

JACQUETMETALSERVICE

Forum ODDO MidCap

January 2019

Contact: Thierry PHILIPPE, Group CFO
Email: t.philippe@jacquetmetals.com
Phone: +33 4 37 42 79 14
website: www.jacquetmetalservice.com

A leader in the distribution of specialty steels

AGENDA

1. A leader in the distribution of specialty steels

2. September 30, 2018 financial results

POSITIONING

Commodities steel market 95%

Typology:

Large volume

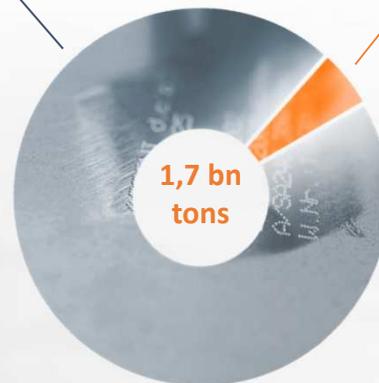
“Volumes” strategy

Players:

Aperam,

ThyssenKrupp Materials,

Kloeckner



Specialty steel market 5%

Typology:

Targeted applications

“Margin” strategy

Players:

Amari Metal,

Ta Chen International,

Jacquet Metal Service



1. A leader in the distribution of specialty steels

ACTIVITY / VALUE ADDED

Suppliers

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

Jacquet Metal Service

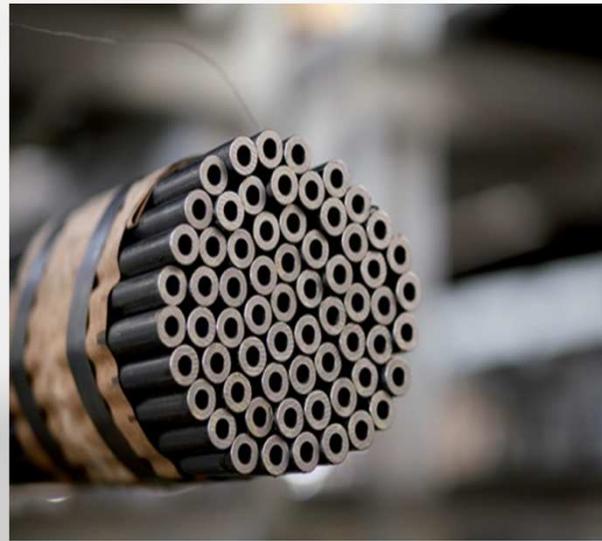
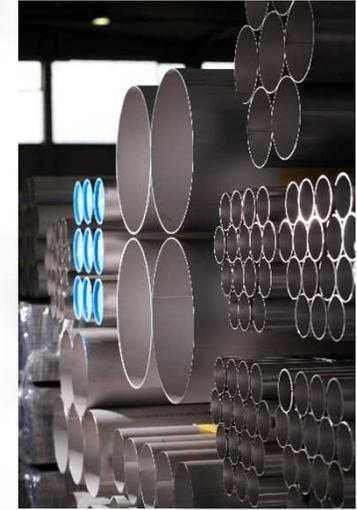
- Purchasing prices
- Storage of specialty steels
- Managing price fluctuations
- Finishing services

Customers

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



SPECIALTY STEELS



1. A leader in the distribution of specialty steels

3 DIVISIONS (PRODUCTS)

Stainless steel and wear-resistant quarto plates

JACQUET

ABRASERVICE



Stainless steel long products



STAPPERT



Engineering steels long products



Applications:

- Chemical
- Agro foods
- Gas treatment & storage
- Environment
- Energy
- Steel works
- Yellow goods
- Mines & quarries, Cement works
- Green goods
- Machinery, lifting
- Waste treatment

- Chemical
- Agro foods
- Gas treatment & storage
- Environment
- Energy

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

3 DIVISIONS (FOOTPRINT)

JACQUET
ABRASERVICE


STAPPERT

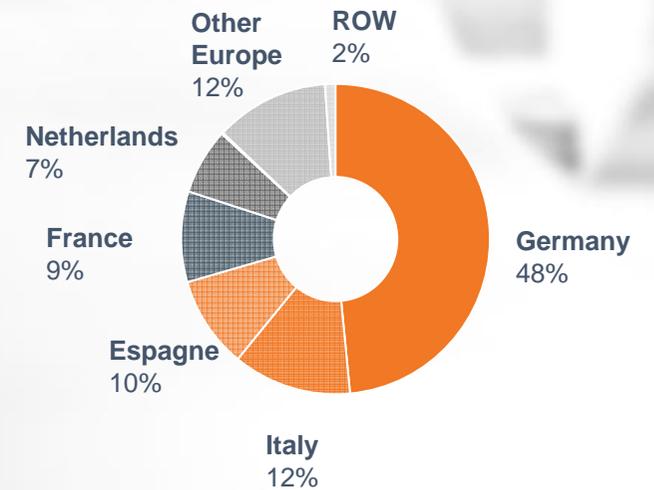
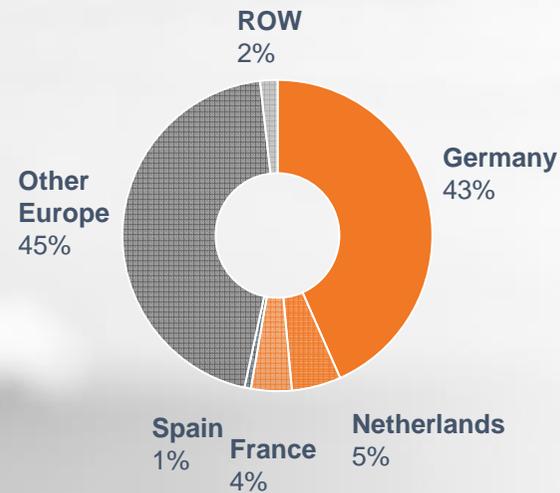
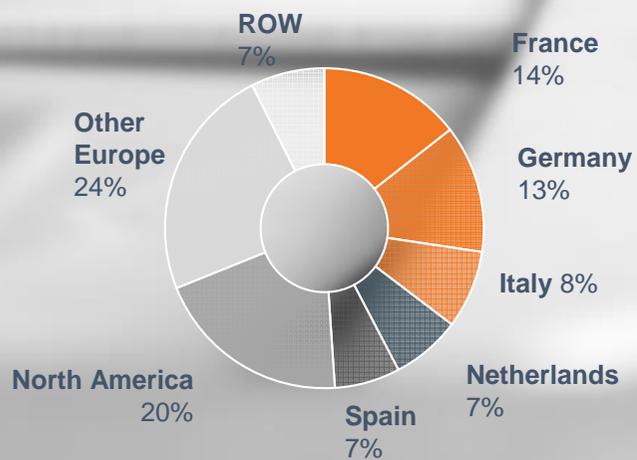

ims

Sales

€400m (21%)

€500m (26%)

€1,000m (53%)



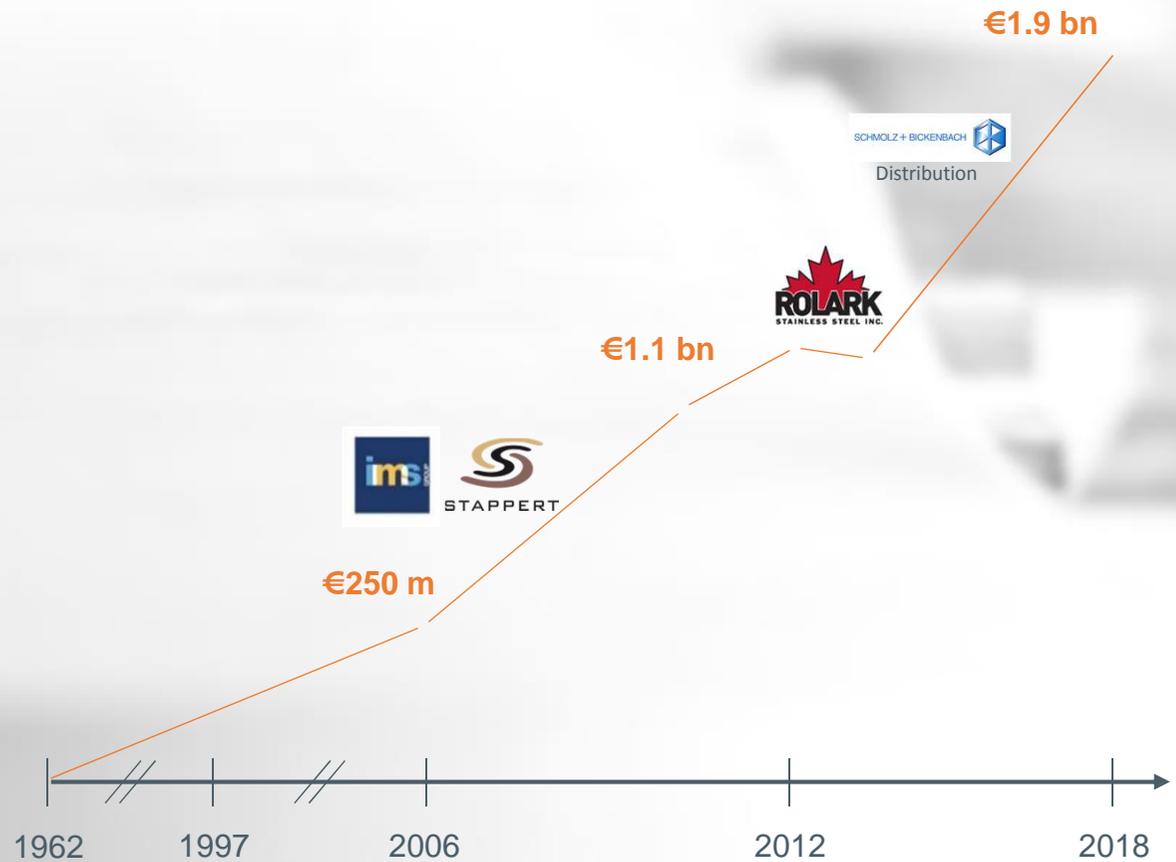
1. A leader in the distribution of specialty steels

HISTORY

Key events

- 2016/2017 Acquisition and integration of S+B Distribution (Germany, The Netherlands, Belgium, Austria)
- 2014 Acquisition of Rolark group (Canada)
- 2013 Acquisition of Finkenholl (Germany)
- 2010/2012 Acquisition and integration of IMS (public offer / 17 companies in 12 countries)
- 2006 Launch of JACQUET in the United States and China
- 1997 JACQUET Metals is listed on the Paris Stock Exchange
- 1994 Eric Jacquet creates Jacquet Industries, which controls 100% of the Group.
- 1962 Foundation of Etablissements JACQUET by Michel Jacquet in Lyon

Sales evolution



1. A leader in the distribution of specialty steels

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)

A european leader, also active in Asia and North America

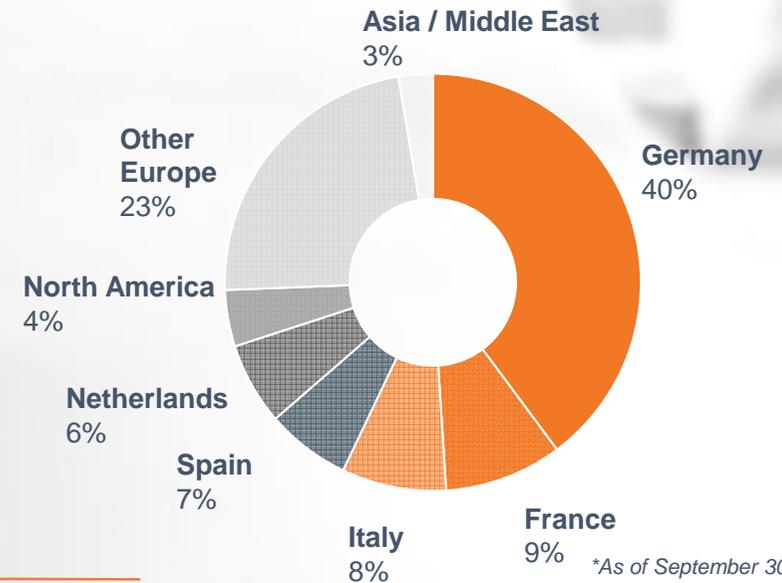


GROUP OVERVIEW

Group key figures

Sales	€ 1.9 bn
Staff	3,300
Distribution centers	110
Countries	25

Sales breakdown*



*As of September 30, 2018

1. A leader in the distribution of specialty steels

FUTURE MAIN DEVELOPMENT AREAS



-
- United States of America
 - Germany
 - Italy
 - United-Kingdom

1. A leader in the distribution of specialty steels

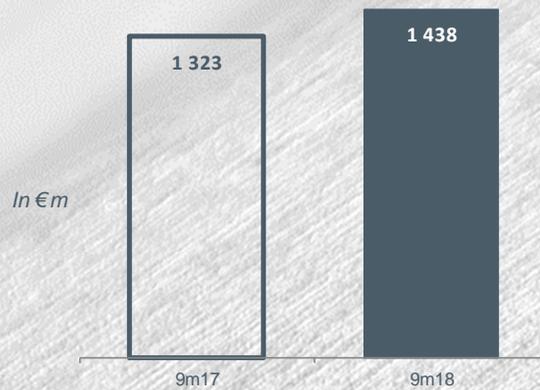
AGENDA

1. **A leader in the distribution of specialty steels**

2. **September 30, 2018 financial results**

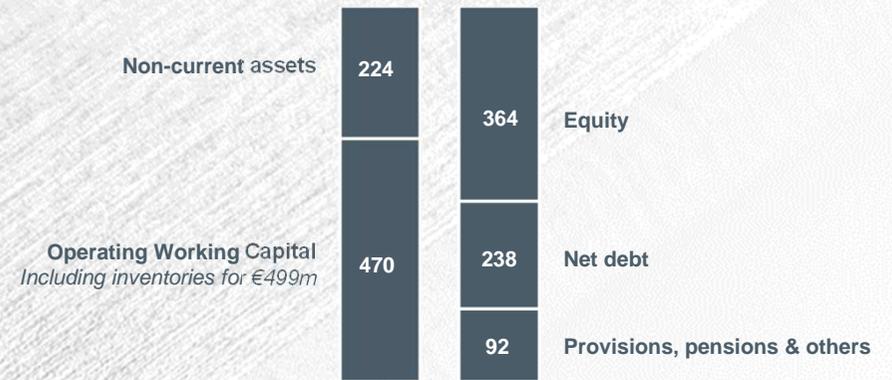
KEY METRICS AS OF SEPTEMBER 30, 2018 (9 months)

Sales €1,438m **+8.6%**

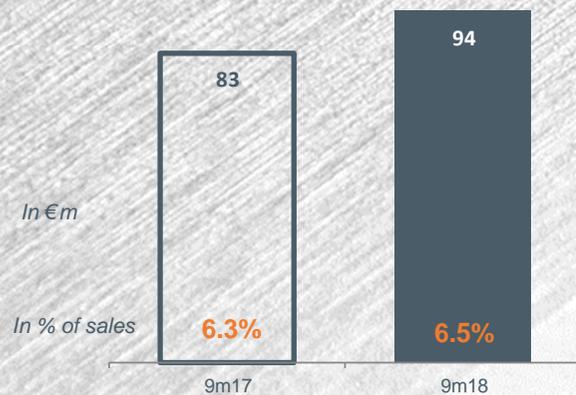


Balance sheet

In €m

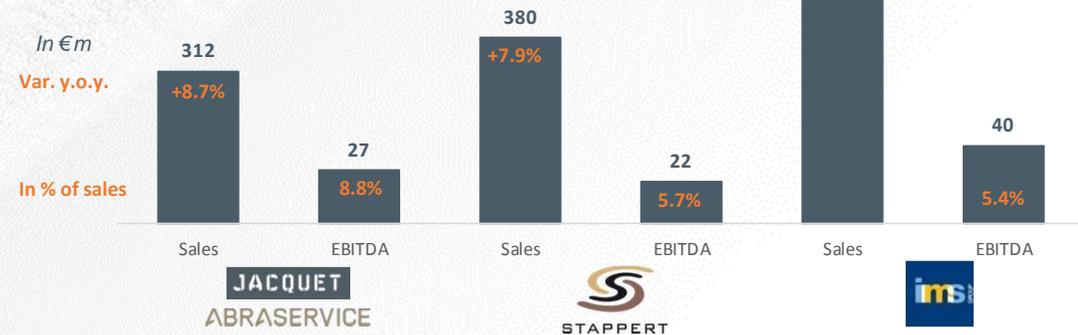


EBITDA : €94m **+13.6%**



Activity by division

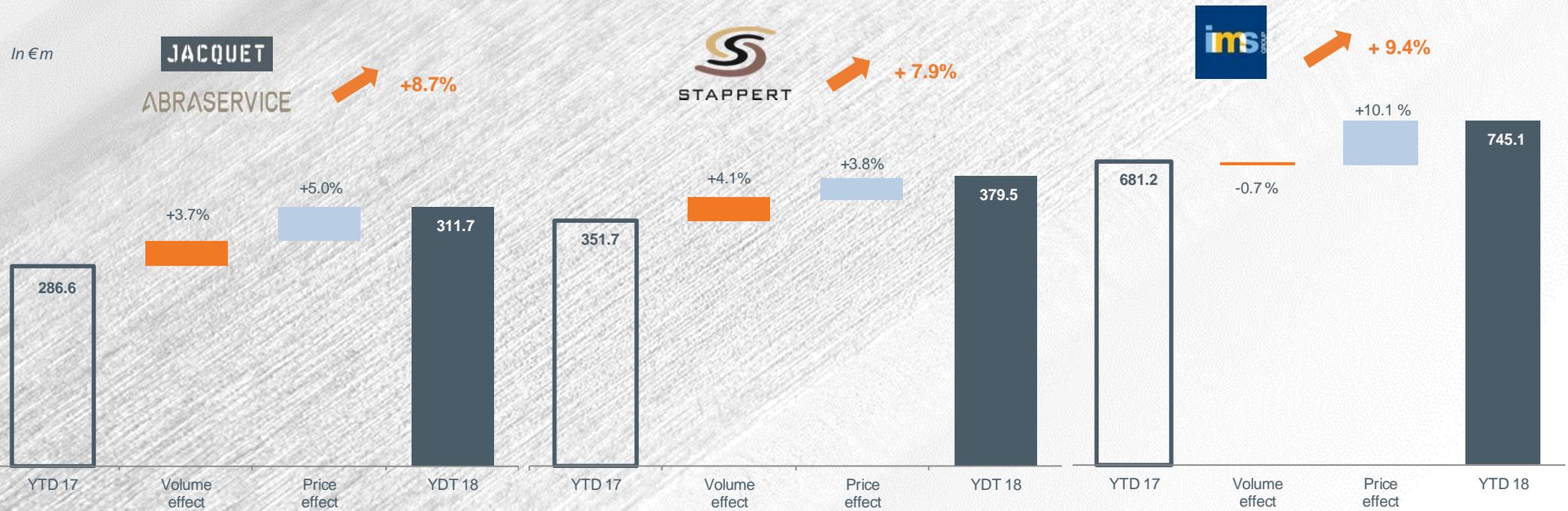
(9 months)



€1,438 m  +8.6%

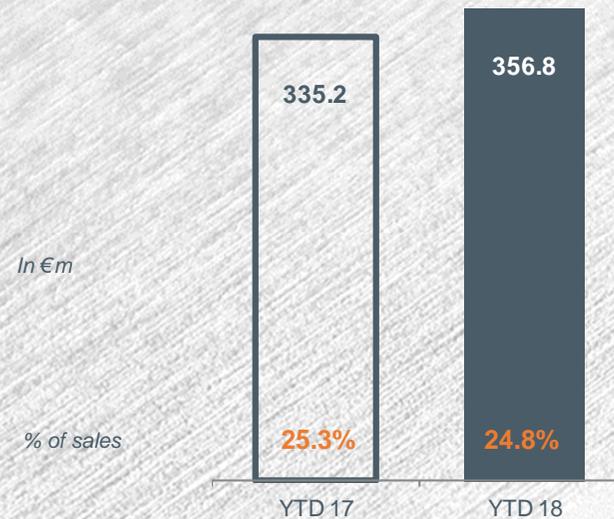


SALES by division

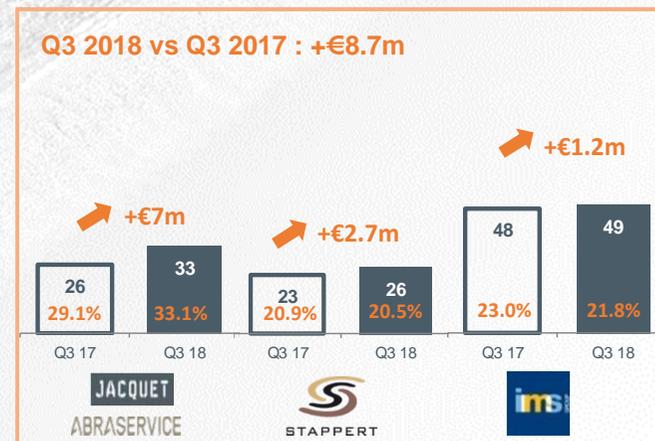


GROSS MARGIN

€357 m (24.8% of sales) ↗ +€22 m

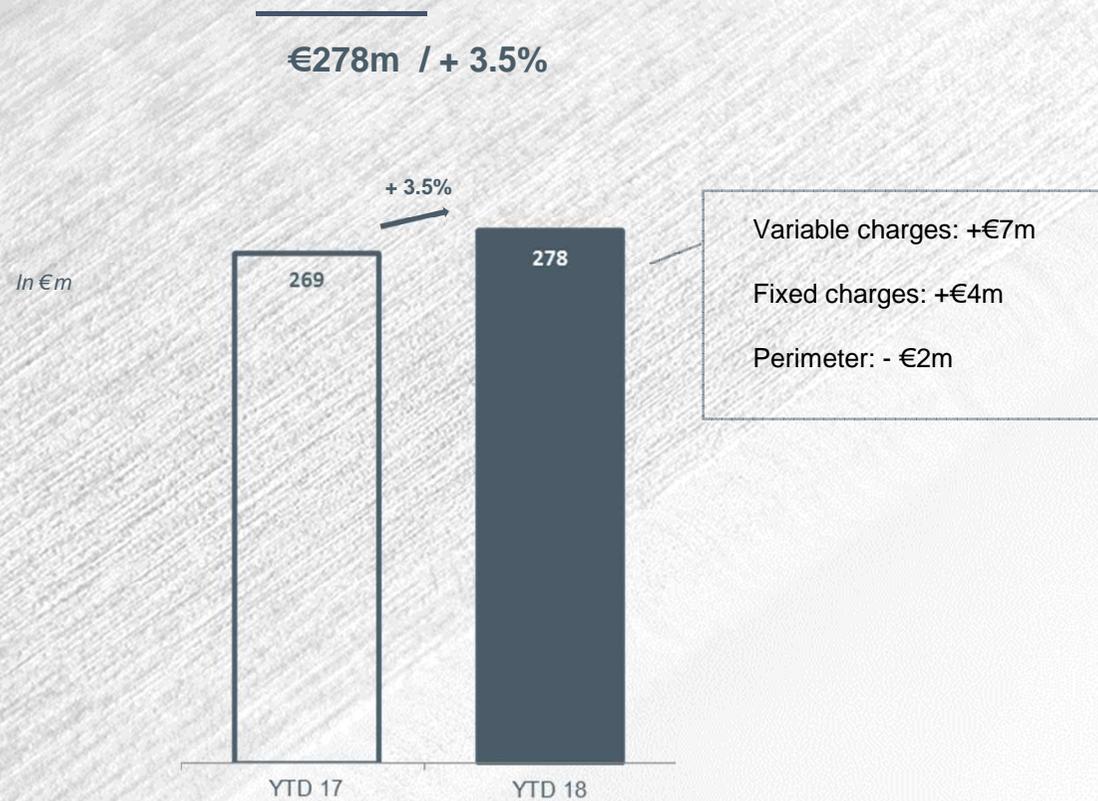


Other variations (scope, etc.): -€3m



Other variations (scope, etc.): -€2.3m

OPERATING EXPENSES

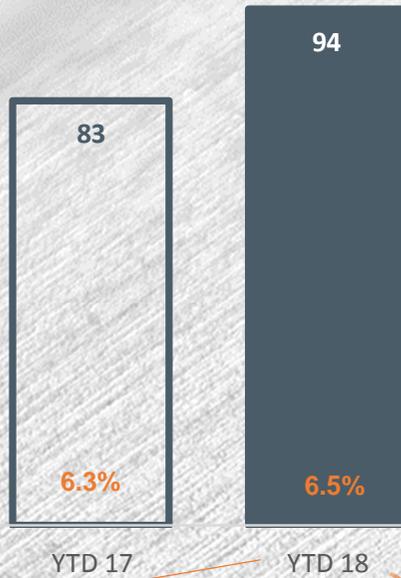


OPERATING RESULT

EBITDA : €94m ➔ +13.6%

Adj. operating income : €79 m ➔ +18.3%

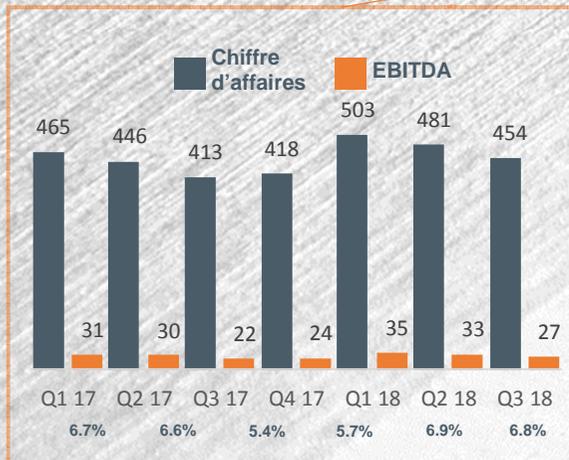
In €m



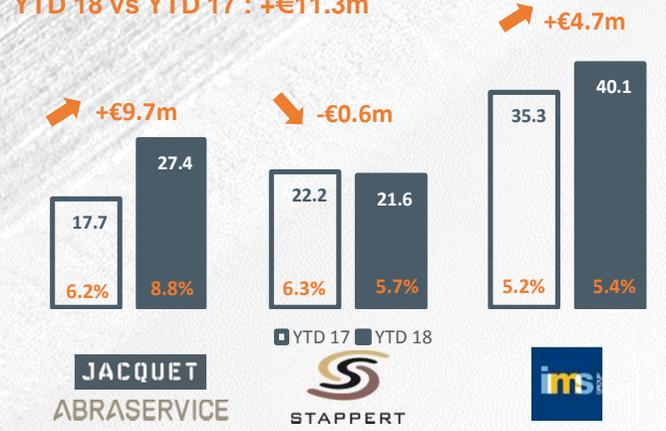
In % sales

YTD 17 YTD 18

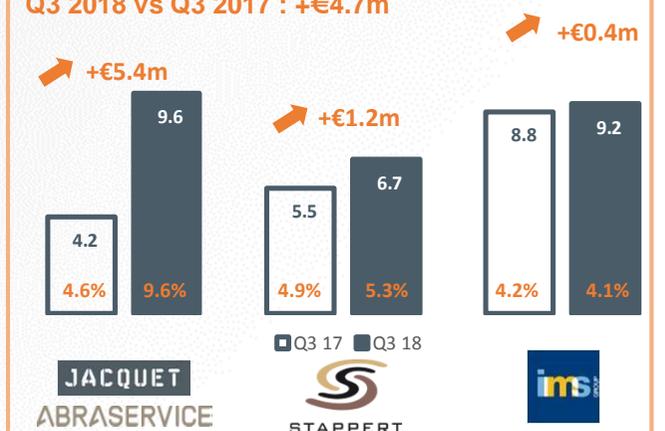
YTD 17 YTD 18



YTD 18 vs YTD 17 : +€11.3m



Q3 2018 vs Q3 2017 : +€4.7m



Other variations (scope, etc.): -€3m

Other variations (scope, etc.): -€2.3m

INCOME STATEMENT

Net income (Group share): €52.4m

(in €m)	Q3 2018	Q3 2017	YTD 18	YTD 17
Sales	453.7	412.5	1 437.7	1 323.2
EBITDA	26.7	22.1	94.1	82.8
<i>% of sales</i>	5.9%	5.4%	6.5%	6.3%
Adjusted operating income	20.9	16.6	78.9	66.7
<i>% of sales</i>	4.6%	4.0%	5.5%	5.0%
Operating income*	20.4	16.8	82.5	66.0
Net income (Group share)	11.8	9.4	52.4	37.1
<i>Earnings per share in circulation (€)</i>	0.49	0.39	2.18	1.55

* The operating income includes a €4 million gain on sales of assets.

BORROWINGS AT 30 SEPTEMBER 2018

Borrowings

- Utilization rate: 52%
- Syndicated revolving loan (*negotiated in June 2017*) : €125m / maturity 2020
- SSD (*set up in February 2018*) : €150m / maturity 2023
- Covenants in compliance

Syndicated revolving loan

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

Schuldscheindarlehen

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

In euros million	Authorized as of 30.09.2018	Used as of 30.09.2018	% used
Jacquet Metal Service SA financing:	426.2	205.4	48%
Syndicated revolving loan	125.0	0.0	0%
Schuldscheindarlehen (private placement of debt instruments under German law)	150.0	150.0	100%
Lines of credit	151.2	55.4	37%
Subsidiary financing	251.9	144.9	58%
Lines of credit	163.4	83.7	51%
Factoring	29.6	2.3	8%
Asset financing (term loans and leasing)	58.9	58.9	100%
Total	678.1	350.3	52%

JACQUETMETALSERVICE

Euronext Paris

ISIN : FR0000033904

JCQ
LISTED
EURONEXT

A leader in the distribution of specialty steels