



PRESS RELEASE

Results as of September 30, 2024

November 6, 2024 - 6.00 PM CET

Sales: €1,543m (-12.6% vs 30.09.23)

EBITDA: €61m (3.9% of sales)

Operating cash-flow: €133m

Market conditions in 2024 were mainly characterized by low demand in all Group markets and a pressure on prices and gross margins:

- Engineering steels distribution (IMS group division) was particularly affected by the slowdown in manufacturing activity in Germany, which led to repercussions on other markets such as Eastern countries or Italy. Volumes distributed by IMS group were thus -9% lower than those of the first nine months of 2023 (Q3 -9.7%) at constant scope, and +1.5% higher (Q3 +1.1%) taking the latest acquisitions into account; The division has already initiated measures to adapt its structure, which will result in a reduction in distribution capacities in Germany (staff and storage areas) of around 30% over the coming quarters.
- The STAPPERT and JACQUET divisions recorded a more limited decline in their volumes, down -2.3% (Q3 +1.8%) and -0.4% (Q3 +3.1%) respectively.

In these conditions, the Group posted **sales** of €1,543 million, down -12.6% compared to September 30, 2023, while **gross margin** represented 21.4% of sales, compared to 21.5% a year earlier.

EBITDA amounted to €61 million, representing 3.9% of sales compared to 6.7% as of September 30, 2023.

Net income (Group share) came to €4 million.

In this context, the Group generated **operating cash-flow** of €133 million. As of September 30, 2024, **shareholders' equity** amounted to €658 million with a net debt to equity ratio (**gearing**) of 30% (31% at 2023 year-end).

Capital expenditure (excluding external growth) came to €53 million, notably dedicated to the acquisition of a site operated by the IMS group division in Italy (Q1 2024) and 3 distribution centers for the JACQUET division, located in the Netherlands (Q3 2024), in Canada in the Edmonton region (Q3 2024) and in the United-States in the Los Angeles region (Q3 2024).

Furthermore, in early 2024, IMS group completed the **acquisition** of the Italian company COMMERCIALE FONDI (2023 sales: €31 million), which specializes in aluminum distribution.

In Q4 2024, market conditions are not expected to improve compared to those observed in Q3 2024.

Amid an economic environment that remains uncertain, the Group will focus on managing its working capital and costs, maintaining its financial strength, and pursuing its investment and development policy.



Results as of September 30, 2024

On November 6, 2024, the Board of Directors, chaired by Éric Jacquet, approved the consolidated financial statements as of September 30, 2024.

€m	Q3 2024	Q3 2023	30.09.24 9 months	30.09.23 9 months
Sales	469	494	1,543	1,764
Gross margin	106	95	330	380
% of sales	22.5%	19.3%	21.4%	21.5%
EBITDA*	22	18	61	118
% of sales	4.7%	3.6%	3.9%	6.7%
Adjusted operated income*	10	7	28	91
% of sales	2.2%	1.5%	1.8%	5.2%
Operating income	10	8	34	92
Net income (Group share)	0.5	0.0	4	49

* Adjusted for non-recurring items.

Consolidated sales amounted to €1,543 million, down -12.6% compared to September 30, 2023, including the following effects:

- volumes sold: -5.1% (Q3 -3.4%);
- prices: -12.7% (Q3 -7.3% and +1.2% vs Q2 2024);
- scope: +5.3% (Q3 +5.6%) following the acquisitions completed in 2023 and 2024.

Gross margin amounted to €330 million representing 21.4% of sales (Q3 22.5%), compared to €380 million a year earlier (21.5% of sales).

Current operating expenses* amounted to €270 million compared to €262 million as of September 30, 2023. The expenses related to the new companies (2023 and 2024 acquisitions) contributed €16 million to the increase in the current operating expenses. At constant scope, current operating expenses were down by 3%.

* excluding depreciation, amortization €(32)m and provisions €0m

EBITDA amounted to €61 million and represented 3.9% of sales compared to €118 million as of September 30, 2023 (6.7% of sales).

Adjusted operating income amounted to €28 million (1.8% of sales).

After recognizing a provisional badwill of €4.4 million at the beginning of the year, the **Net income (Group share)** amounted to €4.1 million.



Financial position as of September 30, 2024

During the first 9 months of 2024, the Group generated positive **operating cash-flow** of €133 million.

Operating working capital amounted to €595 million (29% of sales), compared to €657 million at 2023 year-end (28% of sales), with inventories down by €79 million over the period (€599 million at the end of September 2024 compared to €677 million at 2023 year-end).

After the dividend payment, share buybacks, the financing of the capital expenditure and the acquisition of the company COMMERCIALE FOND, **net debt** stood at €196 million, compared to €210 million at 2023 year-end, with shareholders' equity of €658 million, resulting in a net debt to equity ratio (gearing) of 30%, compared to 31% at 2023 year-end.

As of September 30, 2024, **cash** amounted to €337 million while lines of credit totaled €983 million (of which €450 million are unused).



Results as of September 30, 2024 by division

JACQUET METALS markets its products through a portfolio of three divisions, each of which targets specific customers and markets:

Stainless steel quarto plates



Stainless steel long products



Engineering metals



€m	Q3 2024			30.09.24 9 months		
	JACQUET Stainless steel quarto plates	STAPPERT Stainless steel long products	IMS group Engineering metals	JACQUET Stainless steel quarto plates	STAPPERT Stainless steel long products	IMS group Engineering metals
Sales	109	133	230	352	422	781
Change 2024 vs 2023	-6.4%	-5.7%	-4.2%	-15.2%	-15.6%	-9.7%
Price effect	-9.5%	-7.5%	-6.0%	-14.8%	-13.3%	-11.4%
Volume effect	+3.1%	+1.8%	-9.7%	-0.4%	-2.3%	-9.0%
Scope effect	n.a.	n.a.	+11.5%	n.a.	n.a.	+10.7%
EBITDA^{1 2}	4	6	3	14	12	12
% of sales	3.9%	4.9%	1.4%	3.9%	2.7%	1.6%
Adjusted operating income²	2	6	0	8	9	8
% of sales	2.1%	4.4%	0.2%	2.2%	2.2%	1.0%

¹ Excluding IFRS 16 impacts. As of September 30, 2024, non-division operations (mainly holding companies and real-estate companies) and the application of IFRS 16 - Leases contributed €6 million and €17 million to EBITDA respectively.

² Adjusted for non-recurring items.
n.a.: Not applicable.



JACQUET

The division specializes in the distribution of stainless steel quarto plates. It generates 64% of its sales in Europe and 31% in North America.

Sales amounted to €352 million, down -15,2% from €415 million as of September 30, 2023:

- volumes sold: -0.4% (Q1 -5.3%; Q2 +2.6%; Q3 +3.1%);
- prices: -14.8% (Q1 -17.4%; Q2 -16.6%; Q3 -9.5% and +2.9% vs Q2 2024).

Gross margin amounted to €91 million, representing 25.9% of sales, compared to €118 million as of September 30, 2023 (28.3% of sales).

EBITDA amounted to €14 million, representing 3.9% of sales, compared to €40 million as of September 30, 2023 (9.7% of sales).

€m	Q3 2024	Q3 2023	30.09.24 9 months	30.09.23 9 months
Sales	109.4	116.8	352.0	415.2
Change 2024 vs 2023	-6.4%		-15.2%	
Price effect	-9.5%		-14.8%	
Volume effect	+3.1%		-0.4%	
Gross margin	28.9	29.5	91.1	117.6
% of sales	26.4%	25.2%	25.9%	28.3%
EBITDA	4.3	5.6	13.8	40.3
% of sales	3.9%	4.8%	3.9%	9.7%
Adjusted operating income	2.3	3.6	7.9	34.5
% of sales	2.1%	3.1%	2.2%	8.3%



STAPPERT

The division specializes in the distribution of stainless steel long products mainly in Europe. It generates 43% of its sales in Germany, the largest European market.

Sales amounted to €422 million, down -15.6% from €500 million as of September 30, 2023:

- volumes sold: -2.3% (Q1 -7.0%; Q2 -0.6%; Q3 +1.8%);
- prices: -13.3% (Q1 -17.3%; Q2 -12.9%; Q3 -7.5% and +1.0% vs Q2 2024).

Gross margin amounted to €76 million, representing 18.0% of sales, compared to €84 million as of September 30, 2023 (16.8% of sales).

EBITDA amounted to €12 million, representing 2.7% of sales, compared to €19 million as of September 30, 2023 (3.8% of sales).

€m	Q3 2024	Q3 2023	30.09.24 9 months	30.09.23 9 months
Sales	133.2	141.2	421.8	499.6
Change 2024 vs 2023	-5.7%		-15.6%	
Price effect	-7.5%		-13.3%	
Volume effect	+1.8%		-2.3%	
Gross margin	27.3	21.2	75.9	84.1
% of sales	20.5%	15.0%	18.0%	16.8%
EBITDA	6.5	1.7	11.6	19.2
% of sales	4.9%	1.2%	2.7%	3.8%
Adjusted operating income	5.8	0.7	9.3	17.5
% of sales	4.4%	0.5%	2.2%	3.5%



IMS group

The division specializes in the distribution of engineering metals, mostly in the form of long products. It generates 42% of its sales in Germany, the largest European market.

Engineering steels distribution (IMS group division) was particularly affected by the slowdown in manufacturing activity in Germany, which led to repercussions on other markets such as Eastern countries or Italy. Volumes distributed by IMS group were thus -9% lower than those of the first nine months of 2023 (Q3 -9.7%) at constant scope, and +1.5% higher (Q3: +1.1%) taking the latest acquisitions into account; The division has already initiated measures to adapt its structure, which will result in a reduction in distribution capacities in Germany (staff and storage areas) of around 30% over the coming quarters.

Furthermore, in early 2024, the IMS group division strengthened its positions in Italy with the acquisition of the company COMMERCIALE FONDI, which specializes in aluminum distribution with 4 logistics centers located in Modena, Milan, Turin, and Padua.

Sales amounted to €781 million, down -9.7% from €865 million as of September 30, 2023:

- volumes sold: -9.0% (Q1 -8.2%; Q2 -9.4%; Q3 -9.7%);
- prices: -11.4% (Q1 -15.8%; Q2 -10.7%; Q3 -6.0% and +0.7% vs Q2 2024);
- scope: +10.7% (Q1 +9.2%; Q2 +12.1%; Q3 +11.5%) following the acquisitions completed in 2023 and 2024.

Gross margin amounted to €163 million, representing 20.9% of sales, compared to €178 million as of September 30, 2023 (20.6% of sales).

EBITDA amounted to €12 million, representing 1.6% of sales, compared to €37 million as of September 30, 2023 (4.3% of sales).

€m	Q3 2024	Q3 2023	30.09.24 9 months	30.09.23 9 months
Sales	229.9	240.1	781.3	864.7
Change 2024 vs 2023	-4.2%		-9.7%	
Price effect	-6.0%		-11.4%	
Volume effect	-9.7%		-9.0%	
Scope effect	+11.5%		+10.7%	
Gross margin	49.4	44.5	163.3	178.1
% of sales	21.5%	18.5%	20.9%	20.6%
EBITDA	3.1	2.7	12.3	37.0
% of sales	1.4%	1.1%	1.6%	4.3%
Adjusted operating income	0.5	1.5	7.8	34.3
% of sales	0.2%	0.6%	1.0%	4.0%



Financial analysts meeting (French language): November 6, 2024 – 6.15 PM CET

Access

[click here](#)

Financial communication schedule

2024 annual results

March 12, 2025

Investors and shareholders may obtain complete financial information from the Company's website at: jacquetmetals.com.



Summary consolidated income statement

€k	30.09.24 9 months	30.09.23 9 months
Sales	1,542,504	1,764,440
Gross margin	330,340	379,874
% of sales	21.4%	21.5%
Operating expenses	(269,825)	(261,564)
Net depreciation and amortization	(32,424)	(29,931)
Net provisions	341	3,012
Gains / losses on disposals of non-current assets	1,117	303
Other non-current income / (expenses)	4,401	-
Operating income	33,950	91,694
Financial result	(14,355)	(13,841)
Income before tax	19,595	77,853
Corporate income tax	(12,943)	(25,033)
Consolidated net income	6,652	52,820
Net income (Group share)	4,093	49,236
Earnings per share in circulation (€)	0.19	2.17
Operating income	33,950	91,694
Non-recurring items and gains / losses on disposals	(5,518)	(303)
Adjusted operating income	28,432	91,391
% of sales	1.8%	5.2%
Net depreciation and amortization	32,424	29,931
Net provisions	(341)	(3,012)
Non-recurring items	-	-
EBITDA	60,515	118,310
% of sales	3.9%	6.7%

Sales

Consolidated sales amounted to €1,543 million, down -12.6% compared to September 30, 2023.

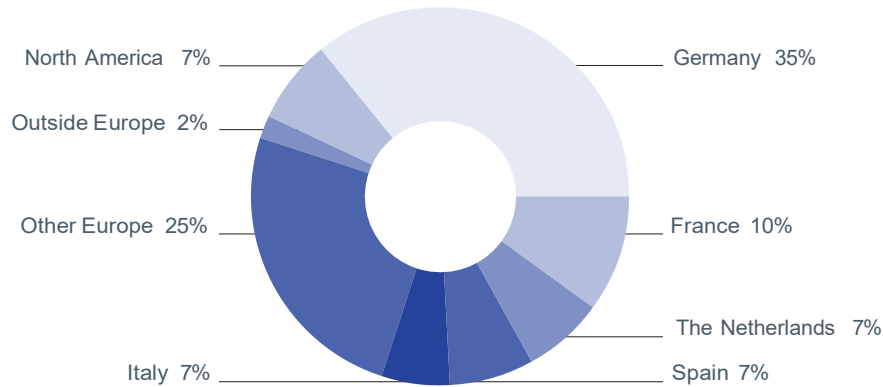
€m	Q3 2024	Q3 2023	30.09.24 9 months	30.09.23 9 months
Sales	469	494	1,543	1,764
Change 2024 vs 2023	-5.1%		-12.6%	
Price effect	-7.3%		-12.7%	
Volume effect	-3.4%		-5.1%	
Scope effect	+5.6%		+5.3%	

The various effects are calculated as follows:

- volume effect = $(V_n - V_{n-1}) \times P_{n-1}$, where V = volumes and P = average sale price converted into euros at the average exchange rate;
- price effect = $(P_n - P_{n-1}) \times V_n$;
- the exchange rate effect is included in the price effect. There was no significant impact as of September 30, 2024;
- change in consolidation (current year acquisitions and disposals):
 - acquisitions: change in consolidation corresponds to the contribution (volumes and sales) of the acquired entity since the acquisition date;
 - disposals: change in consolidation corresponds to the contribution (volumes and sales) made by the sold entity in the year preceding disposal from the date falling one year before the disposal date until the end of the previous year;
- change in consolidation (previous year acquisitions and disposals):
 - acquisitions: the impact of the change in consolidation scope corresponds to the contribution (volumes and sales) of the acquired entity in the current year from January, 1 until the anniversary of the acquisition;
 - disposals: the impact of the change in consolidation scope corresponds to the contribution (volumes and sales) of the sold entity from January, 1 the previous year until the date of disposal.



The breakdown of sales by region is as follows:



Gross margin

Gross margin amounted to €330 million representing 21.4% of sales, compared to €380 million a year earlier (21.5% of sales).

€m	Q3 2024	Q3 2023	30.09.24 9 months	30.09.23 9 months
Sales	469	494	1,543	1,764
Cost of goods sold	(363)	(399)	(1,212)	(1,385)
Incl. purchases consumed	(365)	(406)	(1,218)	(1,413)
Incl. inventory impairment	2	7	5	29
Gross margin	106	95	330	380
% of sales	22.5%	19.3%	21.4%	21.5%

Operating income

Current operating expenses* amounted to €270 million compared to €262 million as of September 30, 2023. The expenses related to the new companies (2023 and 2024 acquisitions) contributed €16 million to the increase in the current operating expenses. At constant scope, current operating expenses are down by 3%.

* excluding depreciation, amortization €(32)m and provisions €0m.

Current operating expenses break down as follows:

- personnel expenses (€149 million);
- other expenses (€120 million), notably including transport, consumables, energy, maintenance, fees and insurance.

EBITDA amounted to €61 million and represented 3.9% of sales compared to €118 million as of September 30, 2023 (6.7% of sales); it is not restated from non-recurring items.

Adjusted operating income amounted to €28 million (1.8% of sales).

After recognizing gains on disposals of non-current assets (€1.1 million) and a provisional badwill of €4.4 million, the Operating income amounted to €34 million.



Financial result

Net financial expense amounted to €14 million, stable compared to September 30, 2023.

As of September 30, 2024, the average gross debt rate (over 12 rolling months) was 5.3% (average gross debt: €538 million) compared to 4.7% as of December 31, 2023 (average gross debt in 2023: €473 million).

€m	Q3 2024	Q3 2023	30.09.24 9 months	30.09.23 9 months
Net cost of debt	(4.0)	(3.6)	(11.8)	(10.8)
Other financial items	(1.4)	(0.7)	(2.6)	(3.0)
Net financial expense	(5.4)	(4.3)	(14.4)	(13.8)

Net income

Net income (Group share) amounted to €4.1 million.

As of September 30, 2024, the average tax rate came to 27%. Due to deferred tax on accounting restatements and to the non-recognition of certain tax carry-forward, the effective tax rate is 66%.

€m	Q3 2024	Q3 2023	30.09.24 9 months	30.09.23 9 months
Income before tax	4.9	3.2	19.6	77.9
Corporate income tax	(3.7)	(2.7)	(12.9)	(25.0)
Income tax rate	74.9%	84.1%	66.1%	32.2%
Consolidated net income	1.2	0.5	6.7	52.8
Minority interests	(0.7)	(0.5)	(2.6)	(3.6)
Net income (Group share)	0.5	0.0	4.1	49.2
% of sales	0.1%	0.0%	0.3%	2.8%

Post balance sheet events

None.



Summary consolidated financial position

Balance sheets

€m	30.09.24	31.12.23
Goodwill	70	70
Net non-current assets	260	224
Right-of-use assets	86	85
Net inventory	599	677
Net trade receivables	227	198
Other assets	118	129
Cash & cash equivalents	337	342
Total assets	1,697	1,725
Shareholders' equity	658	681
Provisions (including provisions for employee benefit obligations)	95	97
Trade payables	230	218
Borrowings	533	553
Other liabilities	91	86
Lease liabilities	89	90
Total equity and liabilities	1,697	1,725

Working capital

Operating working capital amounted to €595 million (29% of sales), compared to €657 million at 2023 year-end (28% of sales), with inventories down by €79 million over the period (€599 million at the end of September 2024 compared to €677 million at 2023 year-end).

€m	30.09.24	31.12.23	Change
Net inventory	599	677	-79
<i>Days sales inventory¹</i>	<i>181</i>	<i>183</i>	
Net trade receivables	227	198	+30
<i>Days sales outstanding</i>	<i>46</i>	<i>46</i>	
Trade payables	(230)	(218)	-12
<i>Days payables outstanding</i>	<i>57</i>	<i>61</i>	
Net operating working capital	595	657	-61
<i>% of sales¹</i>	<i>29.4%</i>	<i>27.9%</i>	
Other receivables / payables excluding taxes and financial items	(34)	(27)	
Working capital excluding taxes and financial items	561	630	-69
Consolidation and other changes		12	
Working capital before taxes and financial items and adjusted for other changes	561	642²	-81
<i>% of sales¹</i>	<i>27.7%</i>	<i>26.9%</i>	

¹ 12 rolling months (including acquisitions from 2023 and 2024 over 12 rolling months as of September 30, 2024).

² Restated from other variations and perimeter changes.



Provisions for contingencies and charges and employee benefit obligations

Provisions for contingencies and charges and employee benefit obligations amounted to €95 million at the end of September 2024, compared to €97 million at 2023 year-end. These provisions consist of:

- provisions for employee benefit obligations (€38 million at the end of September 2024, compared to €40 million at 2023 year-end) mainly related to pension obligations;
- current and non-current provisions (€57 million at the end of September 2024, stable compared to 2023 year-end), mainly relating to contractual commitments (site remediation, etc.), litigation risks, reorganization costs, or even risks of retroactive taxation on certain imports.

Cash-flow and net debt

€m	30.09.24 9 months	30.09.23 9 months
Operating cash-flow before change in working capital	52	79
Change in working capital	81	53
Cash-flow from operating activities	133	132
Capital expenditure	(53)	(44)
Asset disposals	1	1
Dividends paid to shareholders of JACQUET METALS SA	(4)	(23)
Interest paid	(14)	(12)
Other movements	(48)	(54)
Change in net debt	14	2
Net debt brought forward	210	234
Net debt carried forward	196	232

As of September 30, 2024, the Group generated positive operating cash-flow of €133 million.

Capital expenditures (excluding external growth) came to €53 million, notably dedicated to the acquisition of a site operated by the IMS group division in Italy (Q1 2024) and 3 distribution centers for the JACQUET division, located in the Netherlands (Q3 2024), in Canada in the Edmonton region (Q3 2024) and in the United-States in the Los Angeles region (Q3 2024).

"Other movements" notably consist of the purchase price of COMMERCIALE FOND, share buybacks and rent expenses pursuant to the application of *IFRS 16 - Leases* (€16 million).

After the dividend payment, share buybacks, the financing of the capital expenditure and the acquisition of the company COMMERCIALE FOND, net debt stood at €196 million, compared to €210 million at 2023 year-end, with shareholders' equity of €658 million, resulting in a net debt to equity ratio (gearing) of 30%, compared to 31% at 2023 year-end.

€m	30.09.24	31.12.23
Borrowings	532.9	552.6
Cash and cash equivalents	336.9	342.3
Net debt	196.0	210.2
<i>Net debt to equity ratio (gearing)</i>	<i>29.8%</i>	<i>30.9%</i>



Borrowings

In February 2024, the Group set up a €72 million Schuldscheindarlehen (SSD) (repayable at maturity in 2029) to replace the €70 million SSD which was due at the end of fiscal year 2024.

As of September 30, 2024, the Group had €983 million in lines of credit, 54% of which had been used:

€m	Authorized at 30.09.24	Used at 30.09.24	% used	Maturity			
				2024	2025-2026	2027-2028	2029 and beyond
Syndicated revolving 2026	160	-	0%	-	-	-	-
Schuldscheindarlehen 2026	146	146	100%	-	146	-	-
Schuldscheindarlehen 2029	72	72	100%	-	-	-	72
Term loans PPR 2031	95	95	100%	-	-	26	69
Term loans	91	91	100%	8	46	25	11
Other lines of credit	147	39	27%	18	21	-	-
JACQUET METALS SA borrowings	711	443	62%	27	213	51	152
Operational lines of credit (letter of credit, etc.)	178	37	21%	27	10	-	-
Factoring	44	2	5%	2	-	-	-
Assets financing (term loans, etc.)	51	51	100%	4	23	16	8
Subsidiaries borrowings	272	90	33%	33	32	16	8
Total	983	533	54%	60	245	67	161

In addition to the financing shown in the above table, the Group also had €80 million in non-recourse receivable assignment facilities, €45 million of which had been used as of September 30, 2024.

Borrowings by rate:

€m	30.09.24	31.12.23
Fixed rates	202.0	204.7
Floating rates	330.8	347.9
Total borrowings	532.9	552.6

36% of floating rate debt is hedged against changes in interest rates through hedging instruments totaling €120 million and expiring in 2024.

Borrowings covenants mainly apply to the following borrowings:

	Syndicated revolving 2026	Schuldscheindarlehen 2026	Schuldscheindarlehen 2029
Date of signature	July 2023	July 2021	February 2024
Maturity	July 2026	July 2026	February 2029
Amount	€160 million (unused as of September 30, 2024)	€146 million (fully used)	€72 million (fully used)
Amortization	n.a.	<i>in fine</i>	
Guarantee	None		
Change of control clause	JSA must hold at least 37% of JACQUET METALS SA's share capital or voting rights		
Main covenants	Compliance with one of the two ratios: - net debt to equity ratio (gearing) less than 100%, or - leverage less than 2	Net debt to equity ratio (gearing) less than 100%	

As of September 30, 2024, all borrowings covenants were in compliance.



JACQUET METALS is a major player in the distribution of special metals.
The Group develops and operates a portfolio of three brands:

JACQUET stainless steel quarto plates - **STAPPERT** stainless steel long products - **IMS group** engineering metals

With a headcount of 3,353 employees, JACQUET METALS has a network of
124 distribution centers in 24 countries in Europe, Asia and North America.

JACQUET METALS: Thierry Philippe - Chief Financial Officer - comfi@jacquetmetals.com
NEWCAP: Emmanuel Huynh - T +33 1 44 71 94 94 – jacquetmetals@newcap.eu

JCQ
LISTED
EURONEXT