

A European leader in the distribution of special metals



**JACQUET**  
METALS

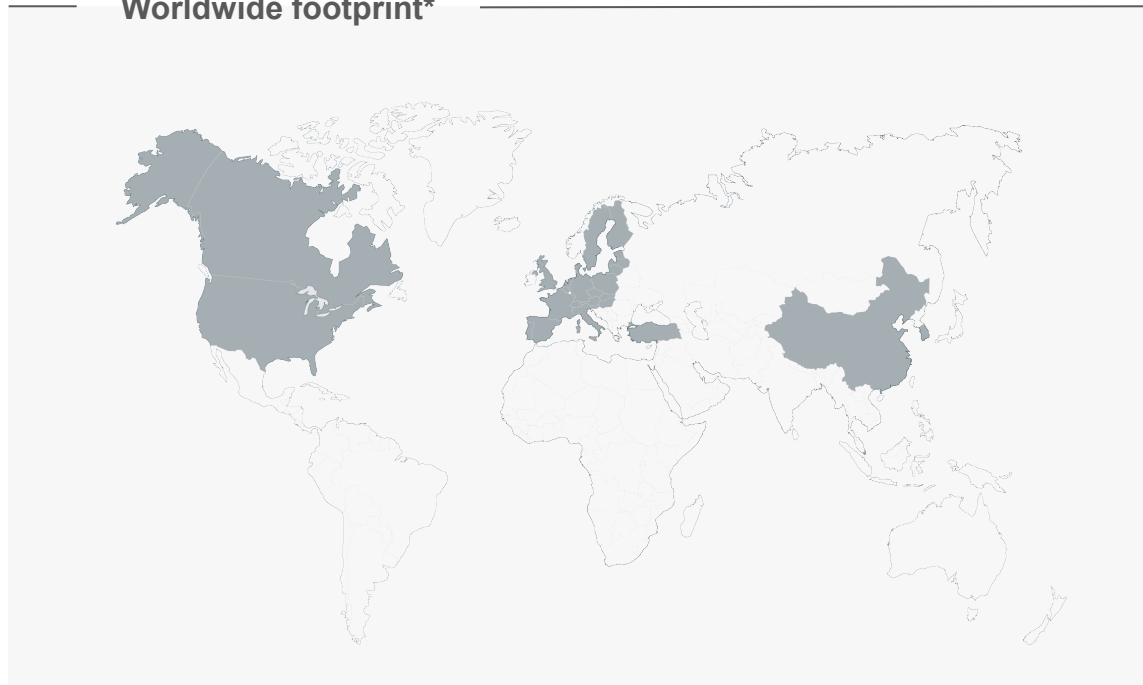
ODDO BHF Forum - January 2024

# Group overview

**Sales LTM: €2.3bn**

**3,393 employees\* - 122 distribution centers\* - 27 countries\***

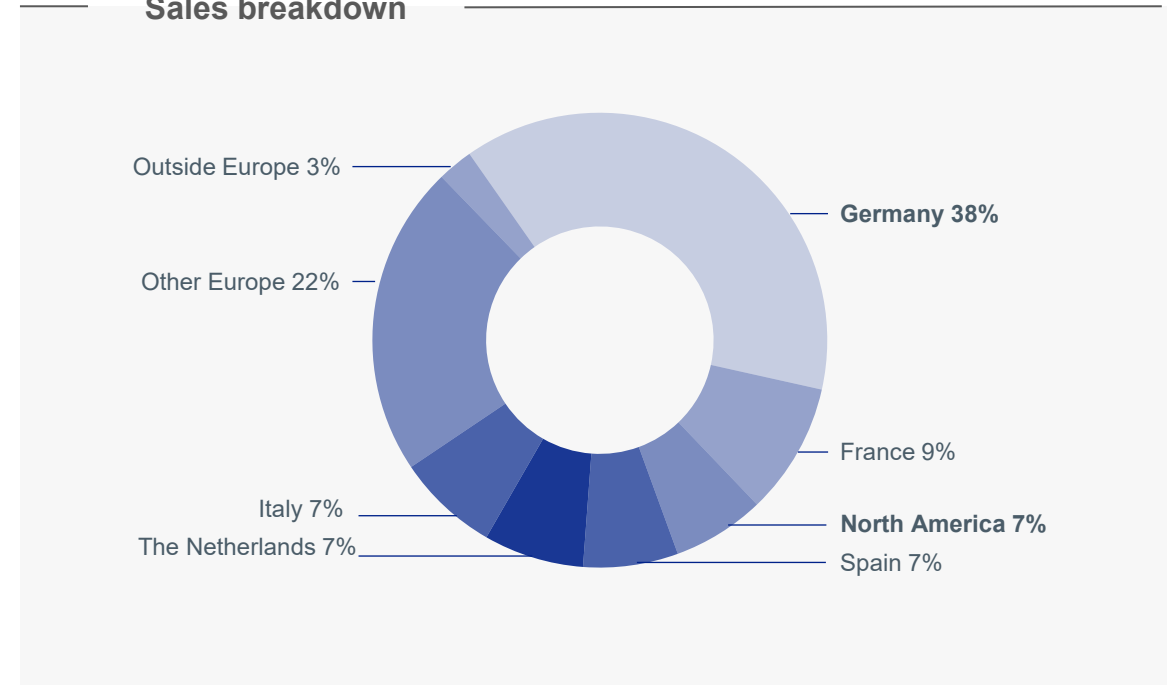
## Worldwide footprint\*



*\* Including companies acquired from Swiss Steel Group on October 31, 2023*

*LTM: Last twelve months as of September 30, 2023*

## Sales breakdown



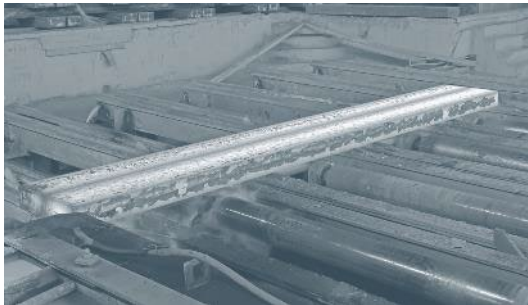
*Breakdown as of September 30, 2023*



# Added value

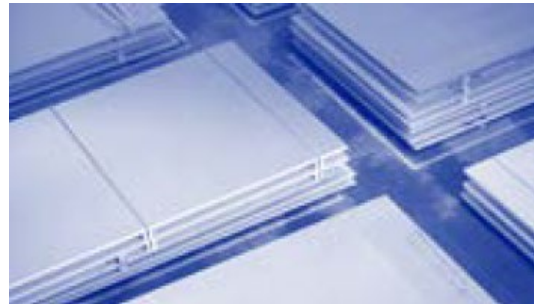
## Suppliers

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



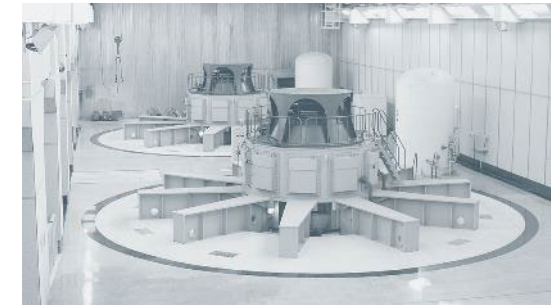
## JACQUET METALS

Purchase prices  
Storage of special metals  
Managing price fluctuations  
Finishing services



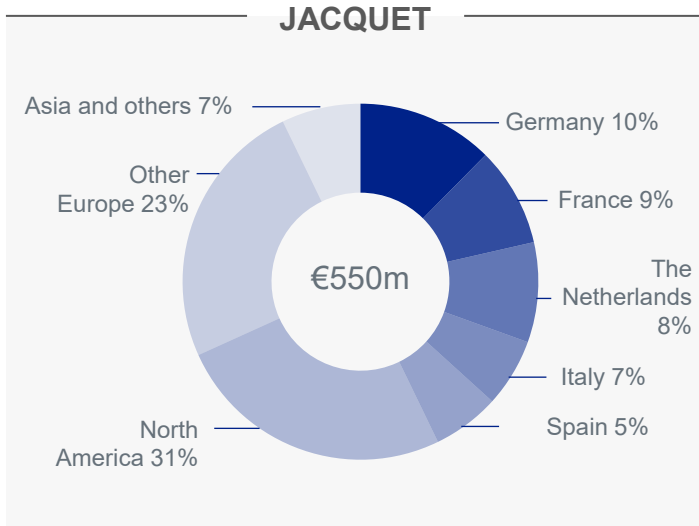
## Customers

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

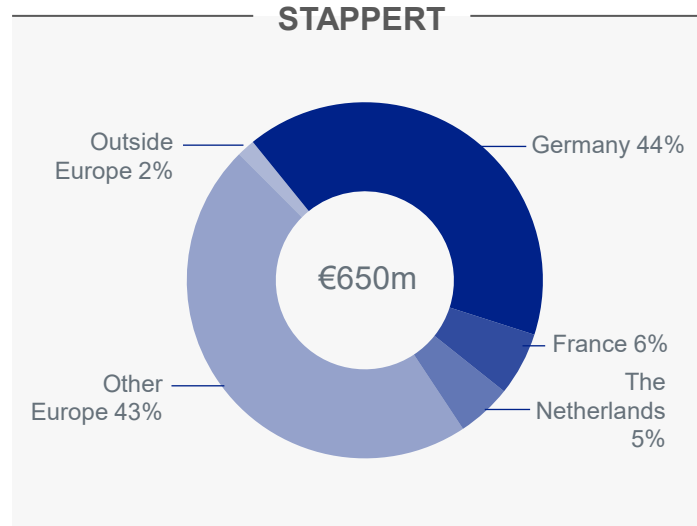


# 3 divisions

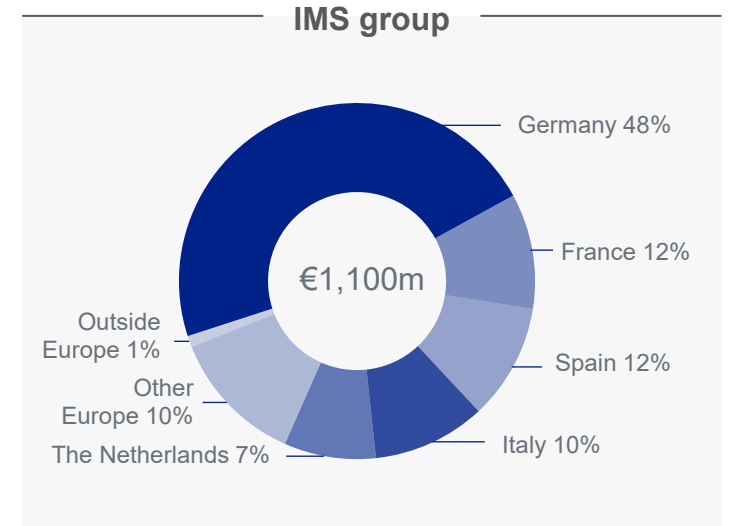
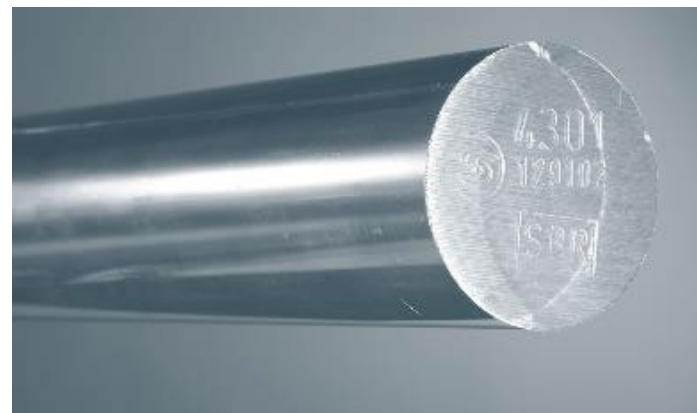
## Sales breakdown\*



Stainless steel quarto plates



Stainless steel long products



Engineering steels



\* LTM sales and sales breakdown as of September 30, 2023



# Sectors

## Stainless steel

### JACQUET

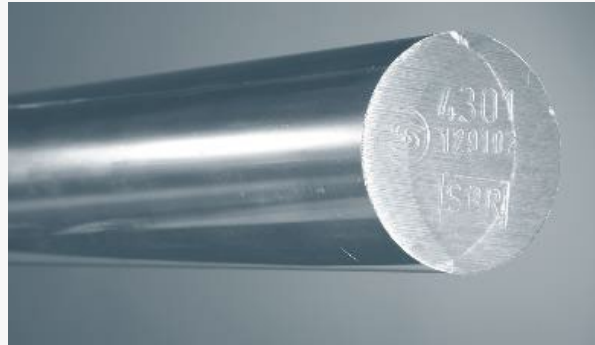
Quarto plates



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

### STAPPERT

Long products



## Engineering steel

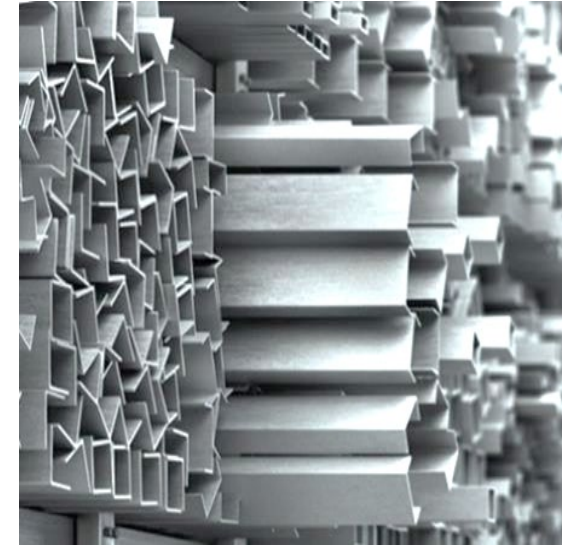
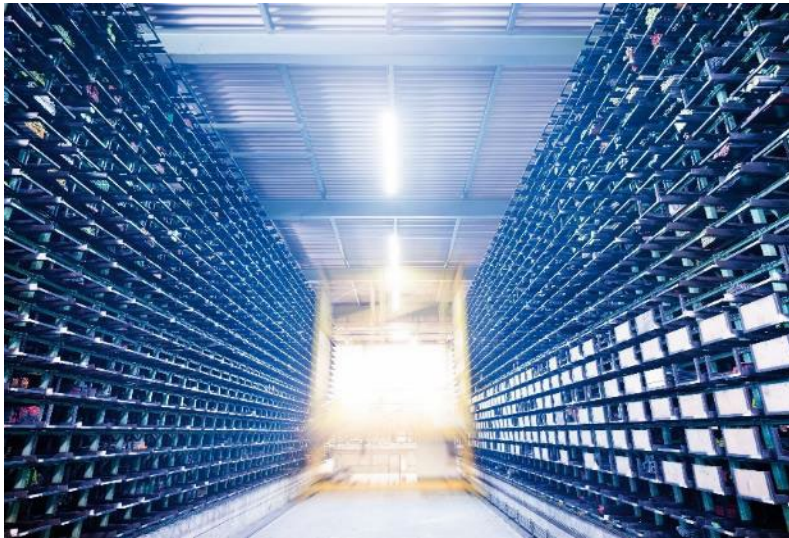
### IMS group



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



## Special metals



# Environmental Responsibility



Inzersdorf, Austria (commissioned in 2023)



**Governance:** 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  
± 7,000 sqm in 2023

## Recycling and circular economy

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

\*Data as of December 31, 2022



## Main development markets



- North America
- Germany
- Italy
- United Kingdom
- Asia





## External growth

### 2023 acquisitions



**1<sup>st</sup> establishment in Italy**  
early 2023

Sales

€10 m



**Aluminum distribution**  
June 2023

€15m



**Strengthening in Central  
and Eastern Europe**  
October 2023

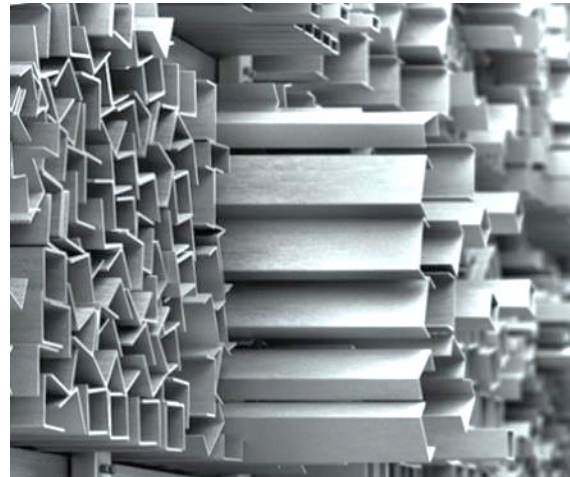
€158m

**DELTA ACCIAI**

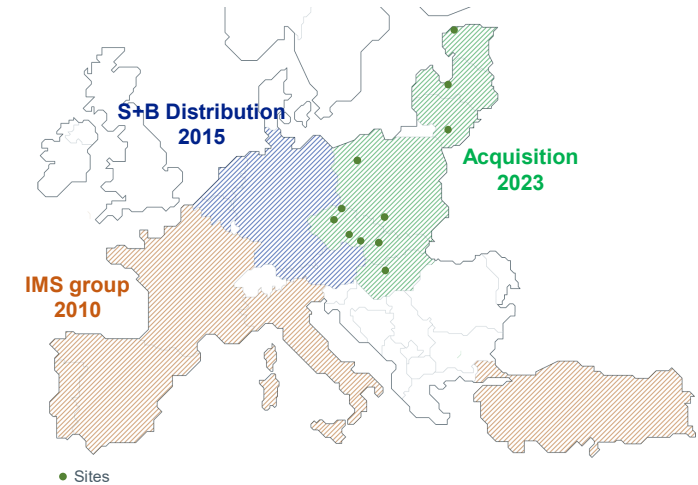


**2 distribution centers**  
(Torino and Milano)

**co-metal**  
cometal Metallhalbzeuge GmbH



**1 distribution center**  
(Stuttgart)



**11 distribution centers**  
(4 in the Czech Republic, 2 in Poland, 1 in Slovakia,  
1 in Hungary, 1 in Lithuania, 1 in Estonia and 1 in Latvia)

# Organic growth

Ongoing projects 2024 – 2026

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Germany 2024



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Canada (Toronto) 2026



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United States (Chicago) 2026



Italy 2024



# 9 months 2023 highlights



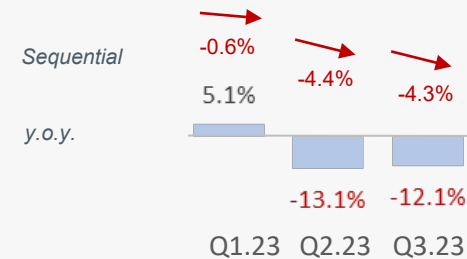
## Market conditions

### Volumes sold

y.o.y.



### Prices



## Performance

### Strong cash flow generation

Sales **€1,764m / -16.7%** vs €2,118m YTD.22

Operating cash flow **€132m**

EBITDA **€118m / 6.7%**

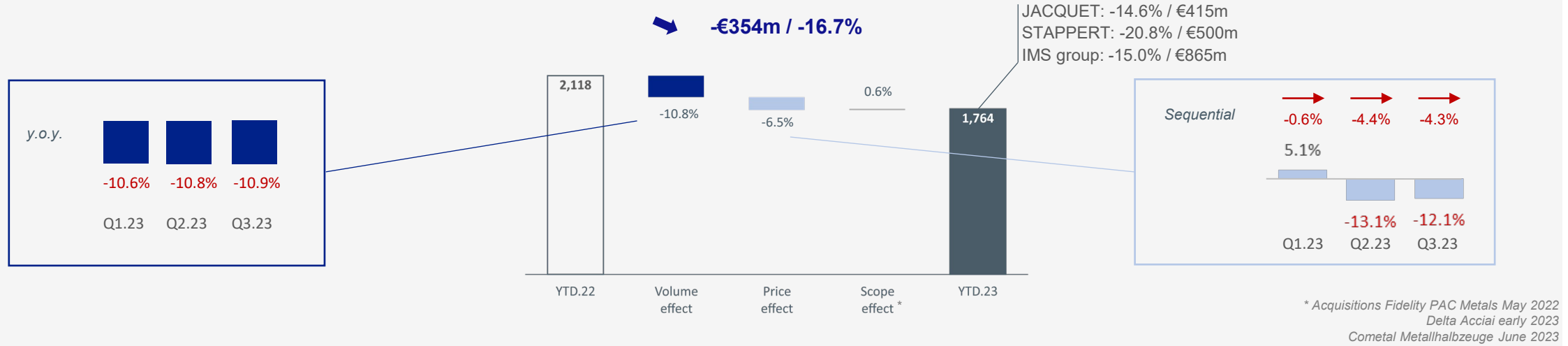
Gearing **34%** vs 35% at 2022 year-end



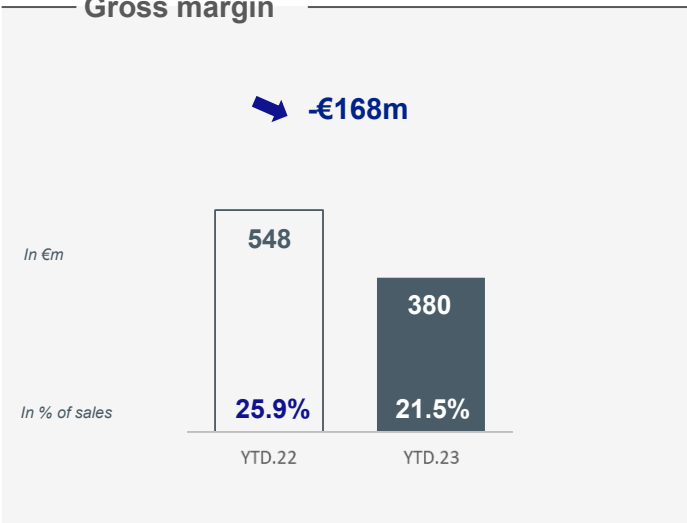
# Metrics as of September 30, 2023 (1/2)

## Activity & results

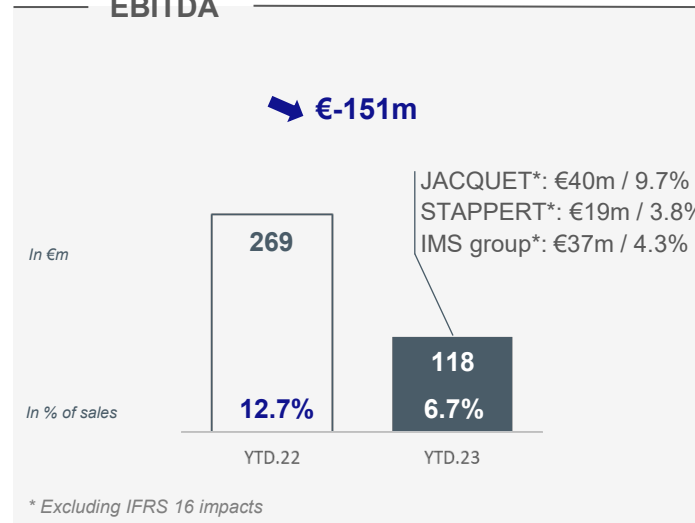
### Sales



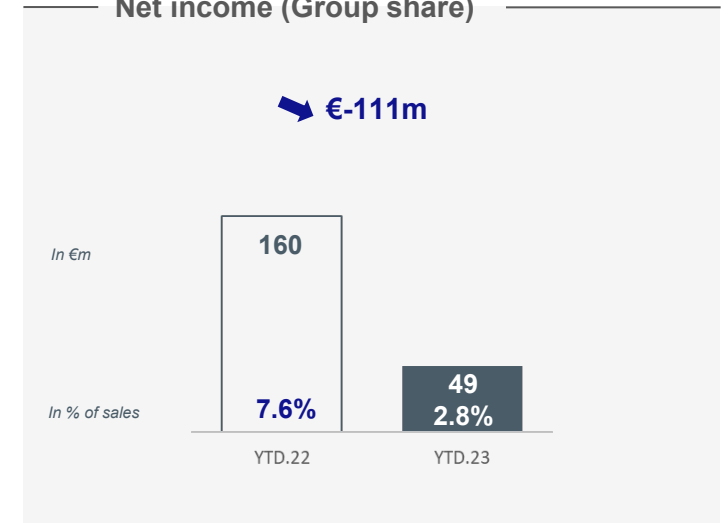
### Gross margin



### EBITDA



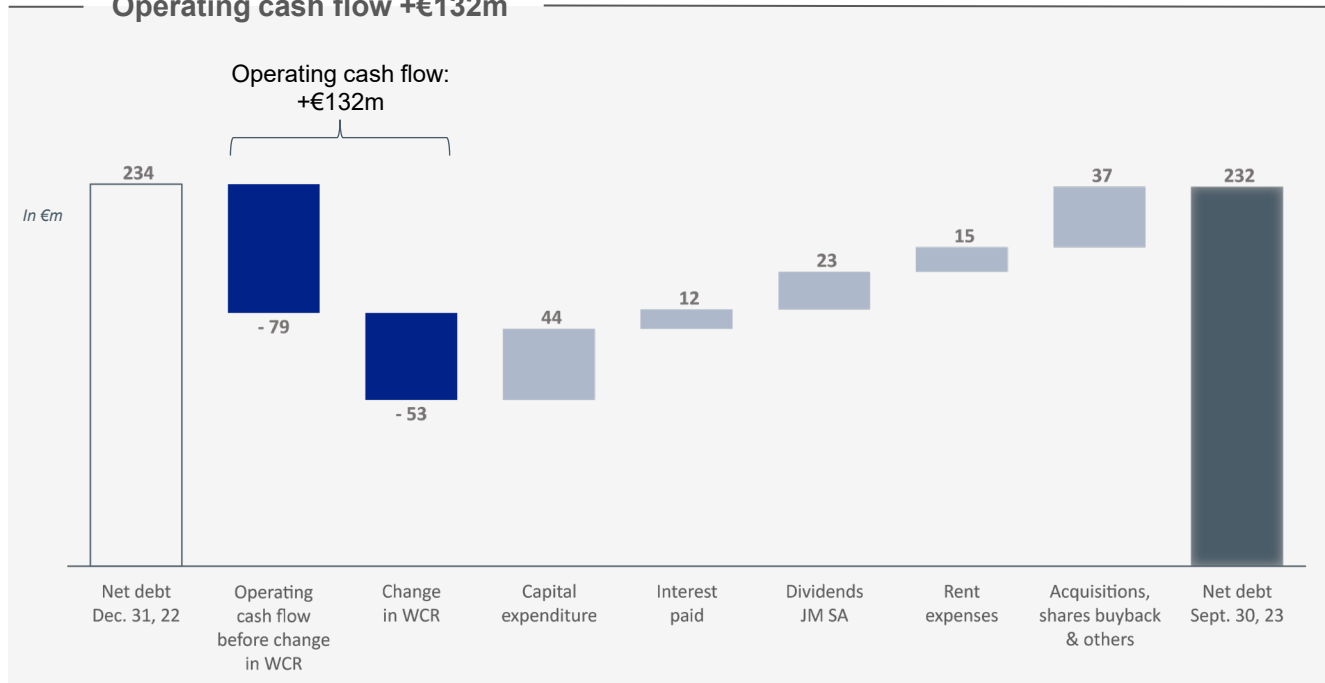
### Net income (Group share)



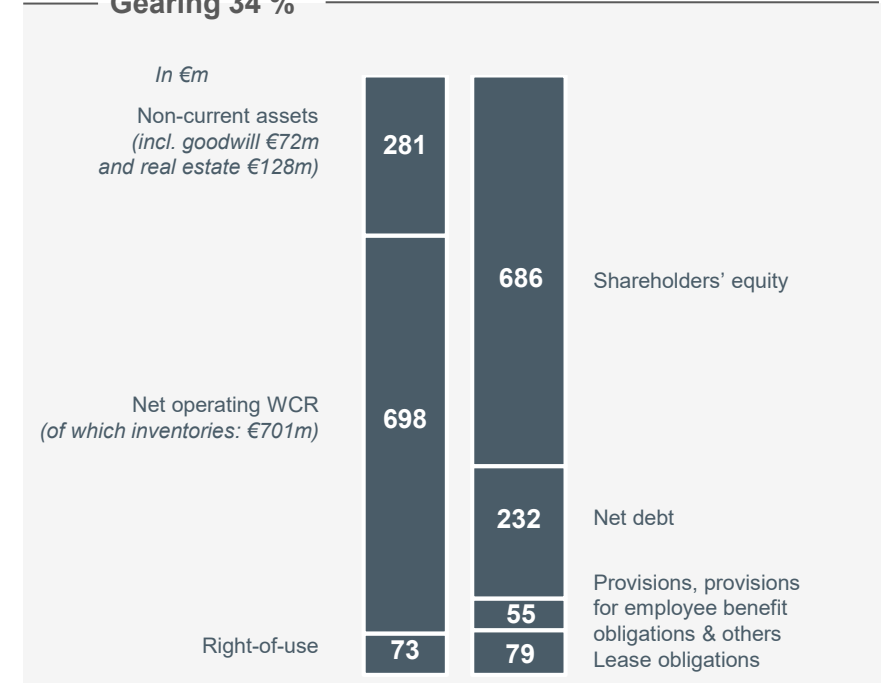
# Metrics as of September 30, 2023 (2/2)

## Solid financial position

### Operating cash flow +€132m



### Gearing 34 %



## Stock market information and shareholder structure

### Stock market information

30.09.2023

9 months

Number of shares at end of period	shares	22,707,209
<b>Market capitalization at end of period</b>	<b>€k</b>	<b>365,586</b>
High	€	20.05
Low	€	15.28
<b>Price at end of period</b>	<b>€</b>	<b>16.10</b>
Average daily trading volume	shares	14,369
Average daily traded capital	€	258,038

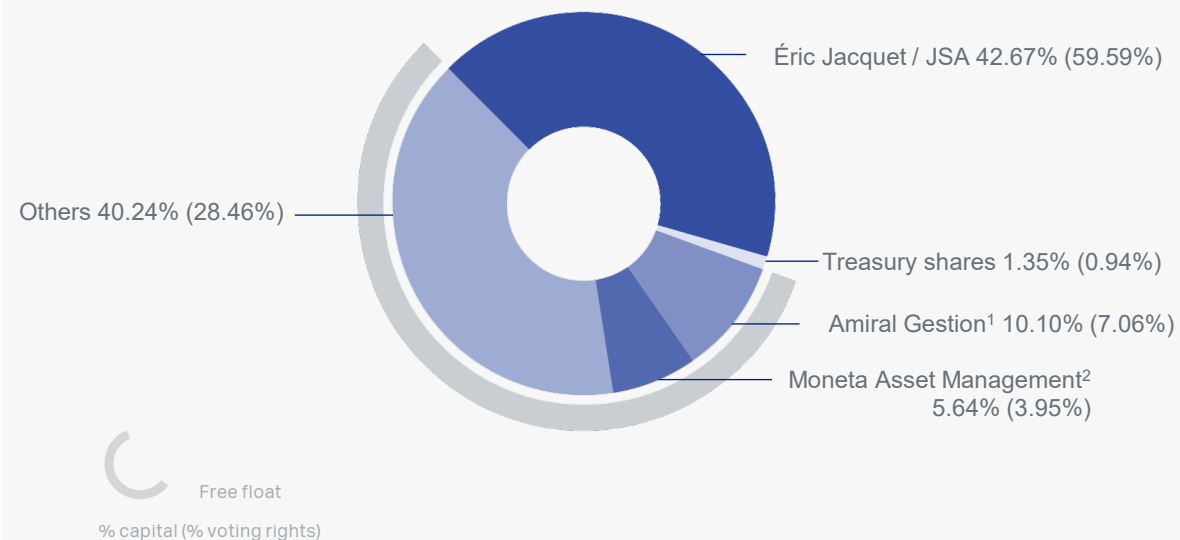
Euronext Paris



ISIN

FR0000033904

### Shareholder structure as of 30.09.2023



<sup>1</sup> Information dated January 19, 2023. As of September 30, 2023, JACQUET METALS SA has not received any additional information.

<sup>2</sup> Information dated August 7, 2023. As of September 30, 2023, JACQUET METALS SA has not received any additional information.





Euronext Paris  
ISIN : FR0000033904

