

A European leader in the distribution of specialty metals



JACQUET
METALS

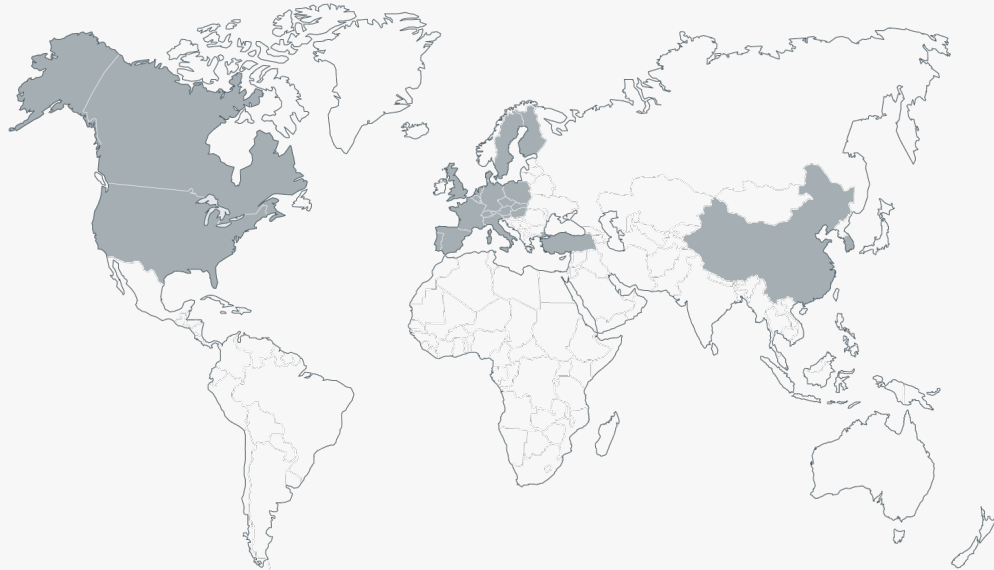
ODDO BHF Forum - January 2023

Group overview

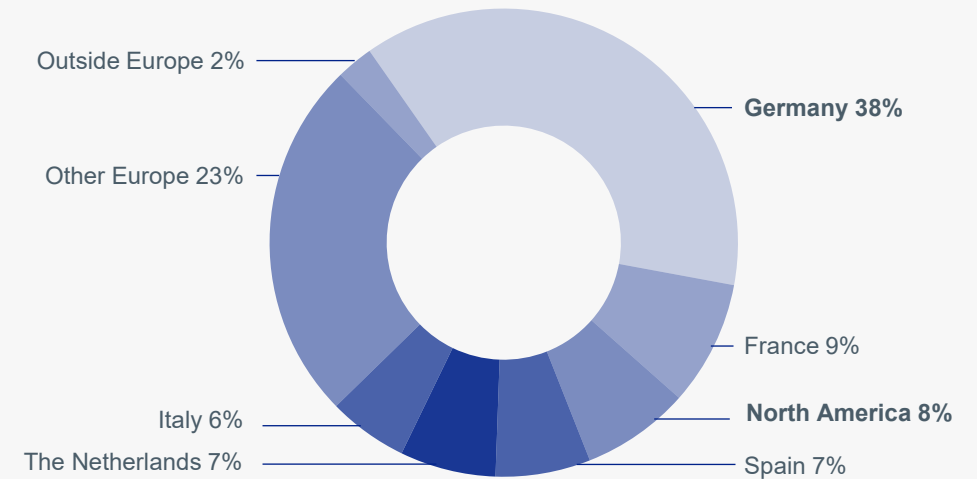
Sales LTM*: €2.6Bn

3,081 employees - 106 distribution centers - 24 countries

Worldwide footprint



Sales breakdown



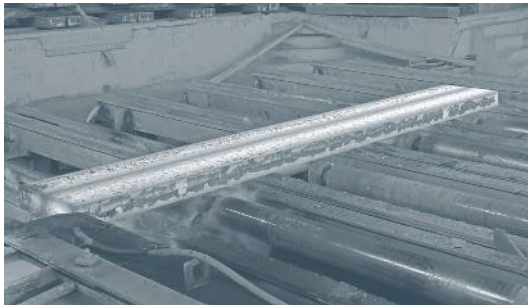
* Last twelve months as of September 30, 2022



Added value

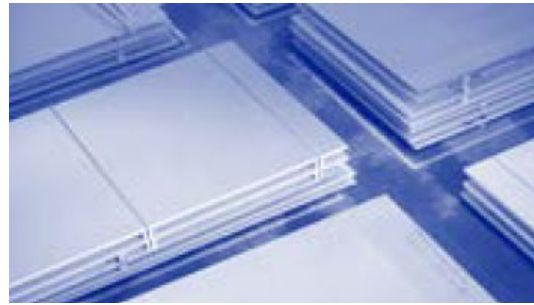
Suppliers

20 specialty metals producers
± 50% of purchases
Delivery time from 2 to 12 months



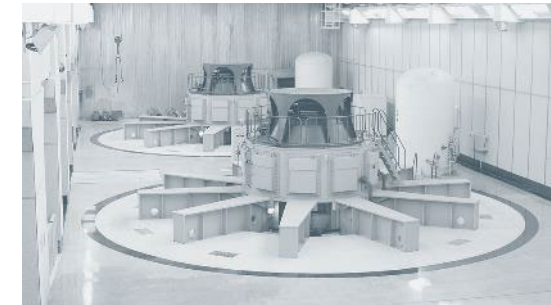
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Purchasing prices
Storage of specialty metals
Managing price fluctuations
Services & Logistics



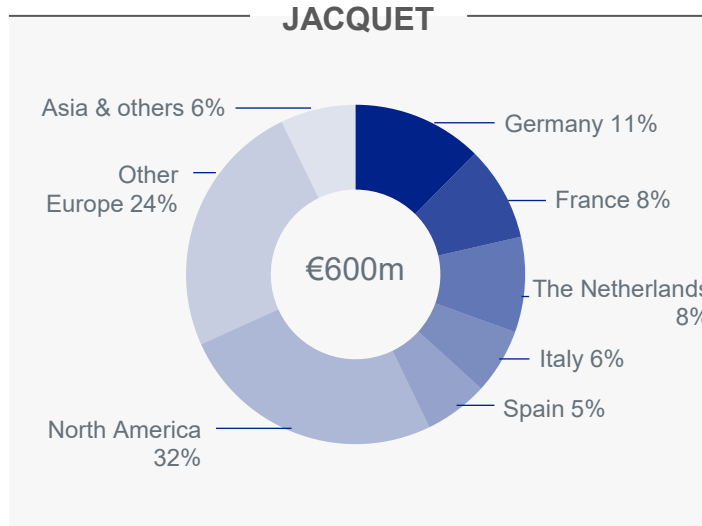
Clients

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

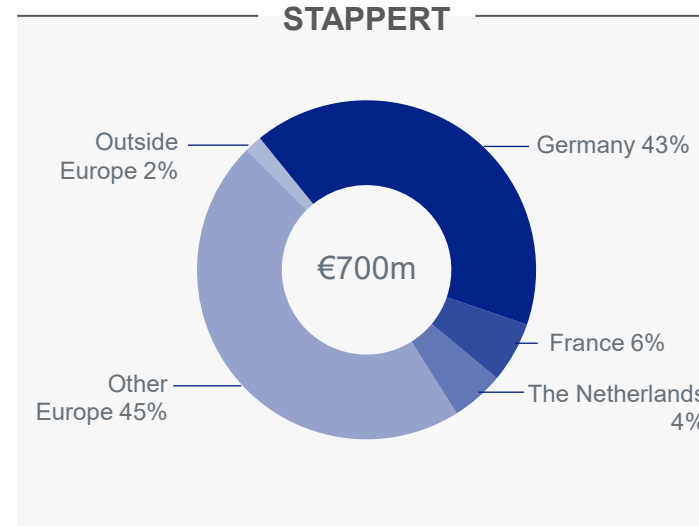


3 divisions

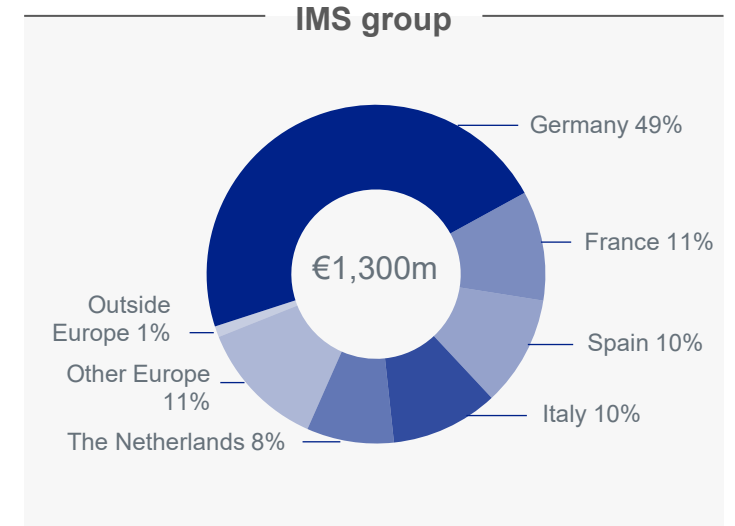
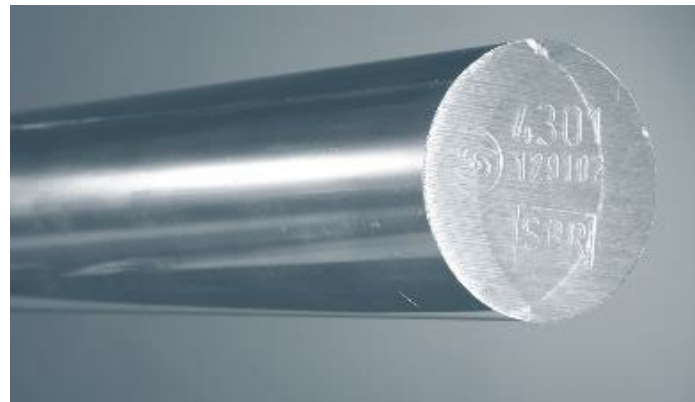
Sales breakdown*



Stainless steel quarto plates



Stainless steel long products



Engineering steels



* LTM sales and sales breakdown as of September 30, 2022



Sectors

Stainless steel

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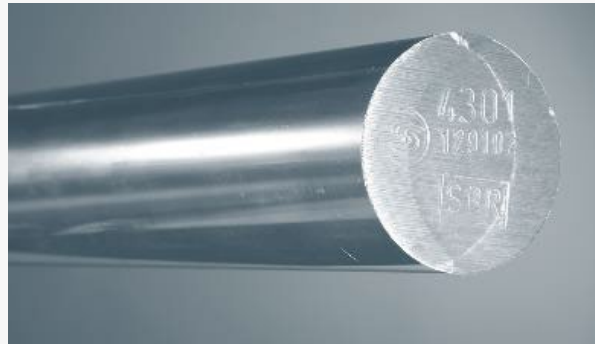
Quarto plates



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.)



Specialty metals

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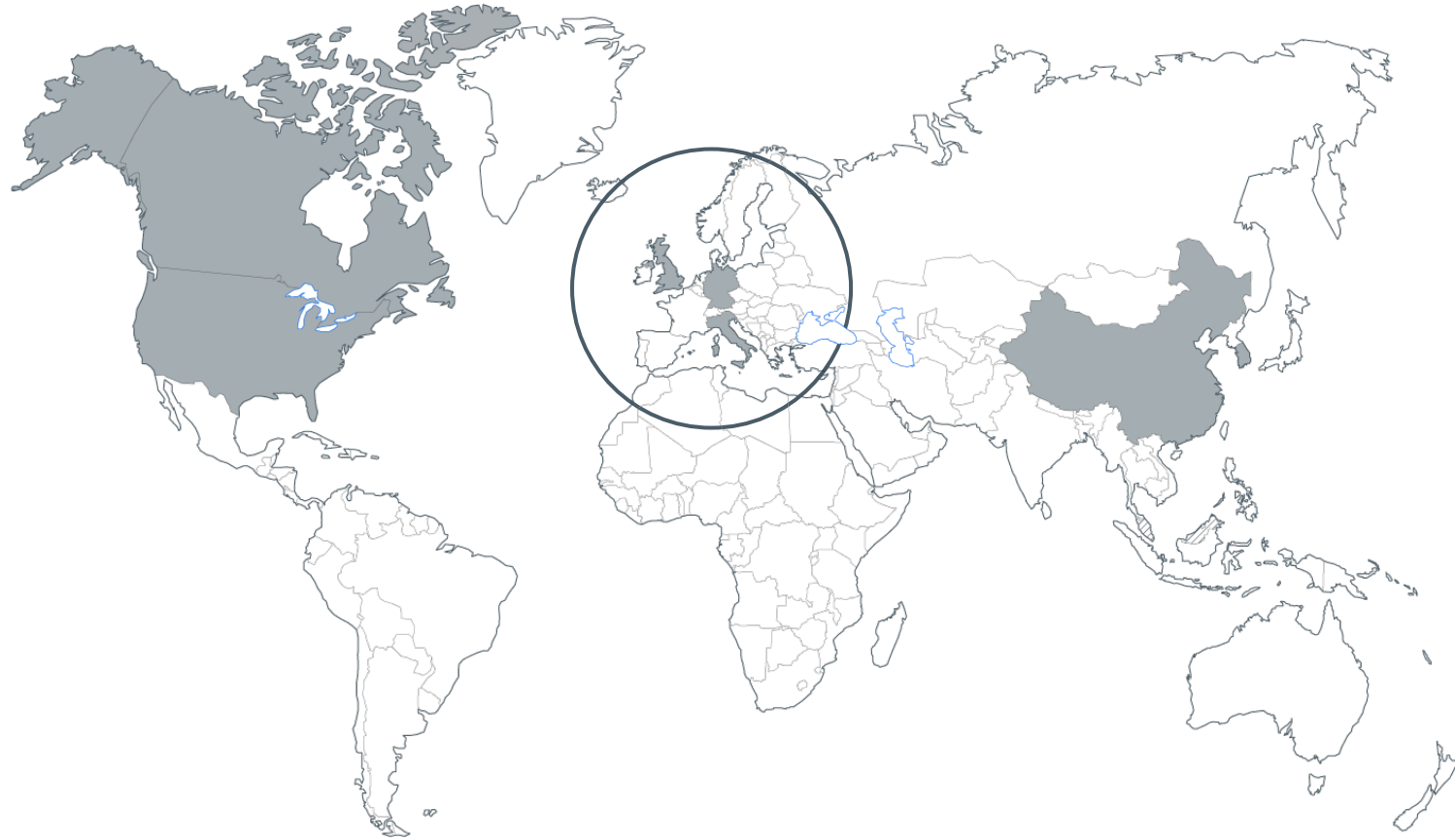
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IMS group



Main development markets



North America
Germany
Italy
United Kingdom
Asia



Environment



Drachten, The Netherlands



Carbon footprint*: the energy consumption of the Group's distribution centers (scopes 1 & 2) accounts for 0.8% of the total emissions



Promotion of renewable energy (scopes 1 & 2): > 5,000 sqm of solar panels budgeted in 2023

Circular economy: 3/4 of Group's steel supplies come from recycled steels

Recycling: >98% for scrap metal and consumables

* Data 2021



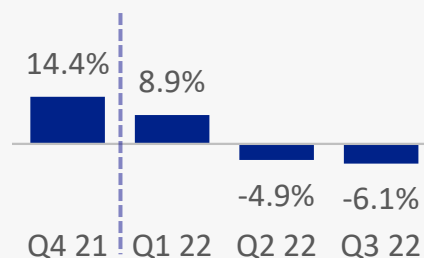
Overall context as of September 30, 2022



Market conditions

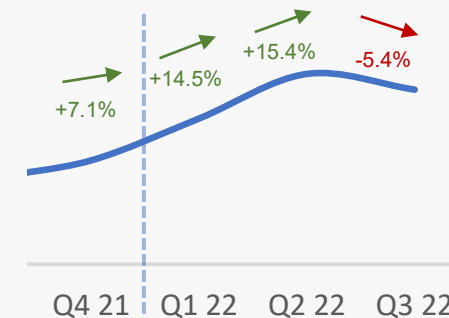
Demand

Volumes distributed
y.o.y.



Price

Sales price
Sequential



Key figures as of September 30, 2022

Sales	€2,118m / +46.8% vs YTD.21	Operating WC	29% of sales vs 26% at 2021 year-end
EBITDA	€269m / 12.7% vs 10.1% YTD.21	CAPEX	€21m excluding external growth
Net income (Group share)	€160m vs €82m YTD.21	Gearing	36% vs 35% at 2021 year-end



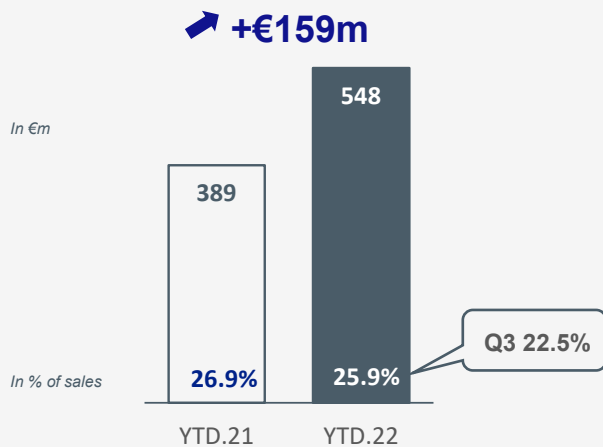
Metrics as of September 30, 2022 (1/2)

Activity & results

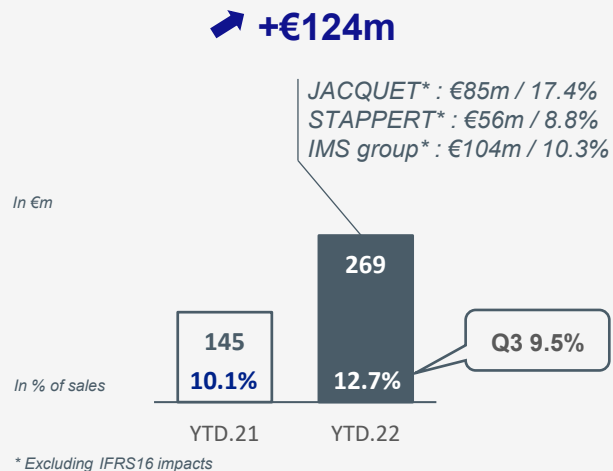
Sales



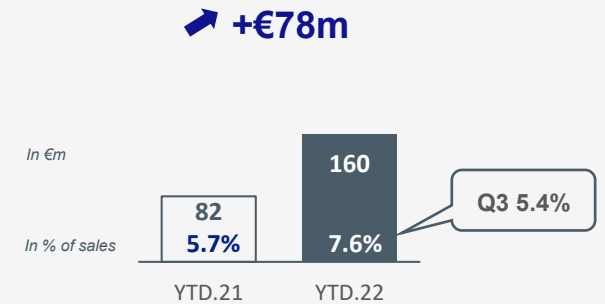
Gross margin



EBITDA

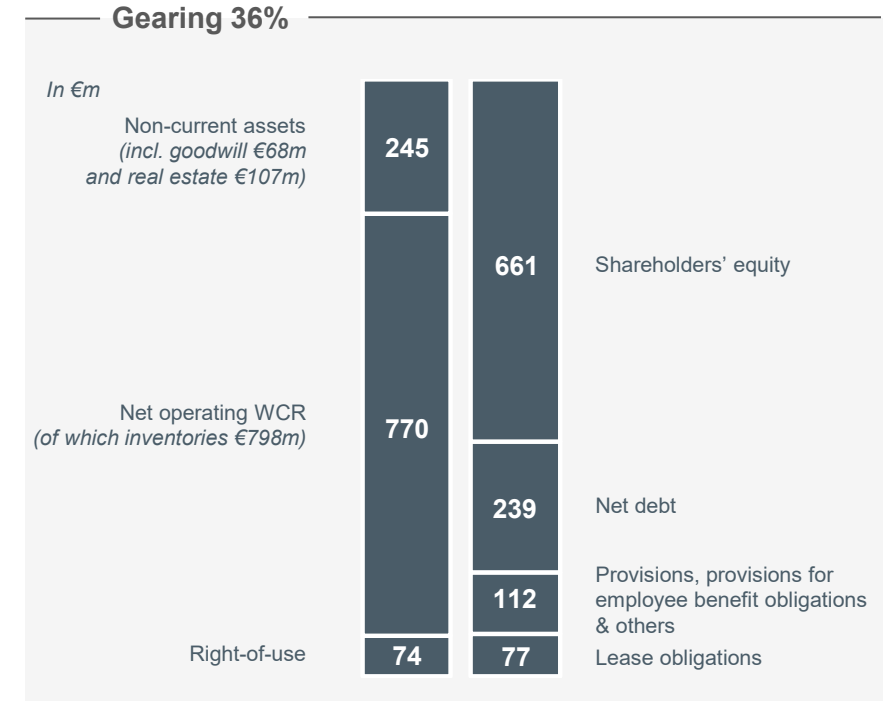
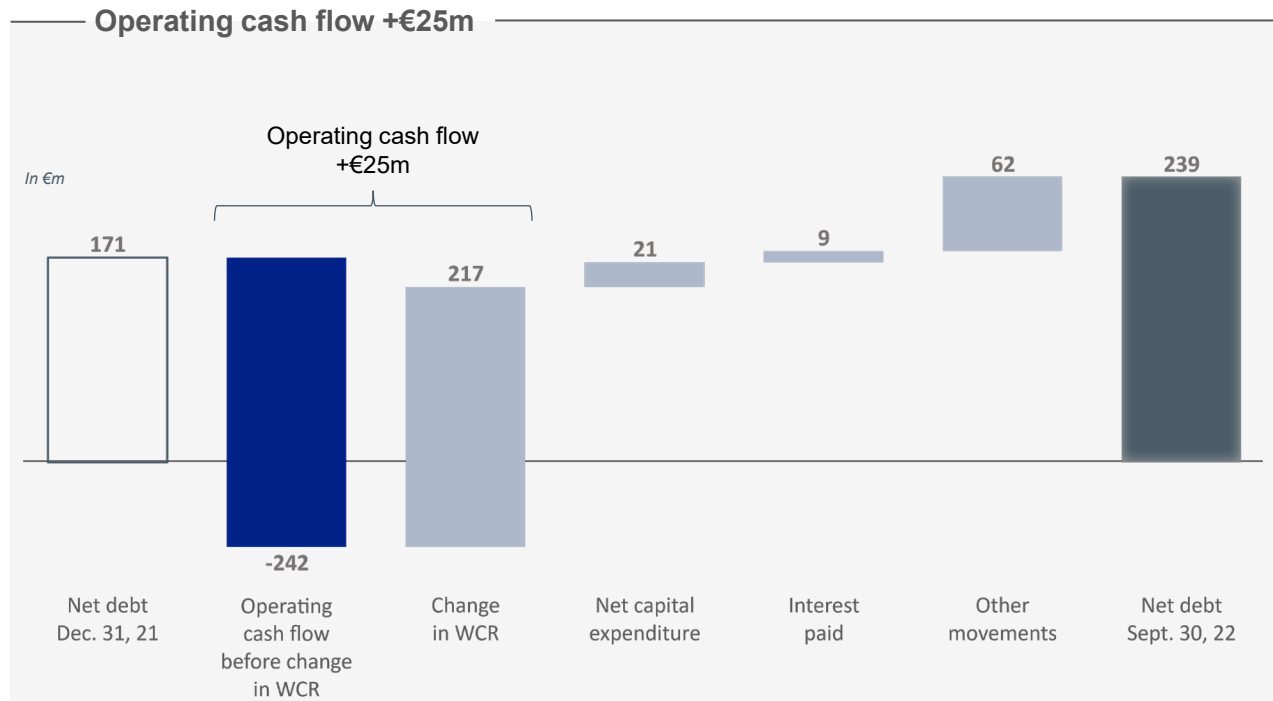


Net income (Group share)



Metrics as of September 30, 2022 (2/2)

Solid financial position



Stock market and shareholder structure

Stock market information at 31.12.2022

Number of shares at end of period	Shares	23,022,739
Market capitalization at end of period	€k	384,940
High	€	25.60
Low	€	12.40
Price at end of period	€	16.72
Average daily trading volume	Shares	21,251
Average daily traded capital	€	396,163

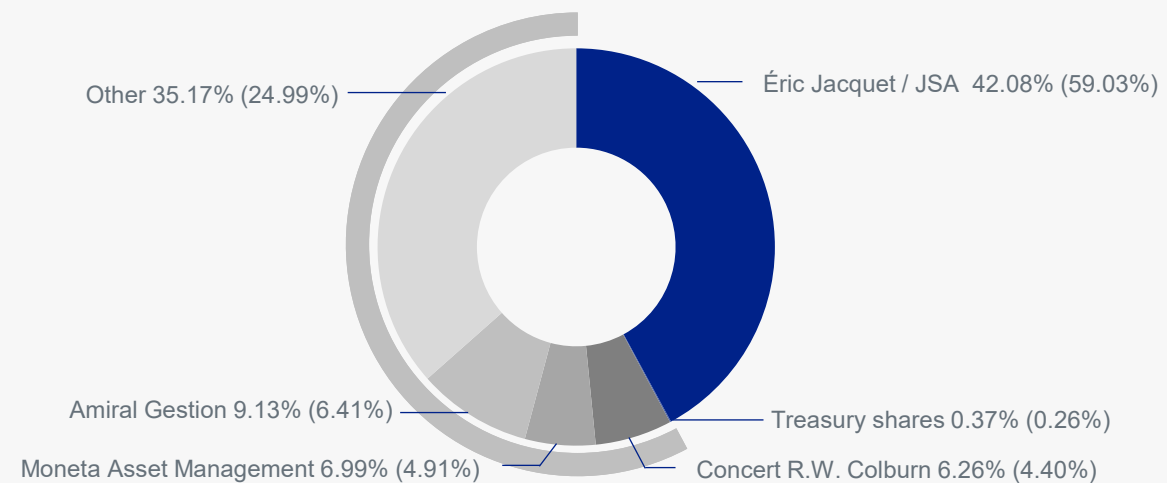
Euronext Paris



ISIN

FR0000033904

Shareholder structure at 30.09.2022 % capital (% voting rights)



Free float





Euronext Paris
ISIN : FR0000033904

