

A European leader in the distribution of special metals



JACQUET
METALS

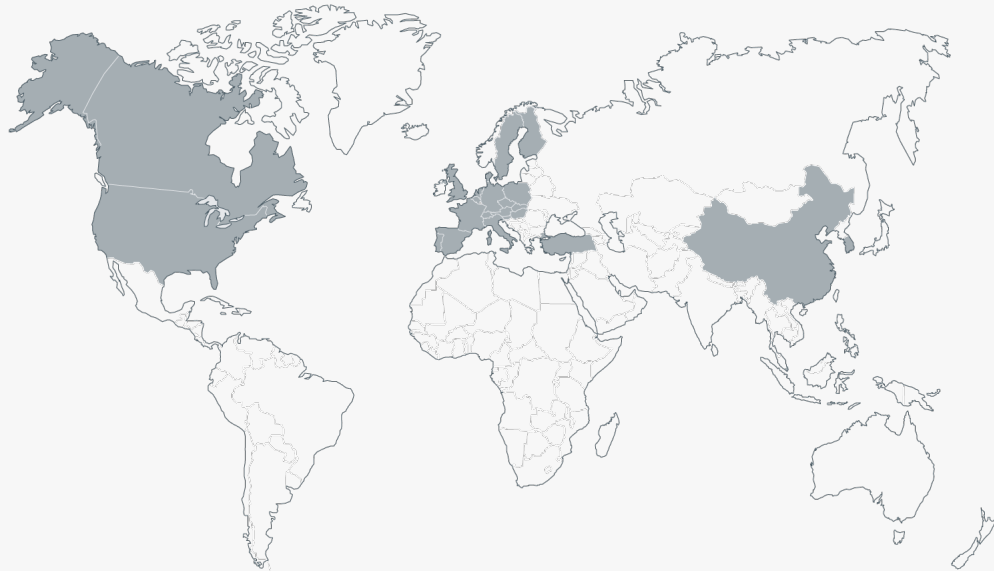
ODDO BHF NEXTCAP FORUM – June 8th, 2023

Group overview

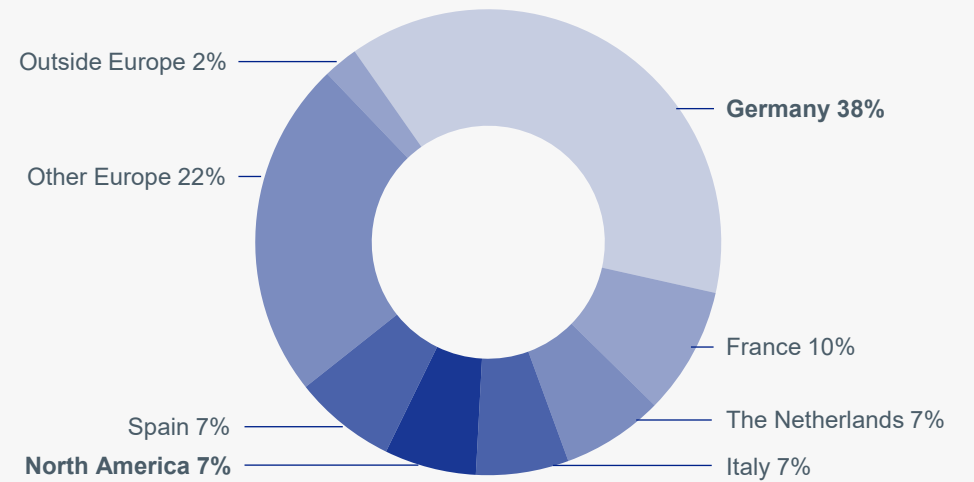
Sales LTM: €2.7bn

3,060 employees - 108 distribution centers - 24 countries

Worldwide footprint



Sales breakdown *



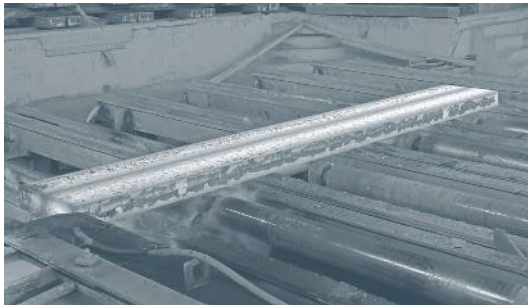
* As of March 31, 2023



Added value

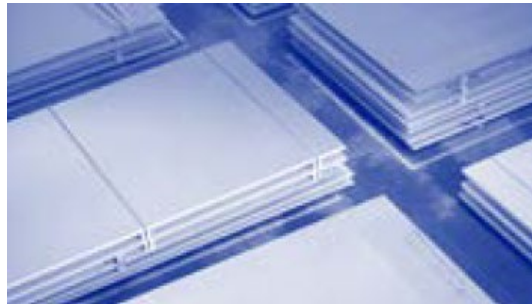
Suppliers

20 suppliers: \pm 50% of purchases
Delivery time: 2 to 12 months



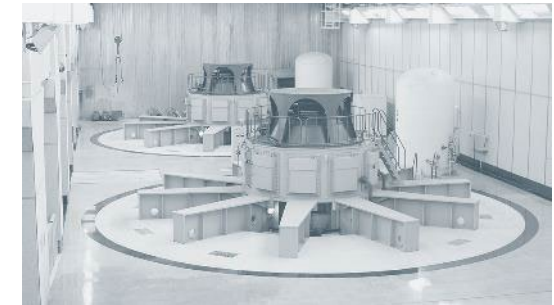
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Purchase prices
Storage of special metals
Managing price fluctuations
Finishing services



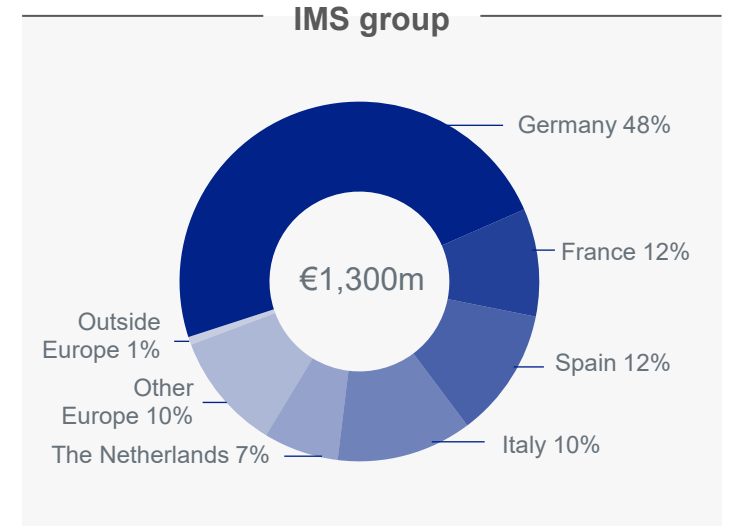
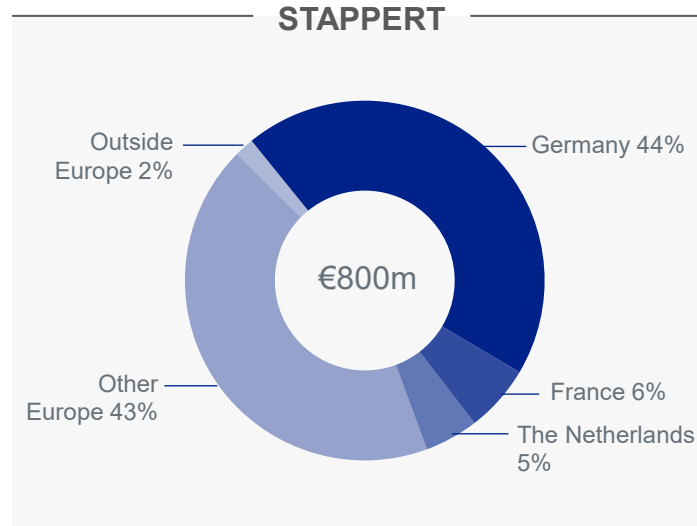
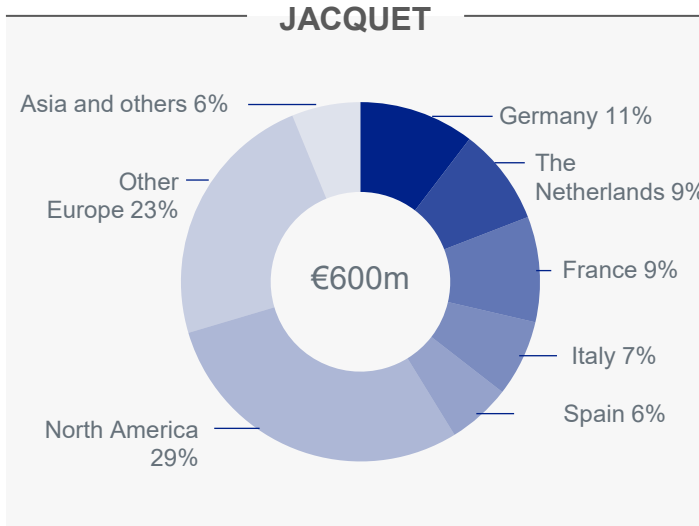
Customers

60,000 customers
Average invoice < €3,000
Delivery time \pm 1 week



3 divisions

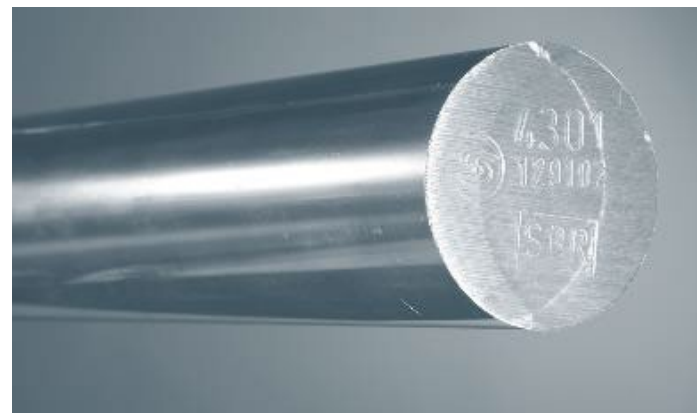
Sales breakdown *



Stainless steel quarto plates



Stainless steel long products



Engineering steels



* LTM and breakdown as of March 31, 2023



Sectors

Stainless steel

JACQUET

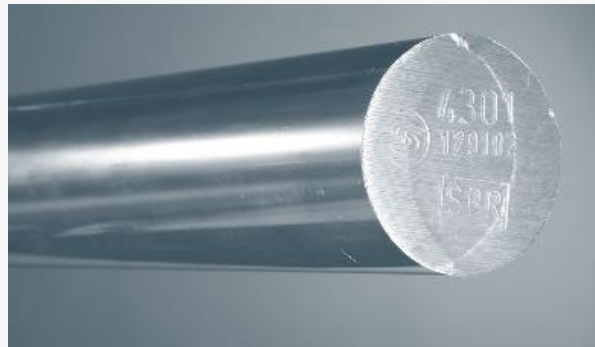
Quarto plates



Chemistry
Agri-food industry
Gas treatment and storage
Pharmaceutical industry
Environment
Energy

STAPPERT

Long products



Engineering steel

IMS group



Fabricated metal products
Machinery & equipment
Transportation
Energy (wind turbines, etc.)



Special metals

JACQUET



STAPPERT



IMS group



Environmental responsibility



Drachten, The Netherlands



Governance: establishment of an operational CSR (*Corporate Social Responsibility*) committee

Carbon footprint: the energy consumption of the Group's distribution centers accounts for 1.2% of the total emissions



Promotion of renewable energy / solar panels

- > 8,000 sqm commissioned between 2018 and 2022
- > 10,000 sqm planned in 2023

Recycling and circular economy

75% of Group's steel supplies come from recycled steels (manufacturing process with electricity)
Systematic recovery and recycling of metal scraps and consumables



Overall context in Q1 2023



Market conditions

Decline in demand and prices in Q1 2023 which is likely to intensify in Q2 2023



Strong performance

Sales **€692m / -4.4%** vs €724m in Q1.22

Operating cash flow **€101m**

EBITDA **€77m / 11.1%** vs 14% in Q1.22

Gearing **23%** vs 35% at 2022 year-end



Development

CAPEX: **€8m**

External growth:

- February 2023: acquisition of the Italian company Delta Acciai
- February 2023: signature of an agreement to **acquire 11 distribution centers** from SWISS STEEL Group, subject to the approval by the anti-trust authorities (ongoing process)



Main development markets



North America
Germany
Italy
United Kingdom
Asia



Acquisition

February 2023



STAPPERT

1st establishment in Italy

DELTA ACCIAI



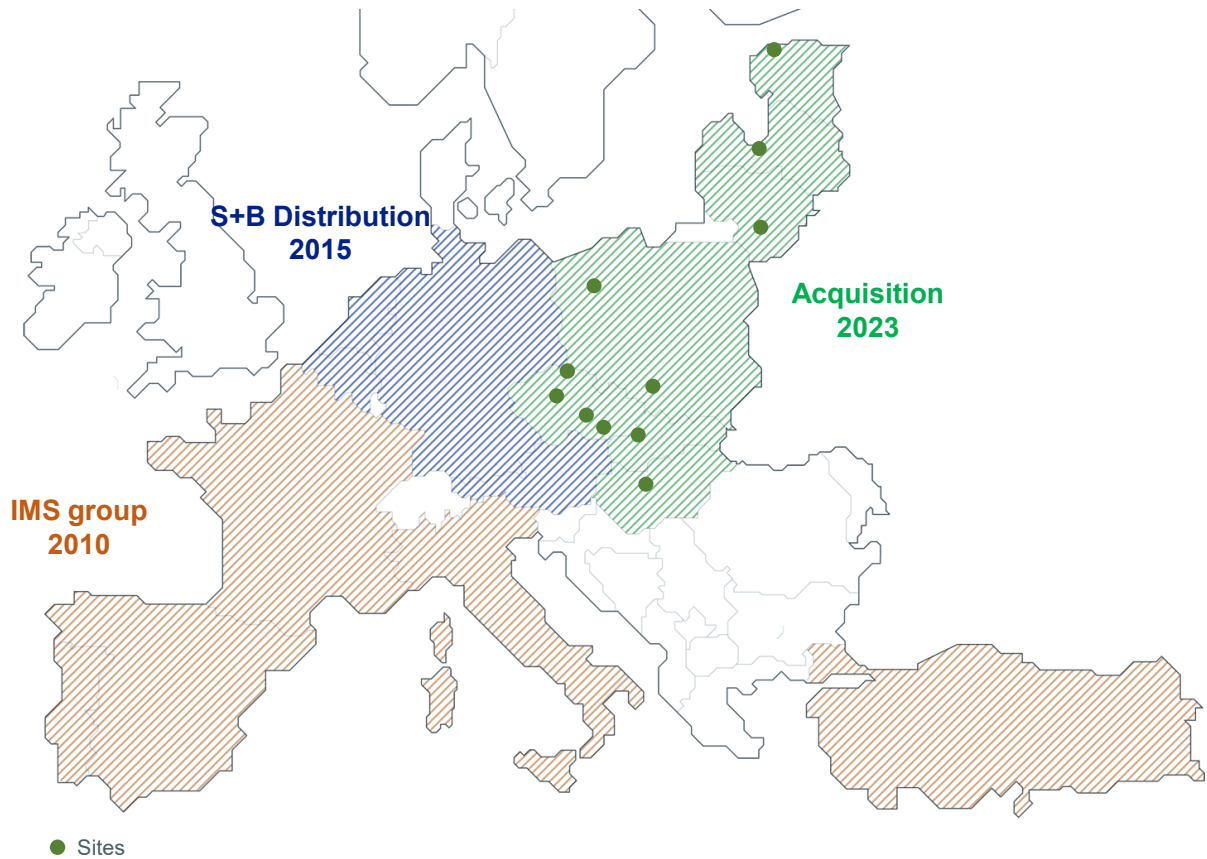
	Italy
Sales	±€10m
Staff	12 employees
2 sites	Turin Milan



Acquisition

Signature: February 2023

subject to the approval by the anti-trust authorities (ongoing process)



Central and Eastern Europe

Sales	€158m
Staff	267 employees
11 sites	4 in Czech Republic 2 in Poland 1 in Slovakia 1 in Hungary 1 in Lithuania 1 in Estonia 1 in Latvia



Ongoing projects

2023 - 2024



Italy



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USA (Chicago)



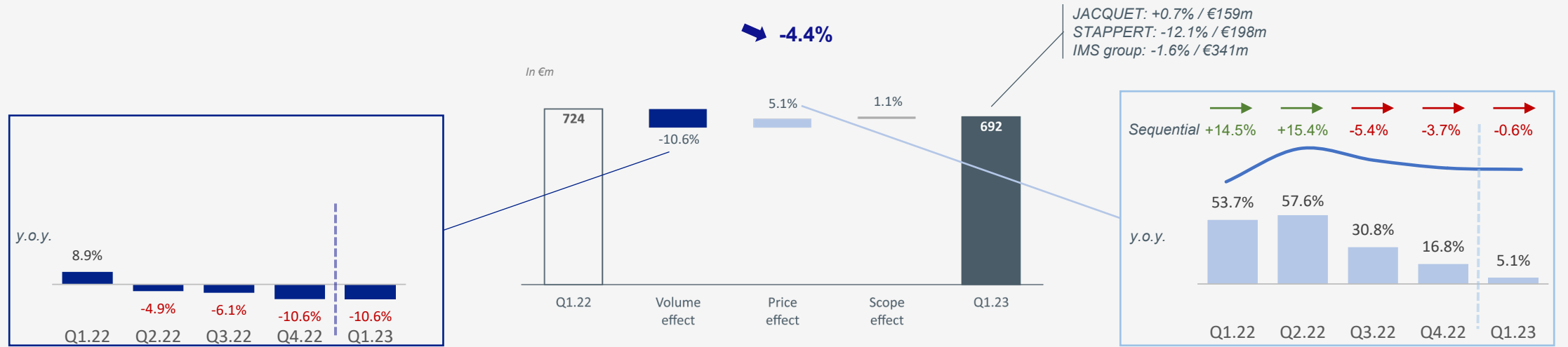


Appendices

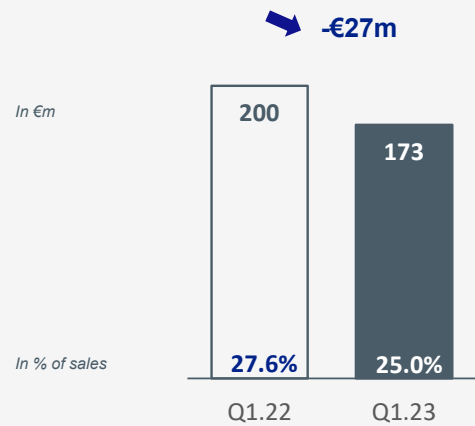
Q1 2023 metrics (1/2)

Activity & results

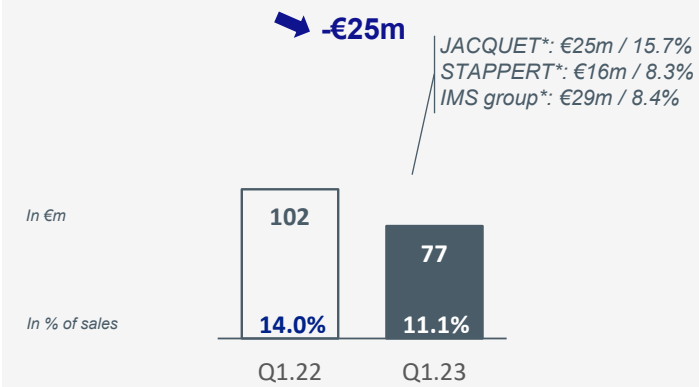
Sales



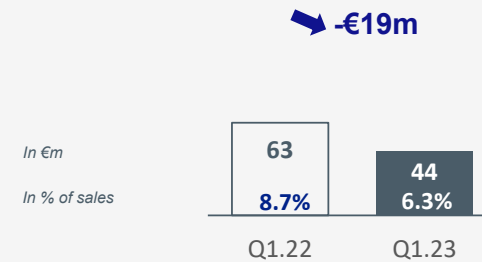
Gross margin



EBITDA

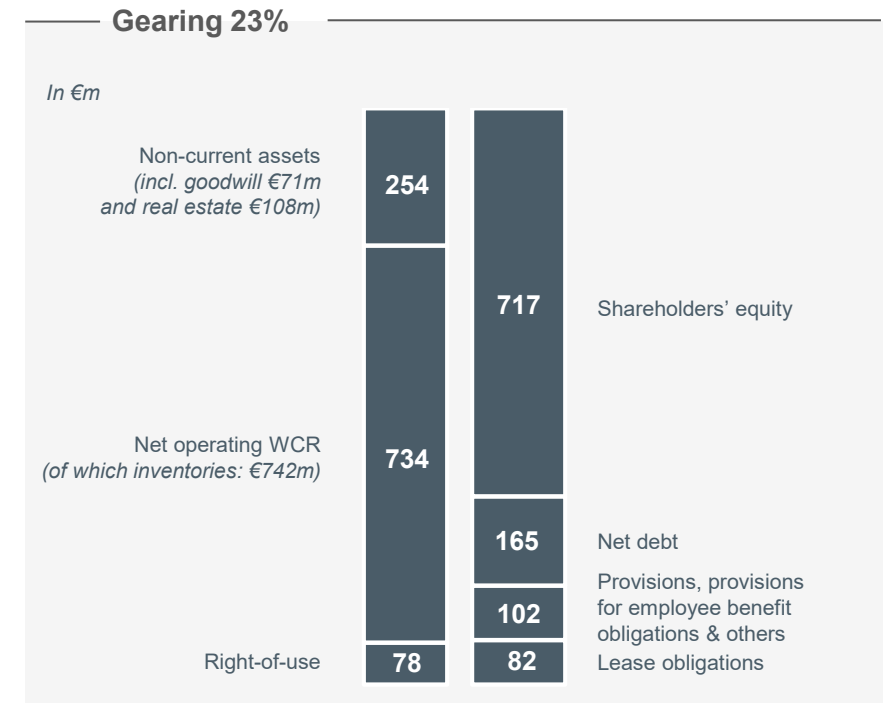
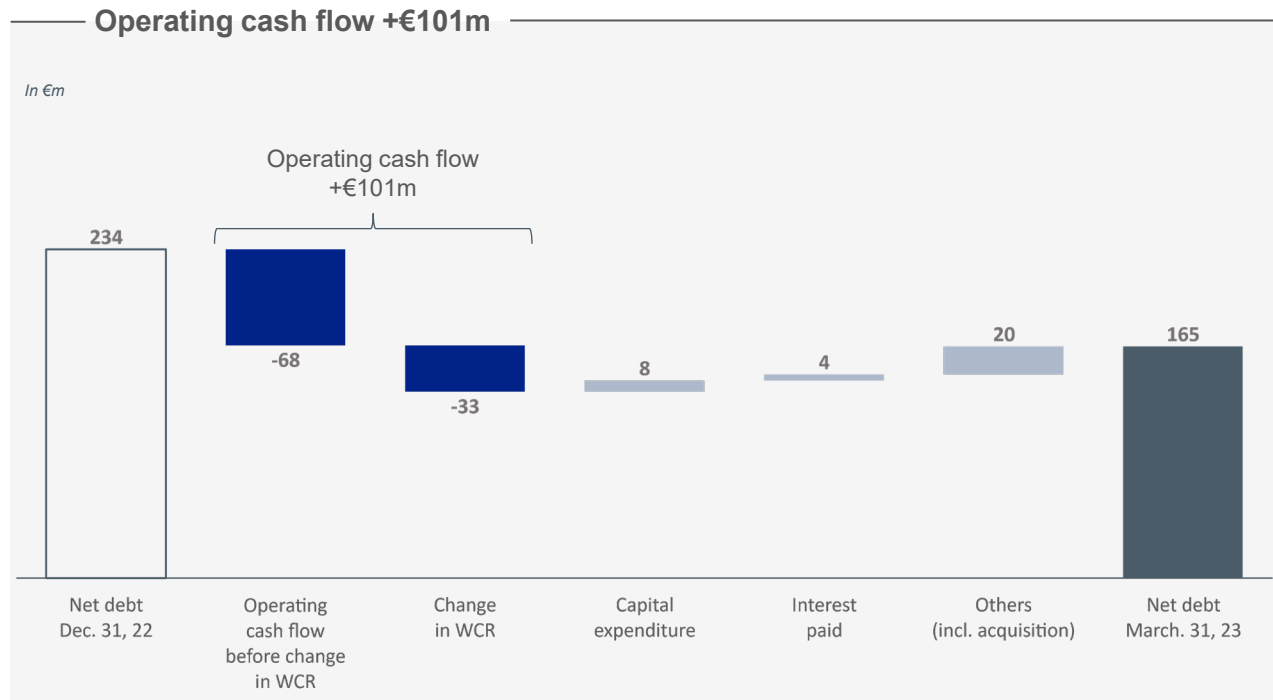


Net income (Group share)



Q1 2023 metrics (2/2)

Solid financial position



Borrowings as of March 31st, 2023

Solid financial position

The Group had **€277m** in cash and **€817m** in lines of credit, **54%** of which had been used

In €m	Authorized at 31.03.2023	Used at 31.03.2023	% used
Syndicated revolving loan 2024	125	-	0%
Schuldscheindarlehen 2024-2025	70	70	100%
Schuldscheindarlehen 2026	150	150	100%
Term loans	87	87	100%
Other lines of credit	125	30	24%
Borrowings JACQUET METALS SA	556	337	60%
Operational lines of credit (letters of credit, etc)	175	55	31%
Factoring	38	1	4%
Asset financing (term loans, etc)	49	49	100%
Borrowings subsidiaries	261	105	40%
Total	817	442	54%



Stock market and shareholder structure

Stock market information

		31.03.2023 3 months
Number of shares at end of period	shares	23,022,739
Market capitalization at end of period	€k	412,107
High	€	19.54
Low	€	16.84
Price at end of period	€	17.90
Average daily trading volume	shares	16,324
Average daily traded capital	€	294,927

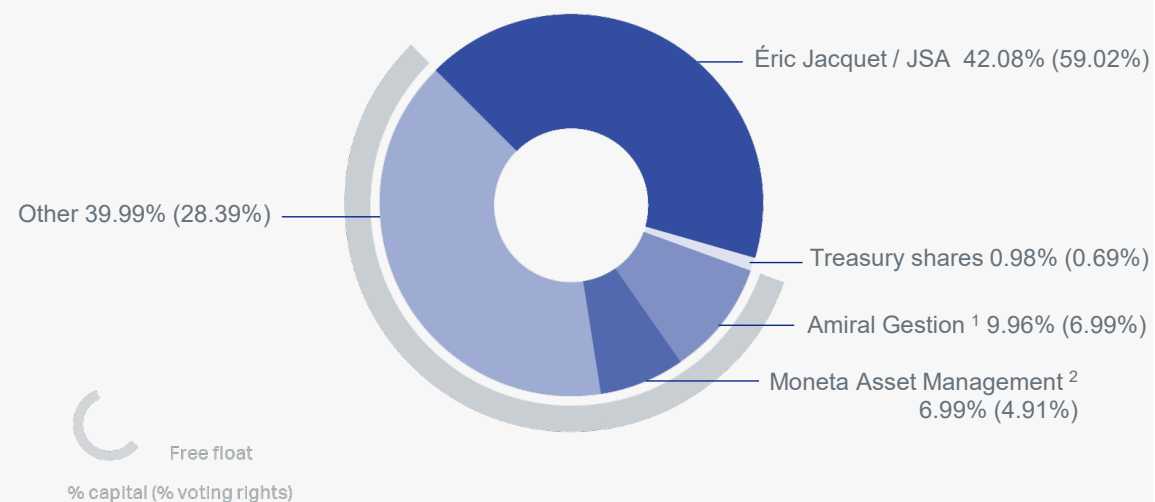
Euronext Paris

ISIN



FR0000033904

Shareholder structure as of 31.03.2023



¹ Information dated January 19, 2023. As of March 31, 2023, JACQUET METALS SA has not received any additional information.

² Information dated July 25, 2022. As of March 31, 2023, JACQUET METALS SA has not received any additional information.





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