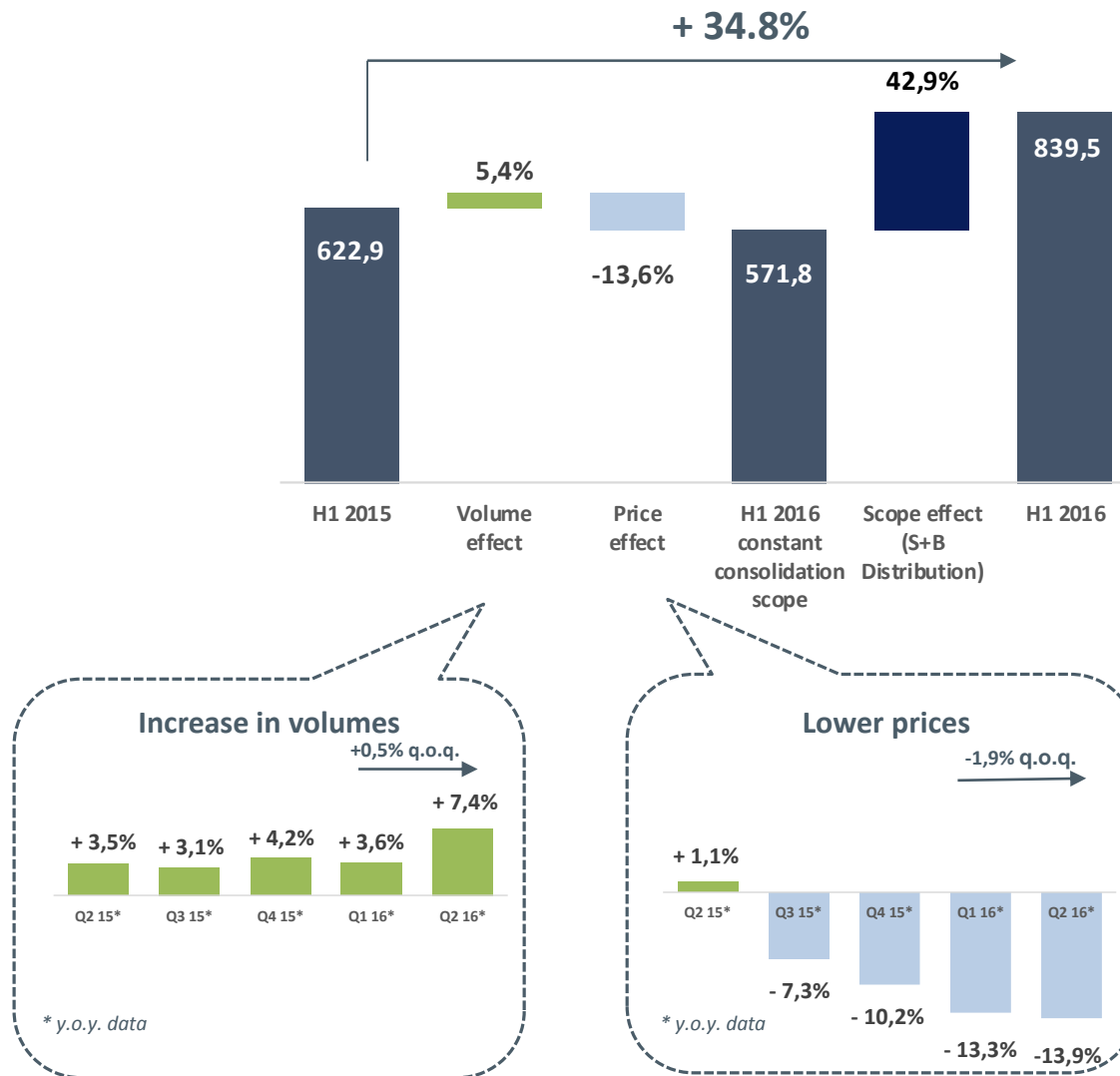
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2016 half-year financial results

2016 half-year financial results

Sales H1 2016

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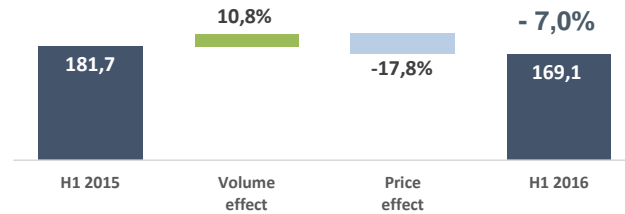


2016 half-year financial results

Activity per division

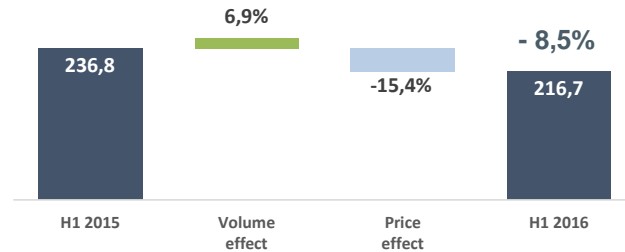
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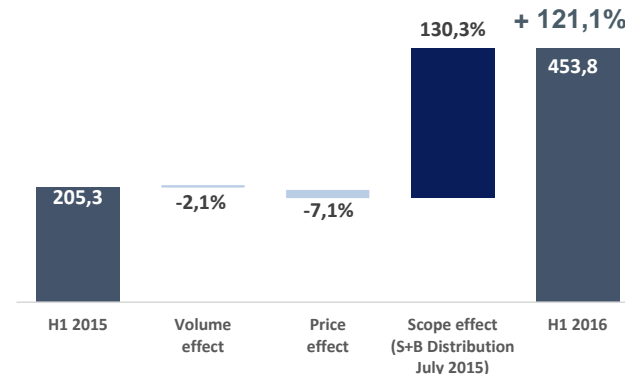
- Volumes : +10.8% (+11.6% in Q1; +10.0% in Q2)
- Prices : -17.8% (-18.1% in Q1; -17.3% in Q2)

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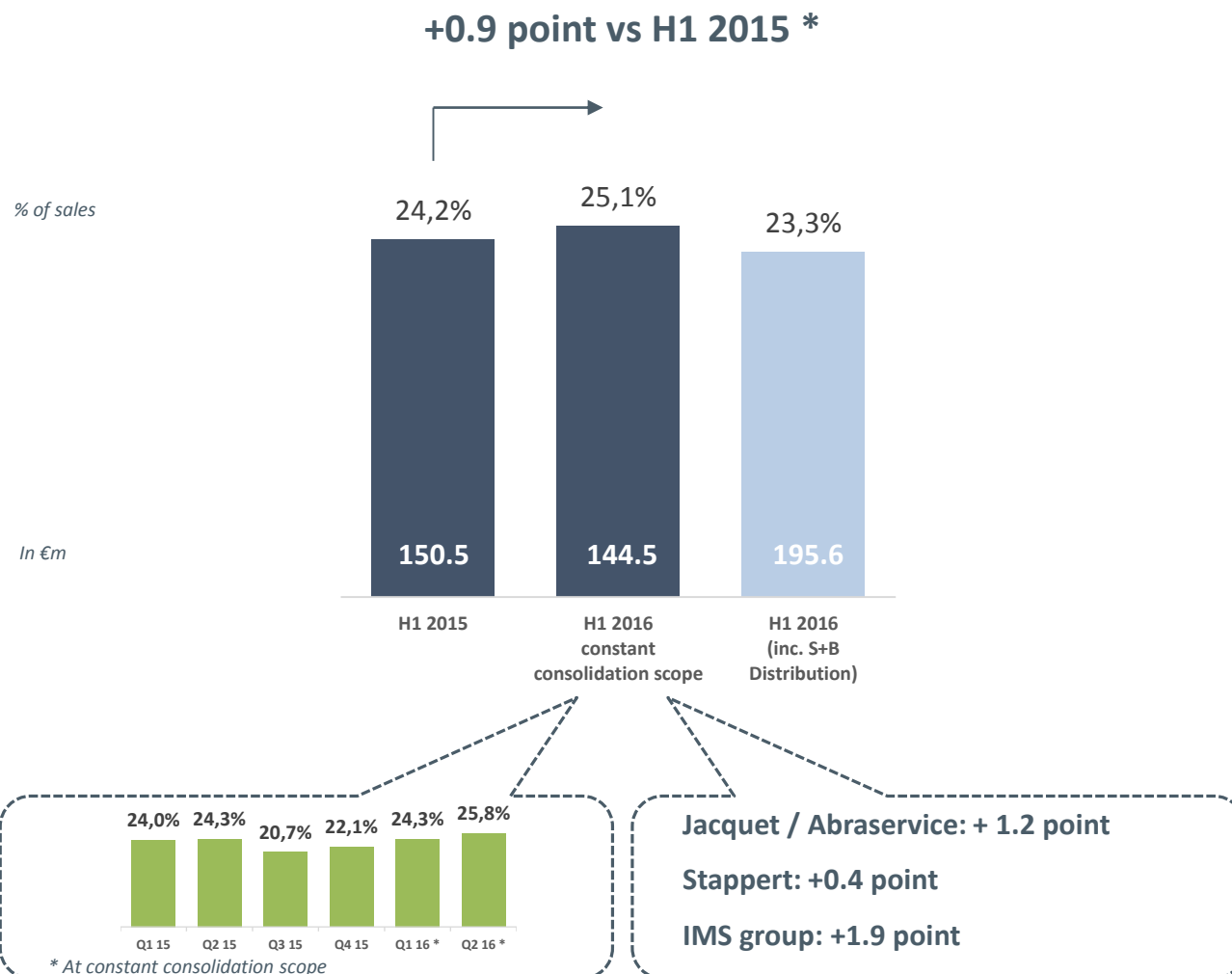


- Volumes : +6.9% (+4.4% in Q1; +9.6% in Q2)
- Prices : -15.4% (-13.9% in Q1; -17.0% in Q2)

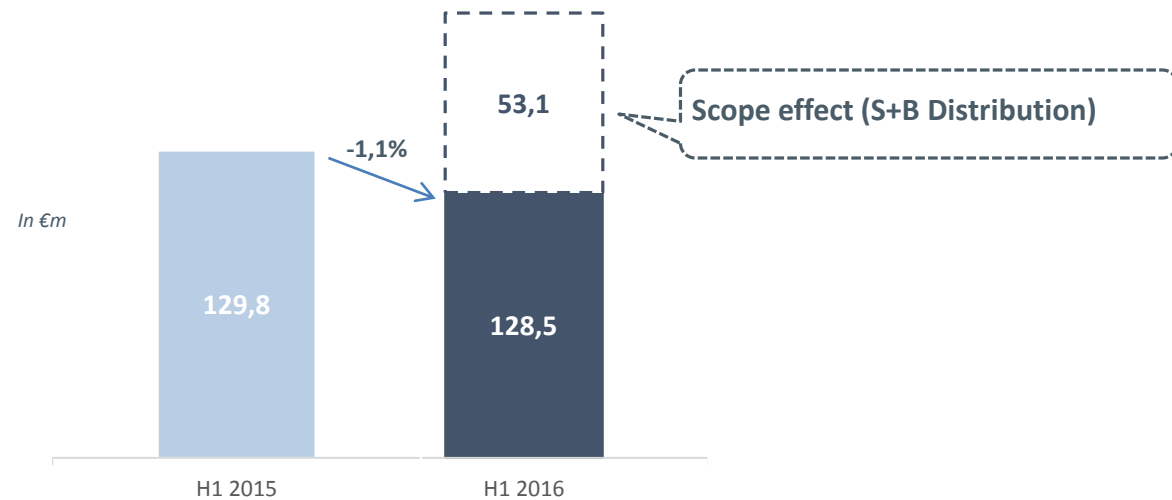
ims



- Volumes : -2.1% (-4.2% in Q1; +0.4% in Q2)
- Prices : -7.1% (-7.8% in Q1; -6.7% in Q2)
- Scope: +130.3% (+130.5% in Q1; +130.0% in Q2)



-1.1% vs H1 2015 *

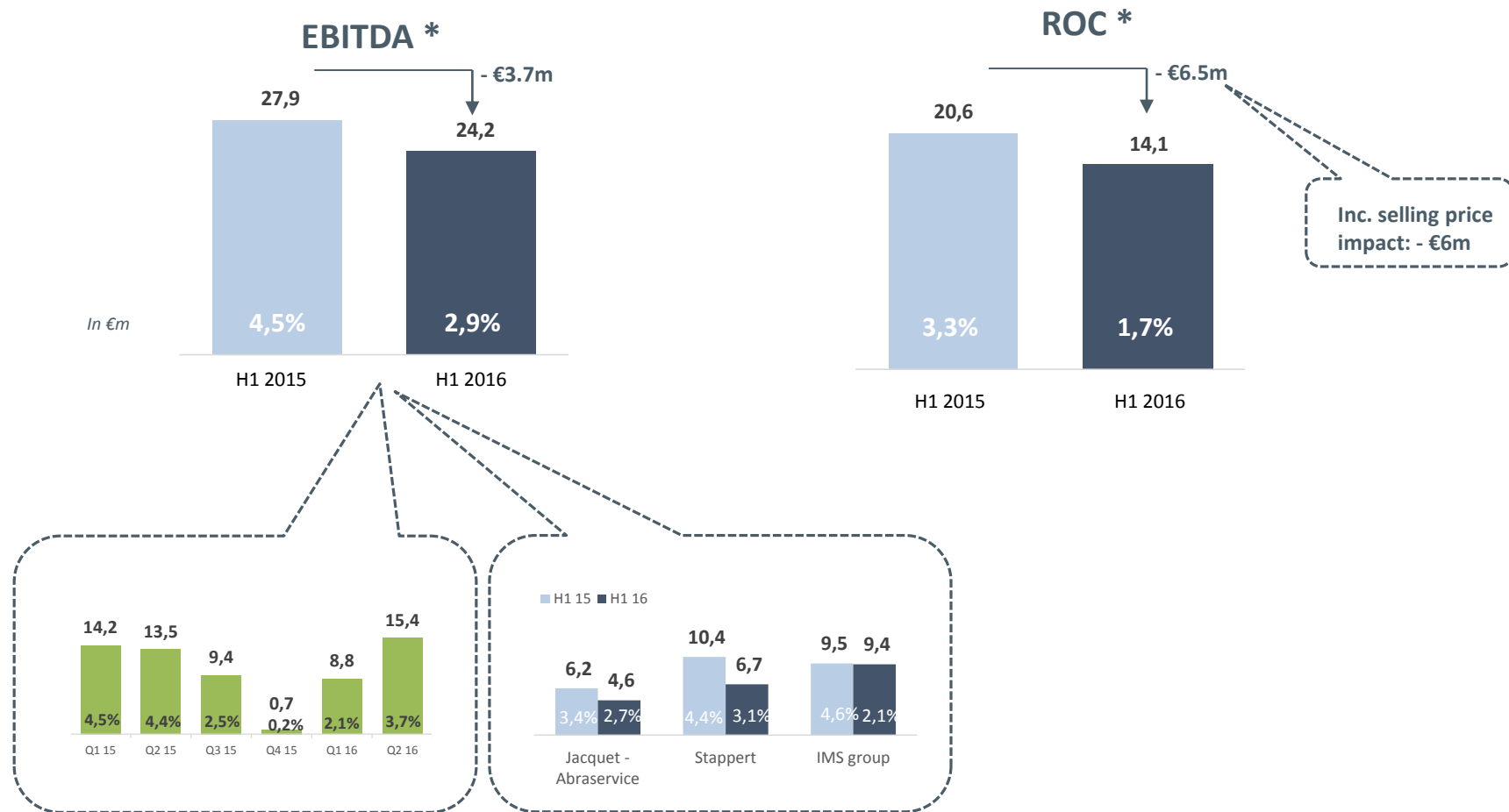


** At constant consolidation scope*

2016 half-year financial results

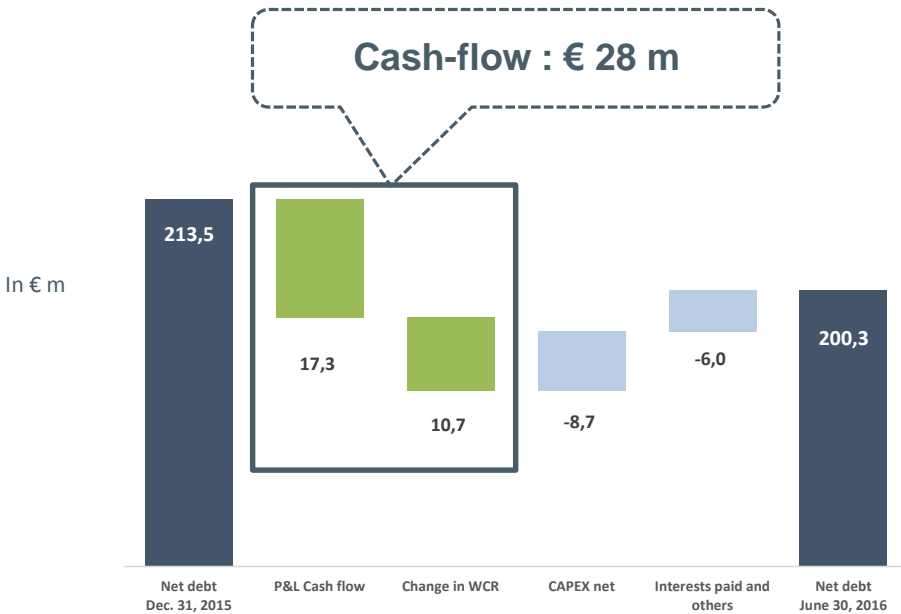
Operating result

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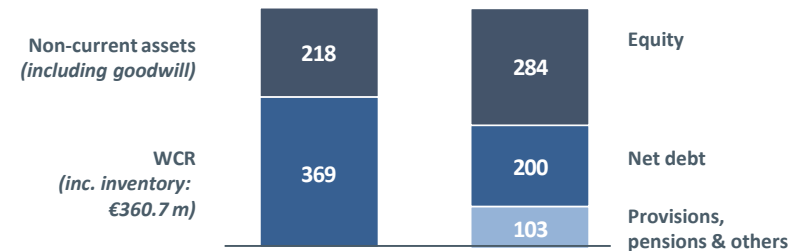


* Adjusted for non-recurring items

(in €m)	Q2 2016	Q2 2015	H1 2016	H1 2015
Sales	417,0	306,4	839,5	622,9
EBITDA	15,4	13,5	24,2	27,9
<i>% of sales</i>	<i>3,7%</i>	<i>4,4%</i>	<i>2,9%</i>	<i>4,5%</i>
Operating income before non-recurring items	10,0	9,3	14,1	20,6
<i>% of sales</i>	<i>2,4%</i>	<i>3,0%</i>	<i>1,7%</i>	<i>3,3%</i>
Operating result	10,1	9,6	14,5	20,6
Net income (Group share)	3,4	4,6	2,3	10,9
<i>Earnings per share in circulation (in €)</i>	<i>0,14</i>	<i>0,19</i>	<i>0,10</i>	<i>0,45</i>



Gearing : 70.6% vs 72.3% as of 31.12.2015



2016 half-year financial results

Financing as of June 30, 2016

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Financing utilization rate: 48% vs 52% as of 31.12.2015

	Authorized as of 30.06.2016	Used as of 30.06.2016	% used
Jacquet Metal Service SA financing :	337.7	166.6	49%
Syndicated revolving loan	125.0	0.0	0%
Schuldscheindarlehen	88.0	88.0	100%
Credit lines & asset financing	124.7	78.6	63%
Subsidiary financing :	278.4	130.5	47%
Credit lines	187.8	72.0	38%
Factoring	28.4	2.3	8%
Asset financing (term loans, revolving and leasing)	62.2	56.2	90%
Total	616.1	297.0	48%

Syndicated loan

- Amount : €125 m (used: 0)
- Signature : July 2015
- Maturity : 3 years
- Unsecured

Schuldscheindarlehen

- Amount : € 88 m
- Signature : October 2015
- Maturity : 5 years in fine
- Unsecured

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Euronext Paris

ISIN : FR0000033904

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APPENDIX

(€000)	Q2 2016	Q2 2015	H1 2016	H1 2015
Sales	416,966	306,386	839,527	622,866
Gross margin	101,515	74,501	195,640	150,497
<i>% of sales</i>	24.3%	24.3%	23.3%	24.2%
Operating expenses	(87,870)	(63,024)	(175,340)	(124,808)
Net depreciation and amortization	(5,171)	(3,568)	(10,369)	(7,011)
Net provisions	1,572	1,653	4,435	1,522
Gain/(losses) on disposals of non-current assets	78	25	143	385
Operating income	10,124	9,587	14,509	20,585
<i>% of sales</i>	2.4%	3.1%	1.7%	3.3%
Net financial income (expense)	(1,997)	(1,913)	(4,923)	(3,237)
Income before tax	8,127	7,674	9,586	17,348
Corporate income tax	(4,345)	(2,991)	(6,349)	(6,042)
Consolidated net income / (loss)	3,782	4,683	3,237	11,306
Net income / (loss) (Group share)	3,438	4,554	2,347	10,860
Earnings per share in circulation (in €)	0.14	0.19	0.10	0.45

(€000)	June 30, 2016	Dec. 31, 2015
Goodwill	68,461	68,356
Net non-current assets	149,459	151,015
Net inventory	360,677	390,268
Net trade receivables	221,672	175,197
Other assets	85,309	83,887
Cash	94,036	90,588
Total assets	979,614	959,311
Shareholders' equity	283,609	295,427
Provisions for contingencies and charges and employee benefit obligations	106,218	103,029
Trade payables	213,004	192,932
Borrowings	297,049	306,594
Other liabilities	79,734	61,329
Total equity and liabilities	979,614	959,311

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Organization in 3 divisions



Eric Jacquet
Chief Executive Officer

Philippe Goczol
Deputy Chief Executive Officer

Thierry Philippe
Chief Financial Officer

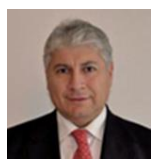
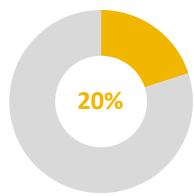
David Farias
Chief Executive Officer
Jacquet Abraservice

Sales breakdown by division:

Chief Operating Officers:

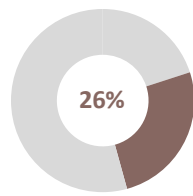
Support functions

Stainless steel and wear-resistant
Quarto plates



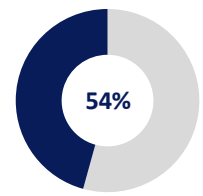
David Farias

Long stainless steel products



Marc Steffen

Engineering steels



José Berthelier

- Purchasing negotiation
- Finance - Legal
- Communication
- IT – Credit insurance

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Organization in 3 divisions

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**Stainless steel
and wear-resistant
Quarto plates**

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**Long stainless
steel products**


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**Engineering
steels**



Sales

± € 300 m

± € 450 m

± € 950 m

Applications

Chemical, Agro foods
Gases treatment & storage
Environment, Energy
Public-works equipment
Steel works, Mines & quarries,
Cement works, Farming
machinery,
Lifting, Waste treatment
...

Chemical
Agro foods
Gases treatment &
storage
Environment
Energy
...

General engineering
Transport
Public-works equipment
Machines centers
Farming machinery
Energy
...

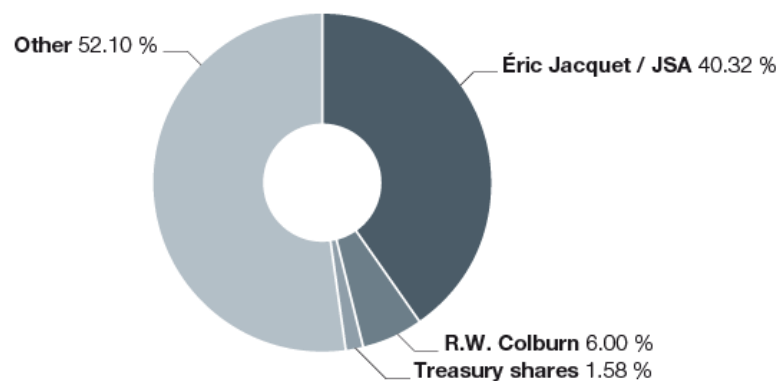
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Shareholder structure

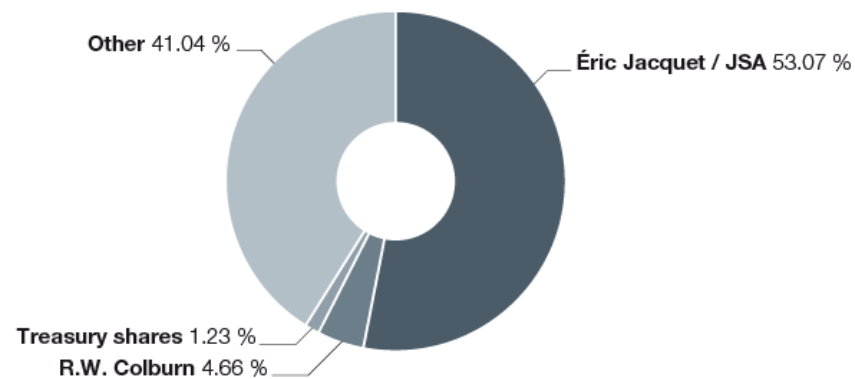
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Share capital *



Voting rights *



* As of June 30, 2016

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