



JACQUETMETALSERVICE

2018 half-year financial results
Paris – September 6th, 2018

A leader in the distribution of special steels

1. A leader in the distribution of special steels

2. 2018 half-year financial results



A leader in the distribution of special steels

POSITIONING

Commodities steel market 95%

Typology:

Large volume

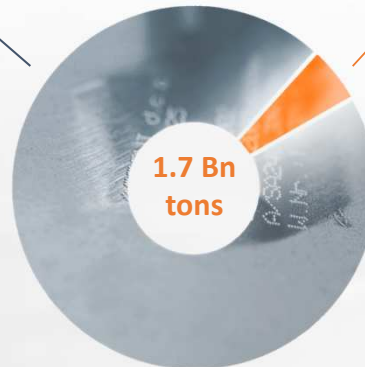
"Volumes" strategy

Players:

Aperam,

ThyssenKrupp Materials,

Kloeckner



Specialty steel market 5%

Typology:

Targeted applications

"Margin" strategy

Players:

Amari Metal,

Ta Chen International,

Jacquet Metal Service



Suppliers

- 20 suppliers for 45% of purchases
- Delivery time from 1 to 12 months

Jacquet Metal Service

- Purchasing prices
- Storage of specialty steels
- Managing price fluctuations
- Finishing services

Customers

- 60,000 customers, average invoice < € 3,000€
- Delivery time +/- 1 week



3 DIVISIONS

JACQUET
ABRASERVICE


STAPPERT


ims

Sales
(2017)

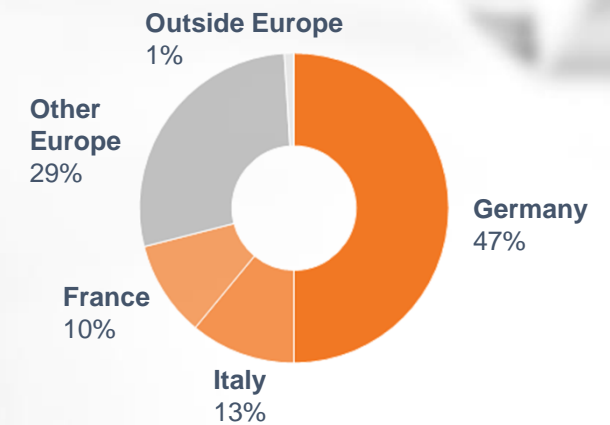
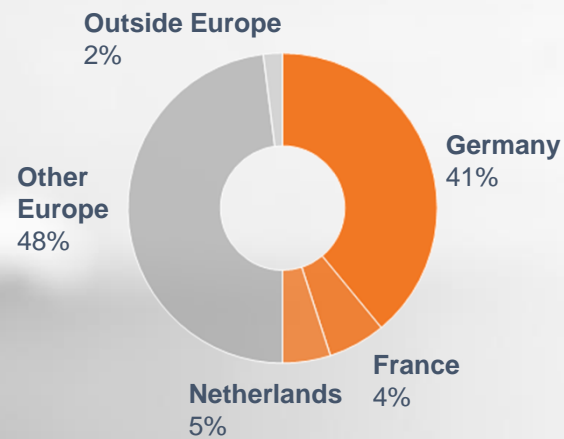
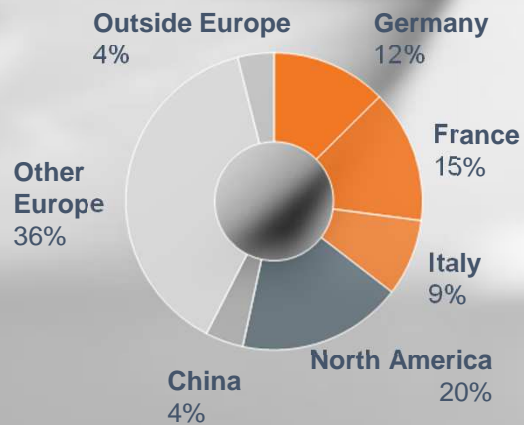
€378 m (22%)



€457 m (26%)



€901 m (52%)



Senior Management



Eric JACQUET (FR)
Chairman & CEO



David FARIAS (ARG)
COO JACQUET – Abraservice
(since 2015)



Marc STEFFEN (DE)
COO STAPPERT
(since 2007)



Philippe GOCZOL (BE)
Deputy CEO
(since 2001)



Thierry PHILIPPE (FR)
CFO
(since 2005)



José BERTHELIER (FR)
COO IMS group
(since 2014)

Worldwide footprint



GROUP OVERVIEW

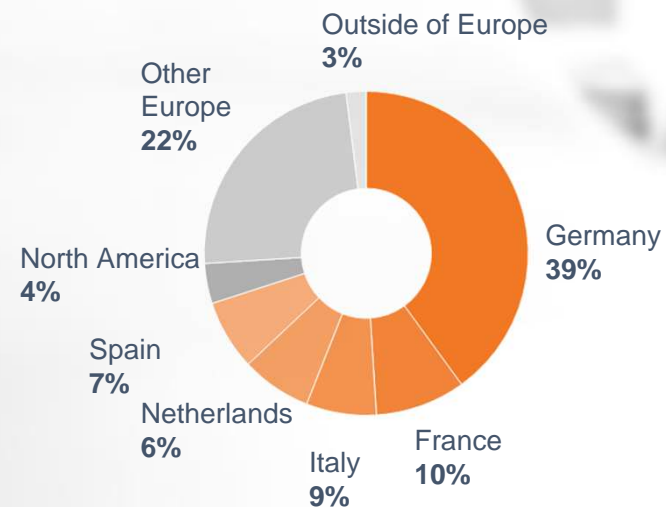
H1 2018 Sales €1 Bn

Staff 3 329

Distribution centers 110

Countries 25

Sales breakdown



1. A leader in the distribution of special steels

KEY EVENTS – H1 2018



Group

Sales €984 m **+8%**

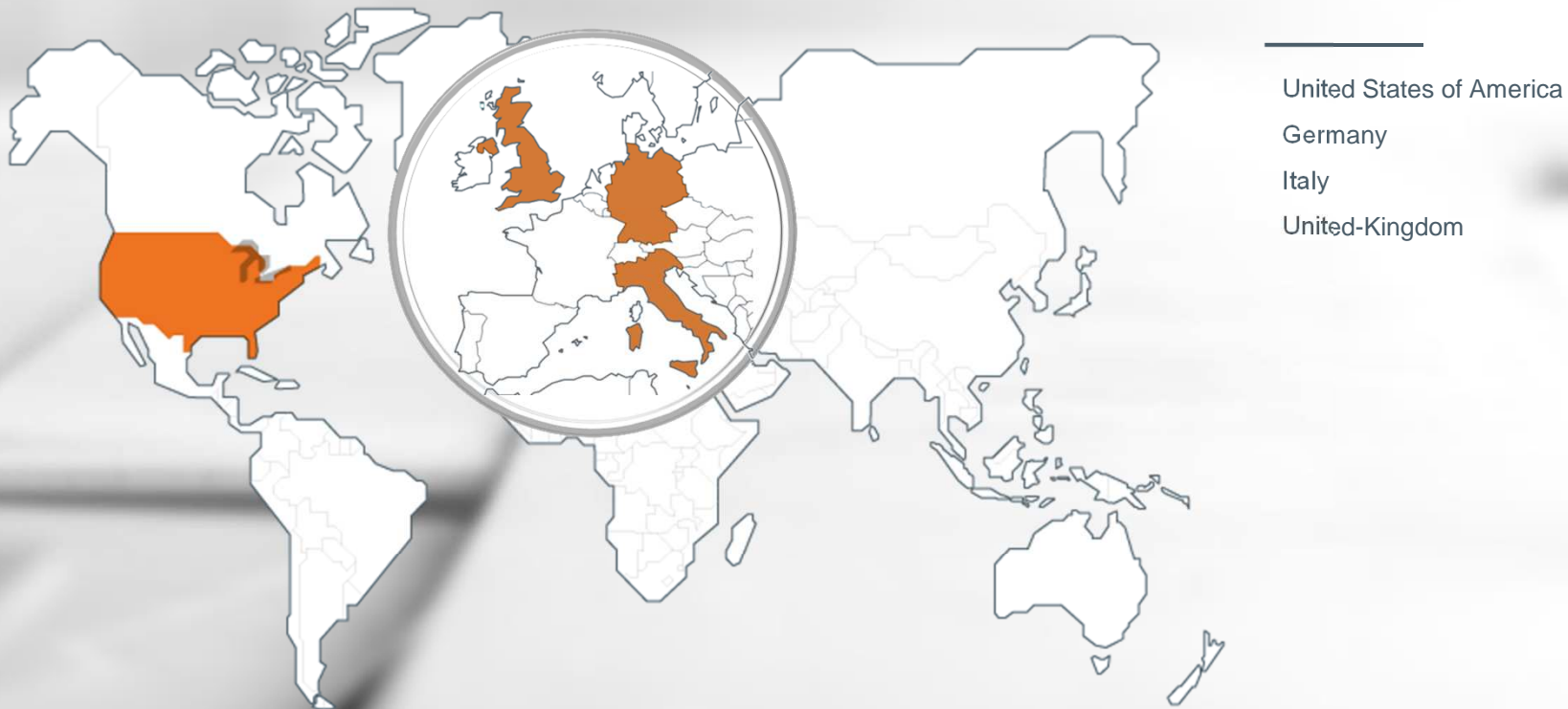
> Volume effect: +2,8%

> Price effect : +5,3%

EBITDA €67.3 m **+11%**

**Net income
(Group share)** €40.6 m **+47%**

FUTURE MAIN DEVELOPMENT AREAS



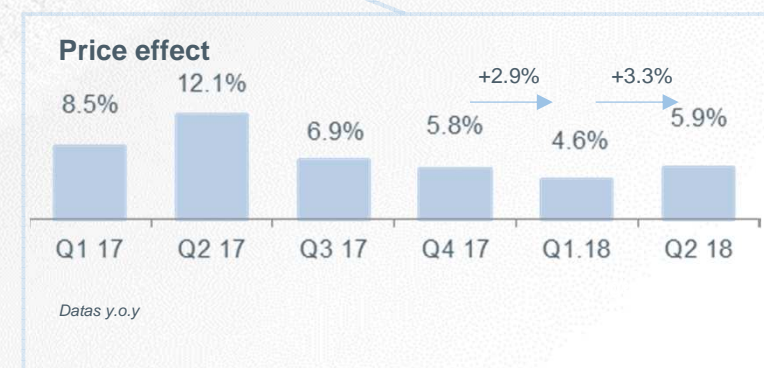
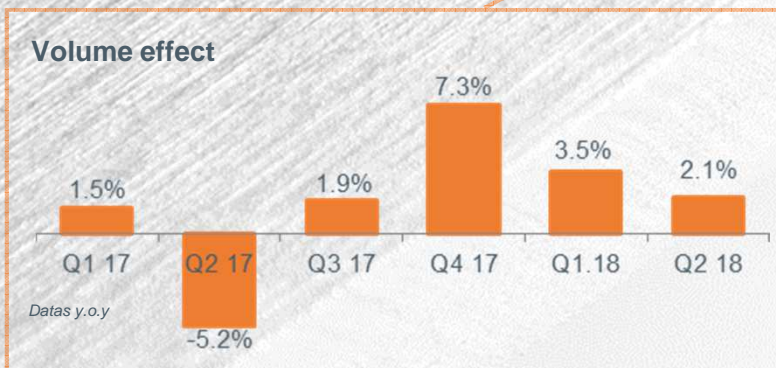
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2. 2018 half-year financial results

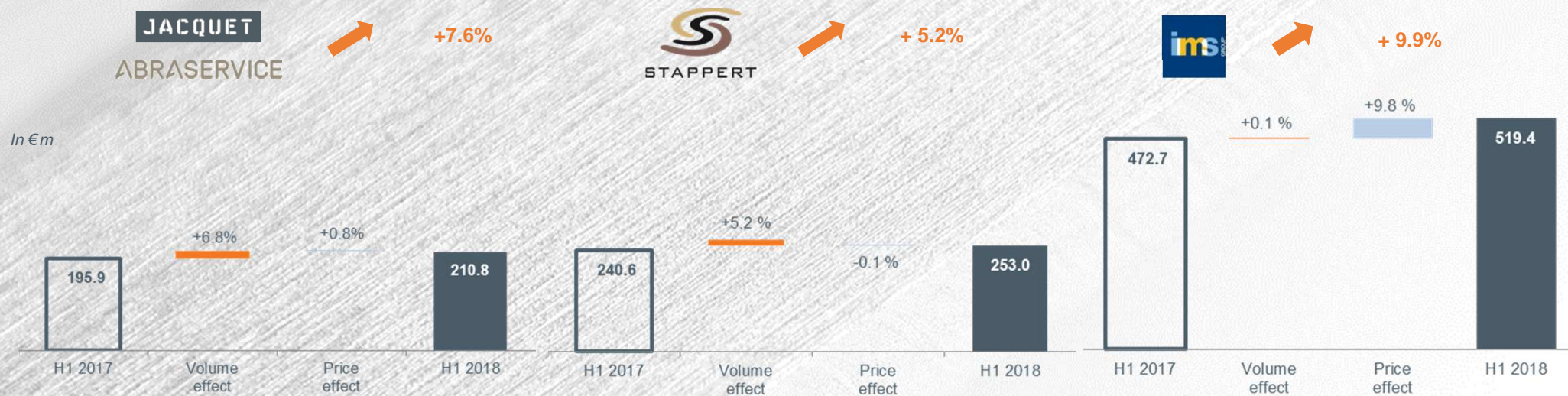


A leader in the distribution of special steels

SALES

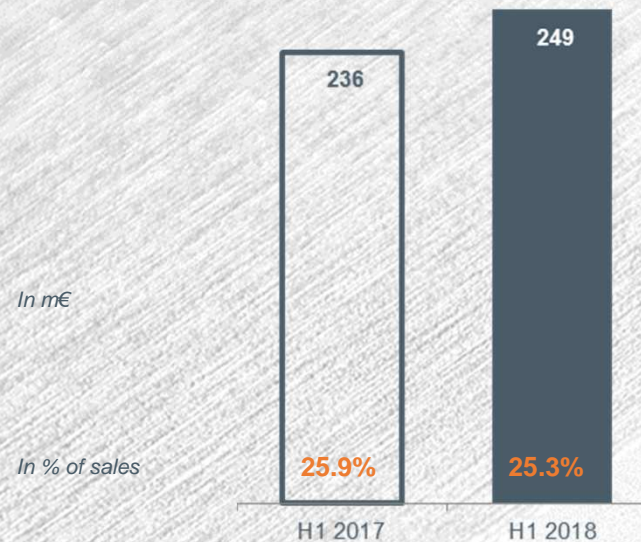


SALES by division

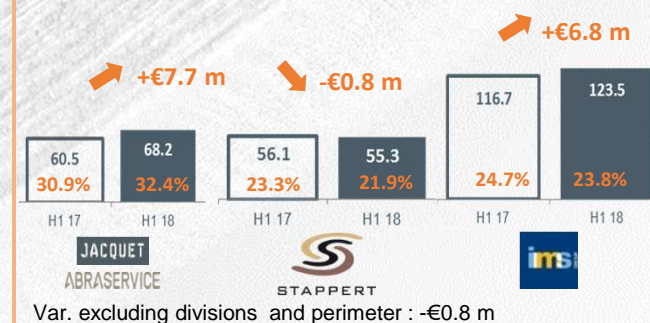


GROSS MARGIN

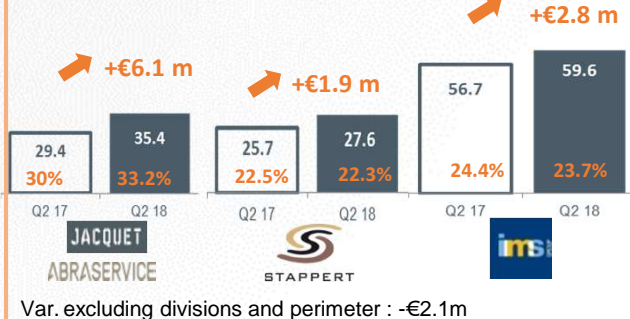
€249 m (25.3% of sales) ➔ +€12.9 m



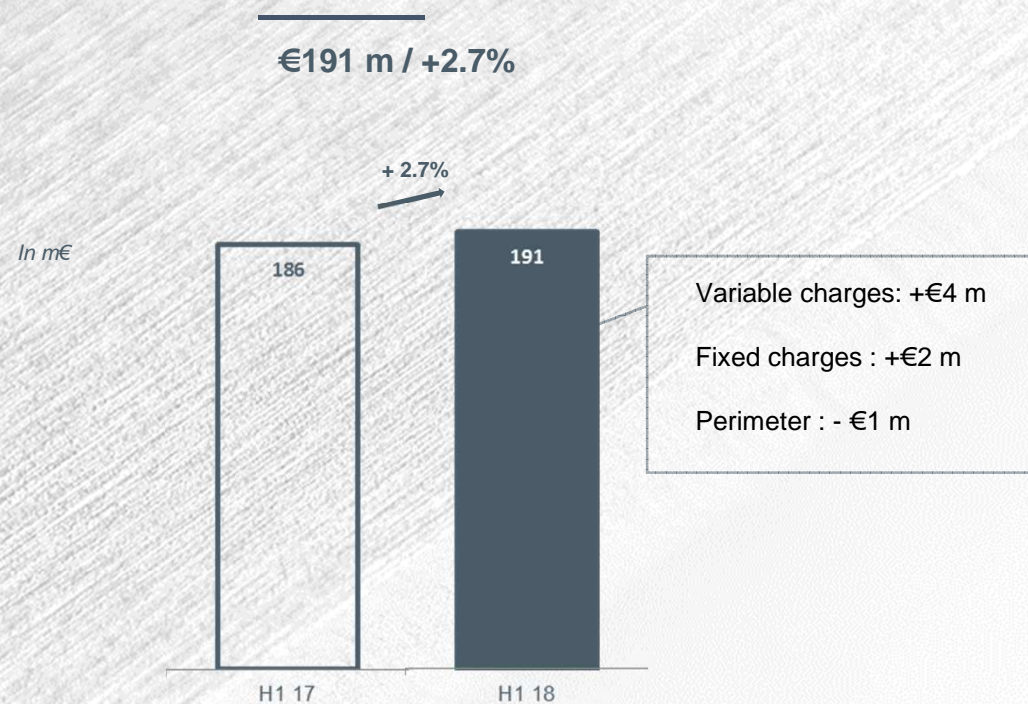
H1 2018 vs H1 2017: +€12.9 m



Q2 2018 vs Q2 2017: +€8.7 m



OPERATING EXPENSES EXCLUDING NON-RECURRING ITEMS



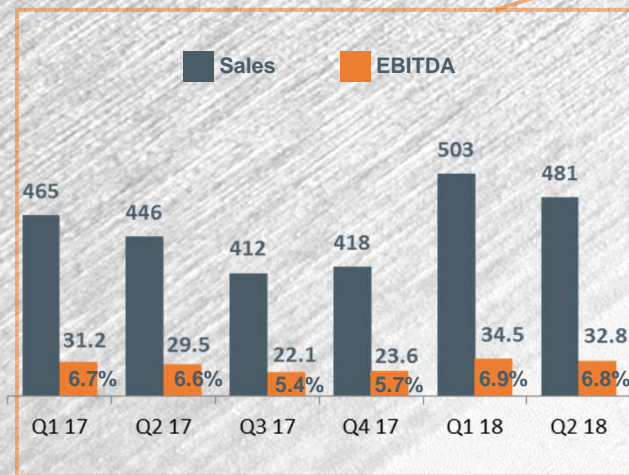
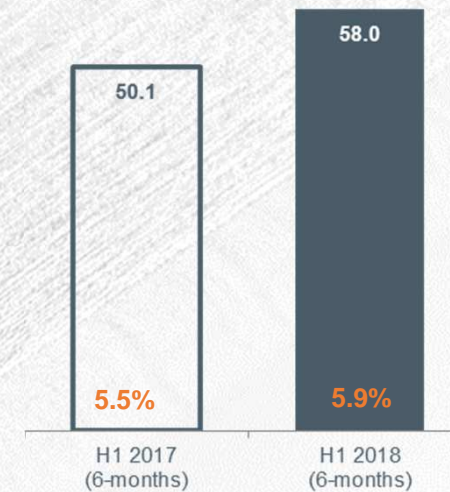
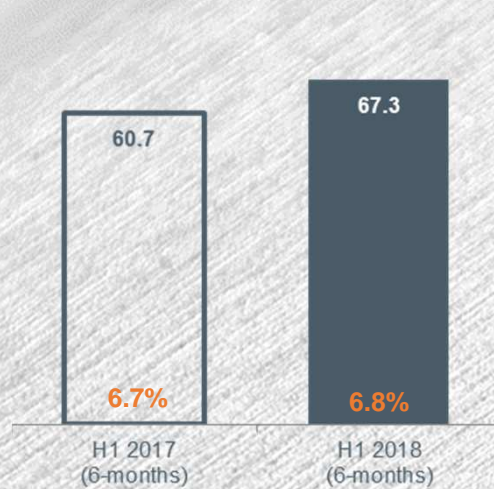
OPERATING RESULT

EBITDA : €67.3 m ↗ +11%

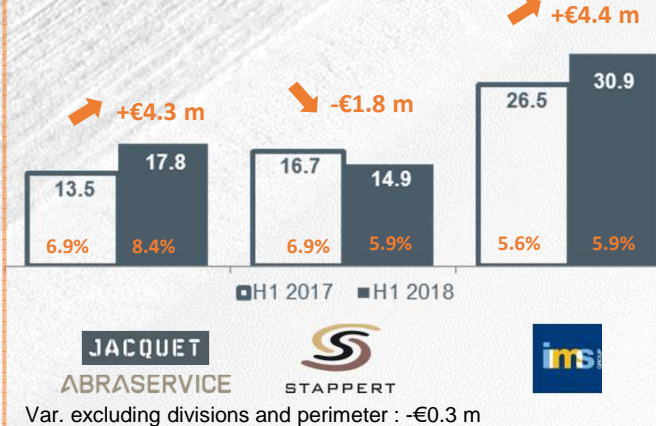
Adjusted operating income : €58.0 m ↗ +16%

In m€

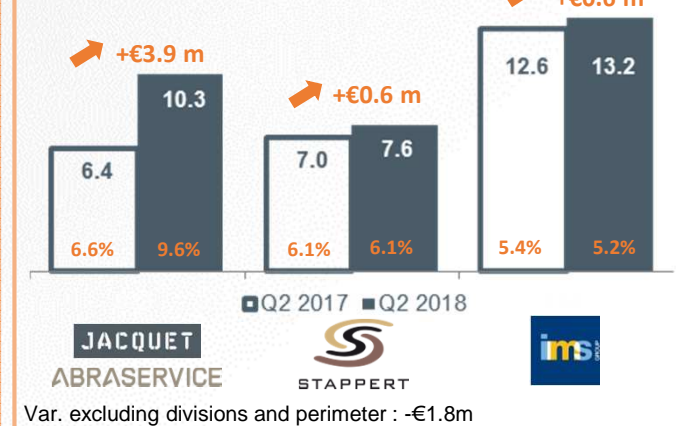
In % of sales



H1 2018 vs H1 2017: +€6.6 m



Q2 2018 vs Q2 2017: +€3.3 m



INCOME STATEMENT

Net income (Group share): €40.6 m (+€12.9m)

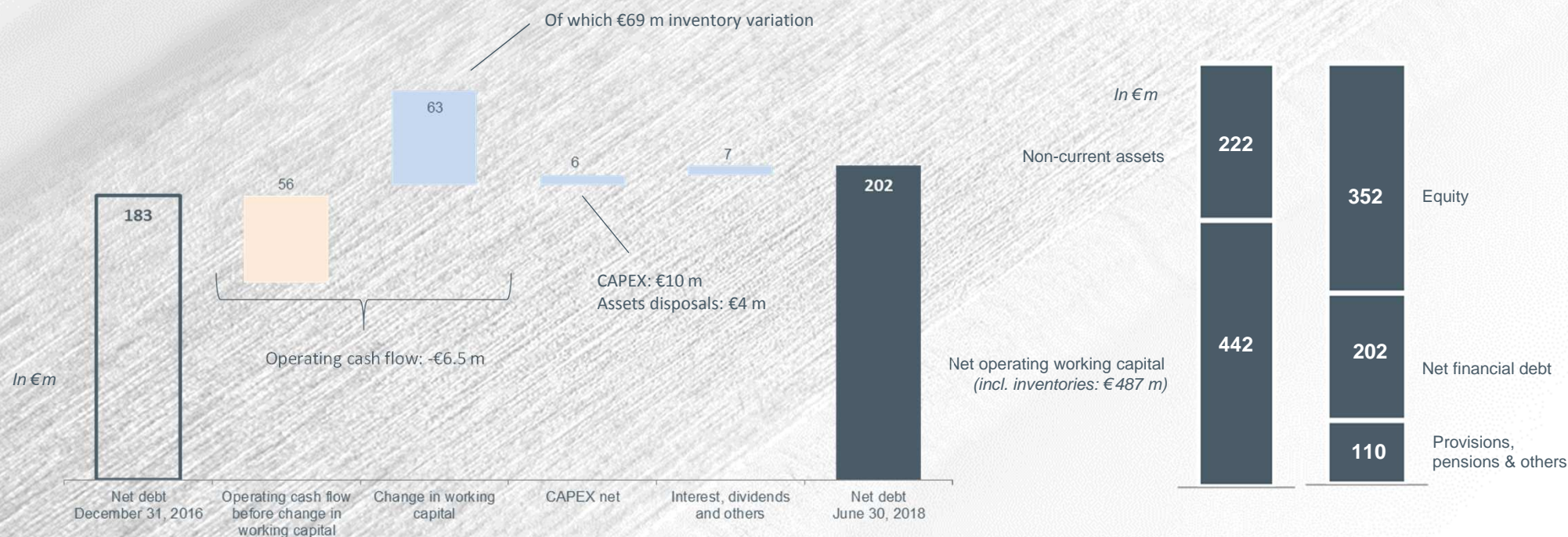
(in €m)	Q2 2018	Q2 2017	H1 2018	H1 2017
Sales	481.5	445.7	984.0	910.7
EBITDA	32.8	29.5	67.3	60.7
% of sales	6.8%	6.6%	6.8%	6.7%
Adjusted operating income	28.6	23.2	58.0	50.1
% of sales	5.9%	5.2%	5.9%	5.5%
Operating income *	28.7	22.1	62.1	49.2
Net income (Group share)	18.2	12.4	40.6	27.7
Earnings per share in circulation (€)	0.76	0.52	1.69	1.15

* First half 2018 operating income includes a €4 million gain on sales of assets.

CASH FLOW / BALANCE SHEET

Operating cash flow before change in working capital: €56 m (+15%)

Gearing : 57% (55% end of 2017)



BORROWINGS AS OF JUNE 30th, 2018

- Utilization rate: 49%
- Syndicated revolving loan (*renegotiation in June 2017*): €125 m / maturity 2020
- New SSD (*set up in February 2018*) : €150 m / maturity 2023
- Covenants in compliance

Syndicated revolving loan

- Amount : €125 m (used : 0)
- Maturity : July 2020
- Unsecured

Schuldscheindarlehen (*private placement of debt instruments under German law*)

- Amount : €150 m
- Maturity : April 2023
- Unsecured

In euros million	Authorized as of 30.06.2018	Used as of 30.06.2018	% used
Jacquet Metal Service SA financing:	419.4	196.0	47 %
Syndicated revolving loan	125.0	0.0	0%
Schuldscheindarlehen (private placement of debt instruments under German law)	151.5	151.5	100%
Lines of credit	142.9	44.5	31%
Subsidiary financing	236.2	128.5	54 %
Lines of credit	146.6	65.6	45%
Factoring	29.1	2.4	8%
Asset financing (term loans and leasing)	60.4	60.4	100%
Total	655.6	324.5	49 %

APPENDICES



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INCOME STATEMENT

(€000)	H1 2018	H1 2017
Sales	983,994	910,685
Gross margin	248,906	235,995
% of sales	25.3%	25.9%
Operating expenses	-182,425	-176,965
Net depreciation and amortization	-10,159	-10,970
Net provisions	1,698	995
Gains on disposals of non-current assets	4,030	162
Operating income	62,050	49,217
% of sales	6.3%	5.4%
Net financial expense	-4,941	-6,212
Income before tax	57,109	43,005
Corporate income tax	-14,905	-13,585
Consolidated net income	42,204	29,420
Net income (Group share)	40,639	27,716
Earnings per share (€)	1.69	1.15
EBITDA	67,339	60,705
% of sales	6.8%	6.7%
Adjusted operating income	58,020	50,056
% of sales	5.9%	5.5%

BALANCE SHEET

(€000)	30.06.2018	31.12.2017
Goodwill	68,269	68,345
Net non-current assets	154,174	156,154
Net inventory	487,329	418,012
Net trade receivables	246,805	189,296
Other assets	99,940	93,913
Cash	118,398	102,145
Total assets	1,174,915	1,027,865
Shareholders' equity	352,224	331,849
Provisions (<i>incl. provisions for employee benefit obligations</i>)	102,018	106,500
Trade payables	292,040	224,047
Borrowings	324,460	289,588
Other liabilities	104,173	75,881
Total equity and liabilities	1,174,915	1,027,865

STOCK INFORMATION

Stock information

30.06.2018		
Number of shares at end of period	number of shares	24,028,438
Market capitalization at end of period	in thousand euros	655,976
High	in euros	32.90
Low	in euros	25.85
Price at end of period	in euros	27.30
Average daily trading volume	number of shares	23,663

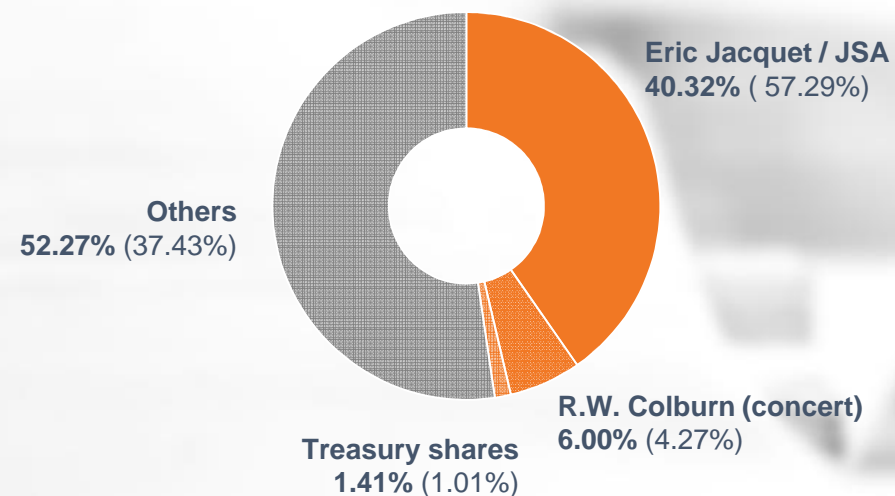
Euronext Paris

ISIN



FR0000033904

Share capital (voting rights) breakdown as of June 30th, 2018



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Euronext Paris

ISIN : FR0000033904



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