

JACQUETMETALSERVICE

2019 half-year financial results

Paris – September 19, 2019

A leader in the distribution of specialty steels

1. A leader in the distribution of special steels

2. 2019 half-year financial results



A leader in the distribution of specialty steels

GROUP OVERVIEW (excluding ABRASERVICE)

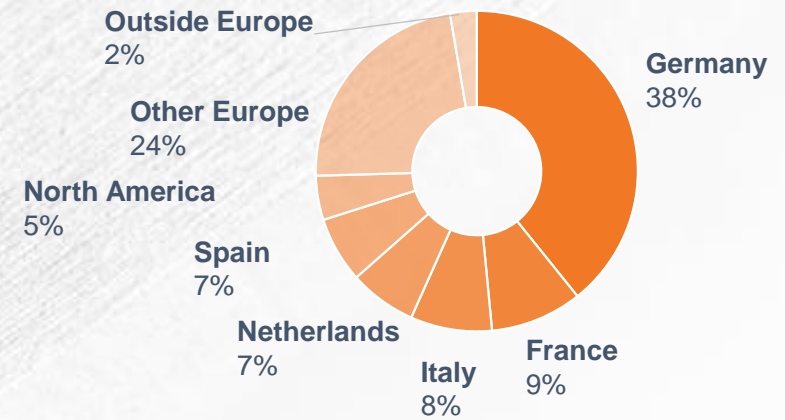
H1 2019 sales €884 m

Staff 3 060

Distribution centers 101

Countries 25

Sales breakdown



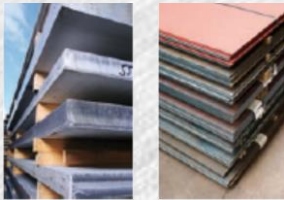
Worldwide footprint



3 DIVISIONS

JACQUET

Stainless steel plates



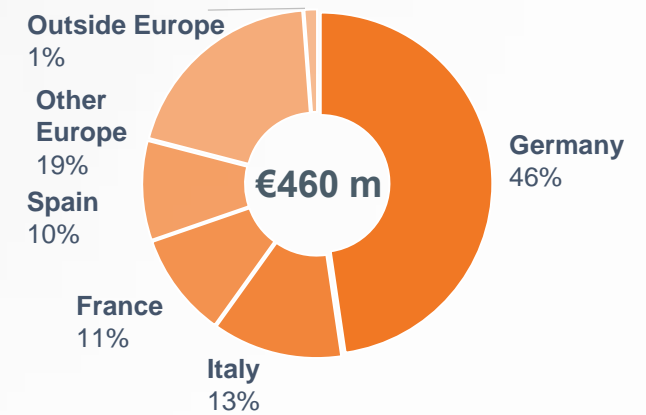
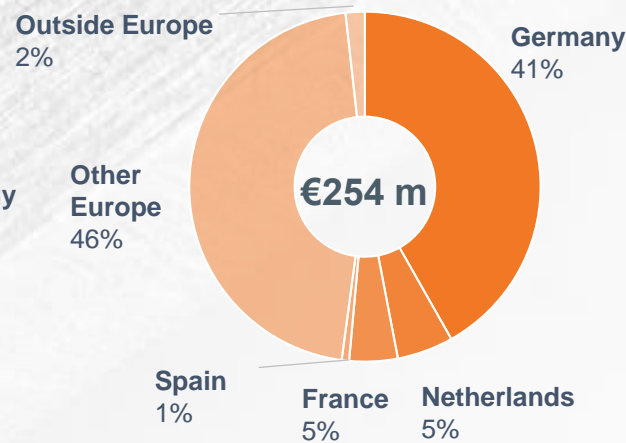
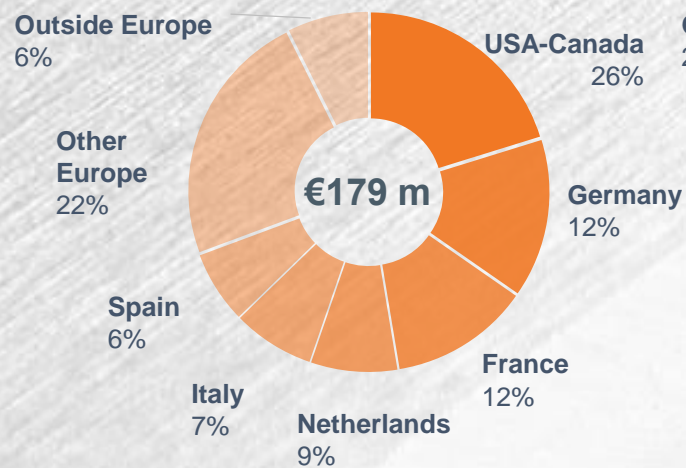
Stainless steel bars



Engineering steels



Sales*



*Figures at June 30, 2019

1. A leader in the distribution of special steels

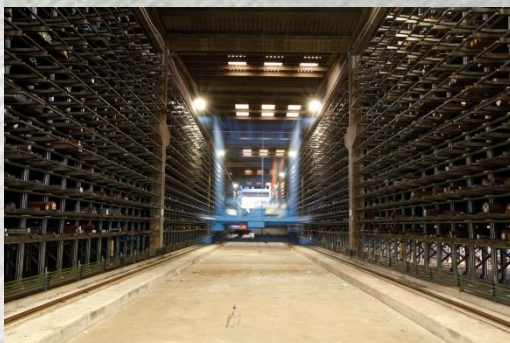
FUTURE MAIN DEVELOPMENT AREAS



United States of America
Germany
Italy
United-Kingdom

Products
Aluminium
Aeronautics

KEY EVENTS



> Divestment of ABRASERVICE to SSAB

- Closing forecasted for Q4
- Abraservice key figures:
 - 10 distribution centers in 11 countries
 - 2018 sales: €78 m

> Uneven market conditions

- Until May: sales in line with 2018
- Since June: overall low demand

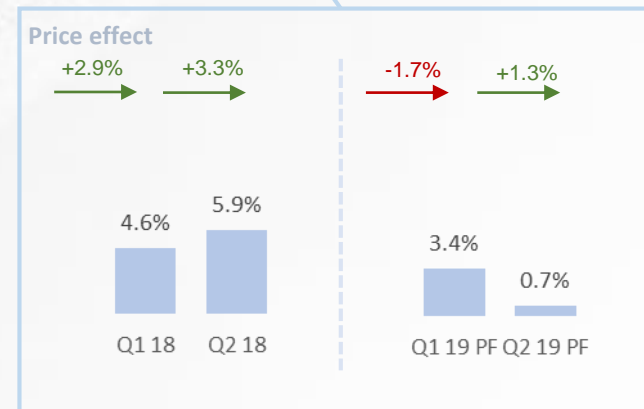
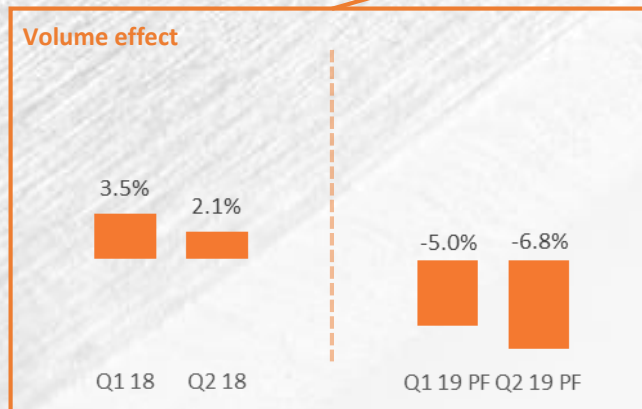
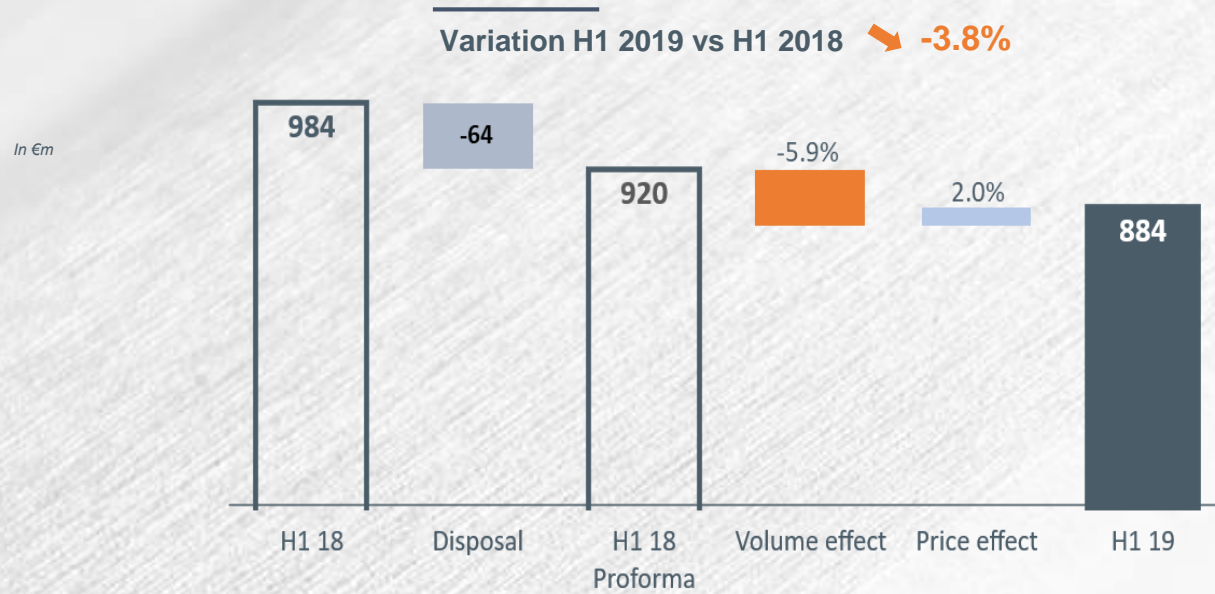
> Key figures for the first half of 2019

- EBITDA €47 m / 5.3% of sales
- Cash-flow: €51 m

1. A leader in the distribution of special steels

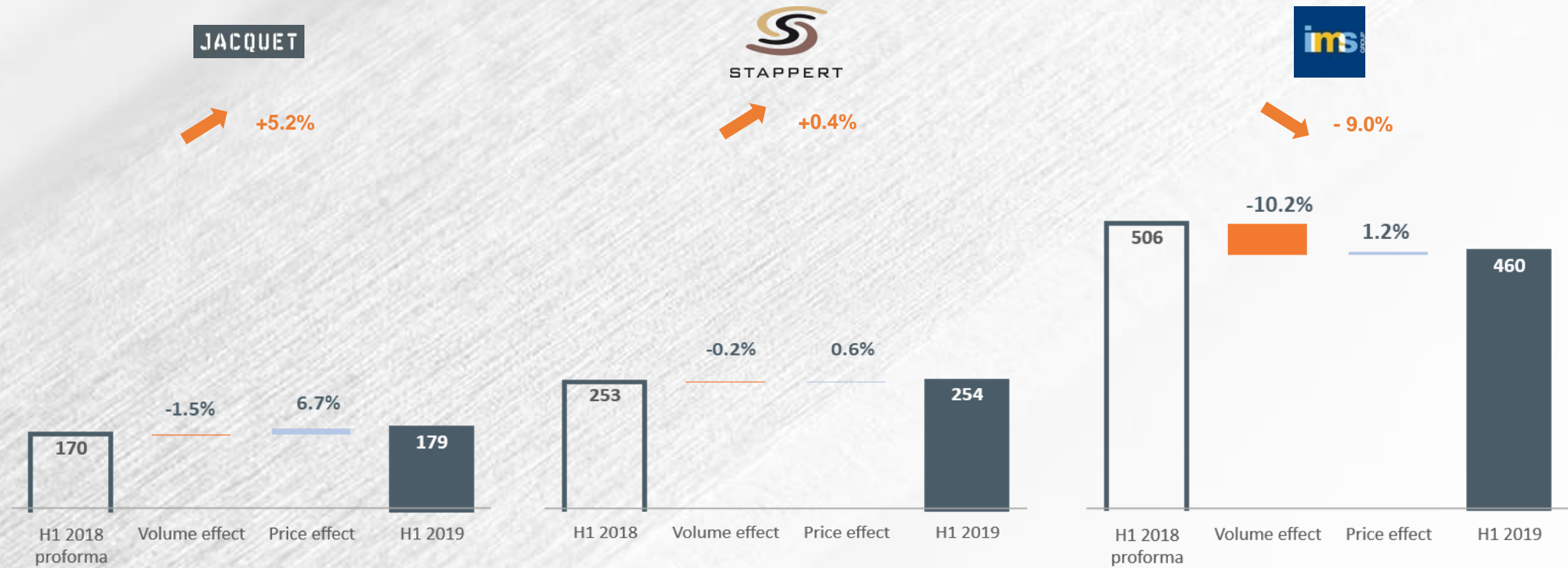
2. 2019 half-year financial results

A leader in the distribution of specialty steels



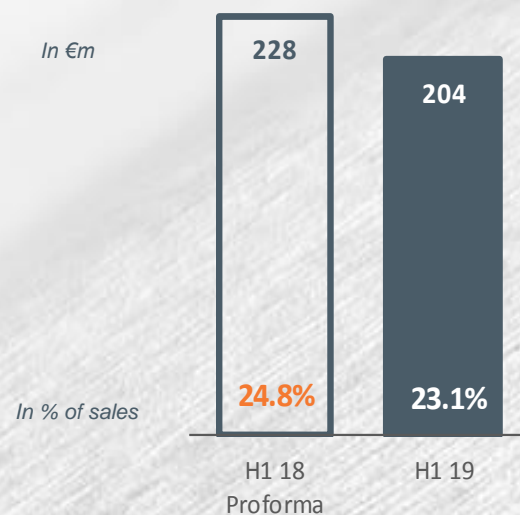
SALES by division

Var H1 2019 vs. H1 2018

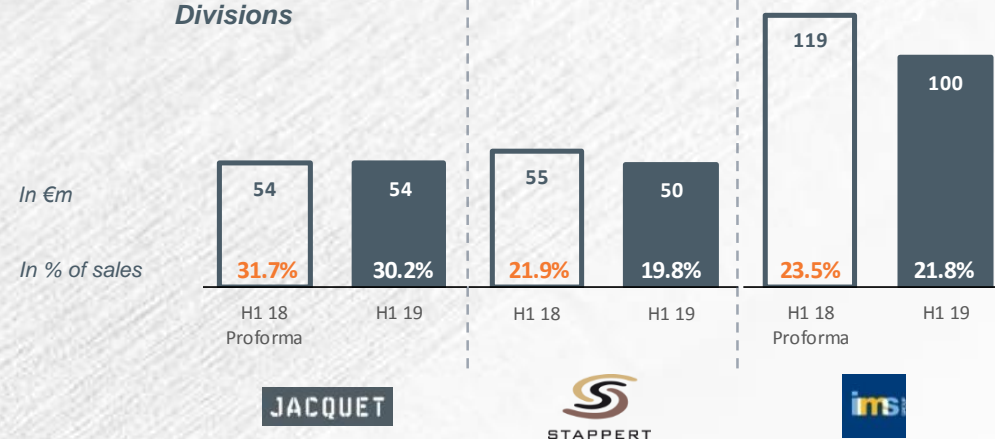


GROSS MARGIN

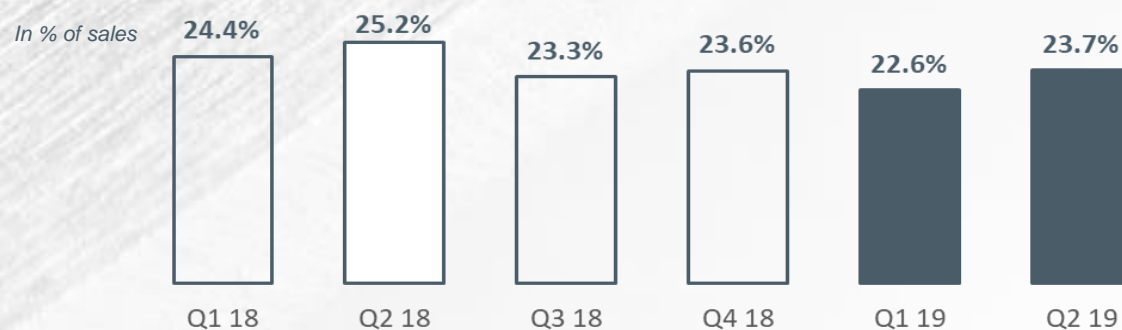
€204 m (23.1% of sales)



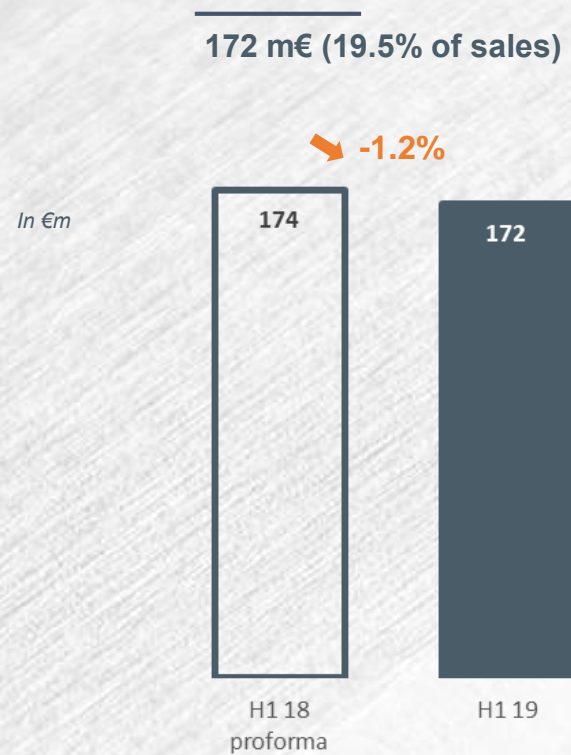
Divisions



Quarterly gross margin (proforma)

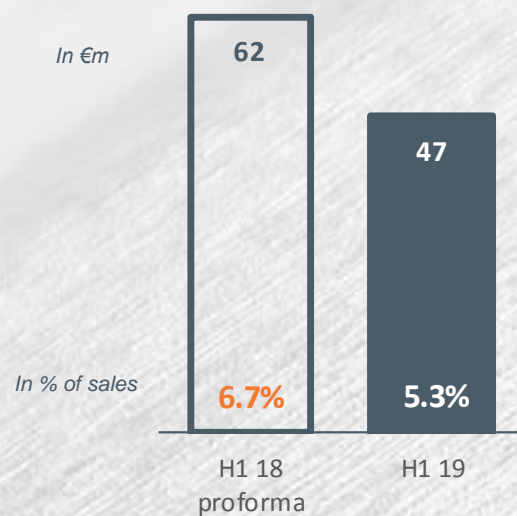


CURRENT OPERATING EXPENSES

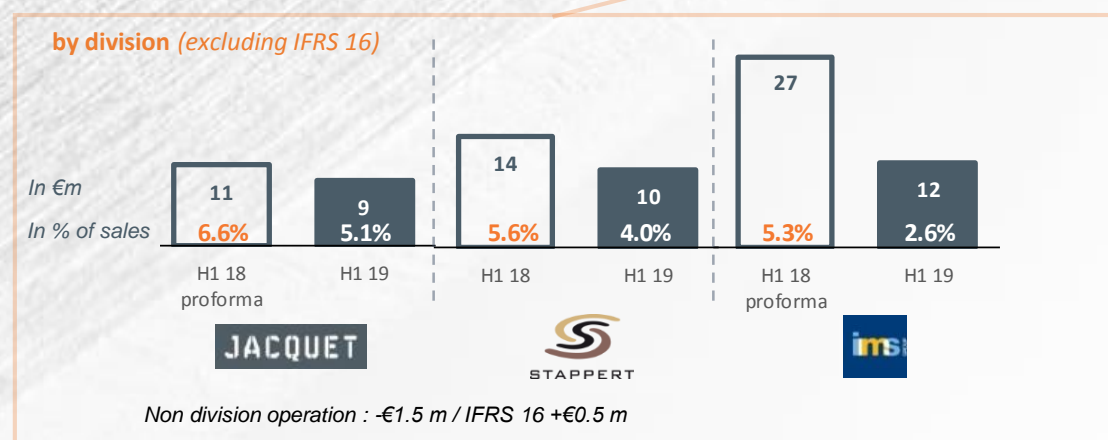
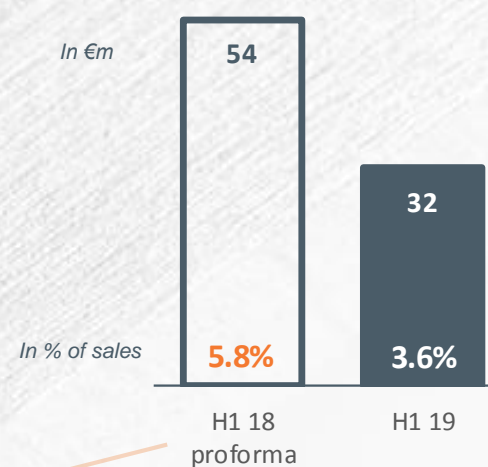


OPERATING INCOME

EBITDA: 47.2 m€ (5.3% of sales)



ROC: 32.1 m€ (3.6% of sales)

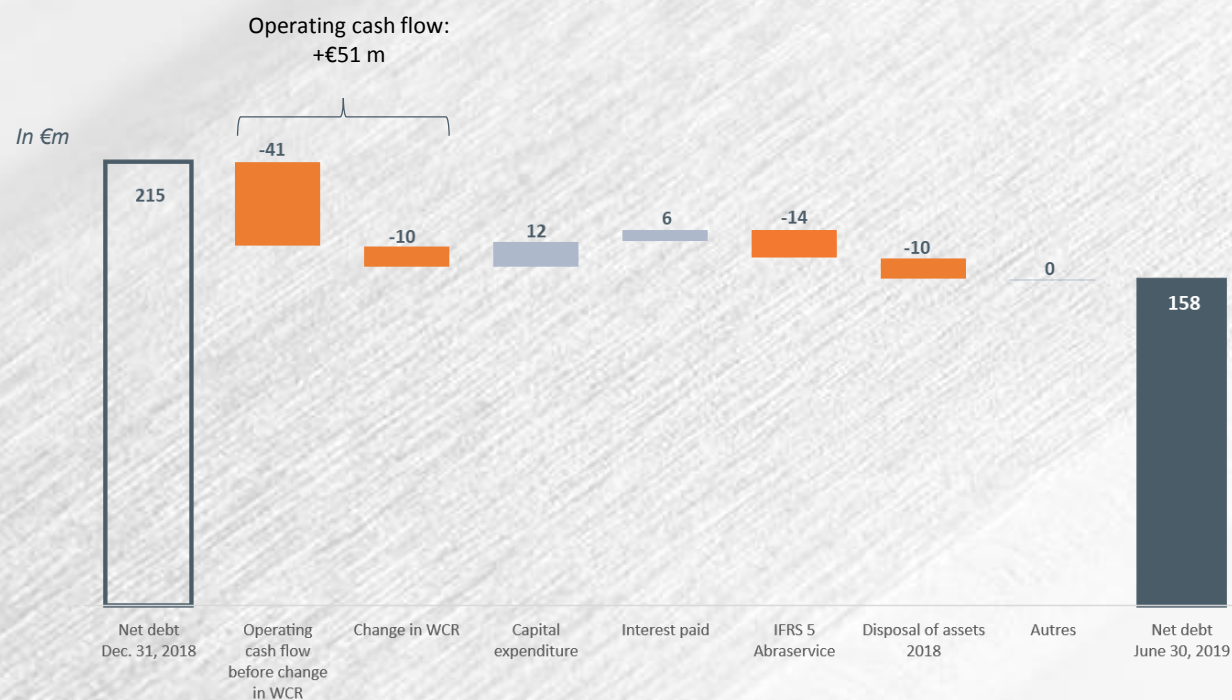


INCOME STATEMENT

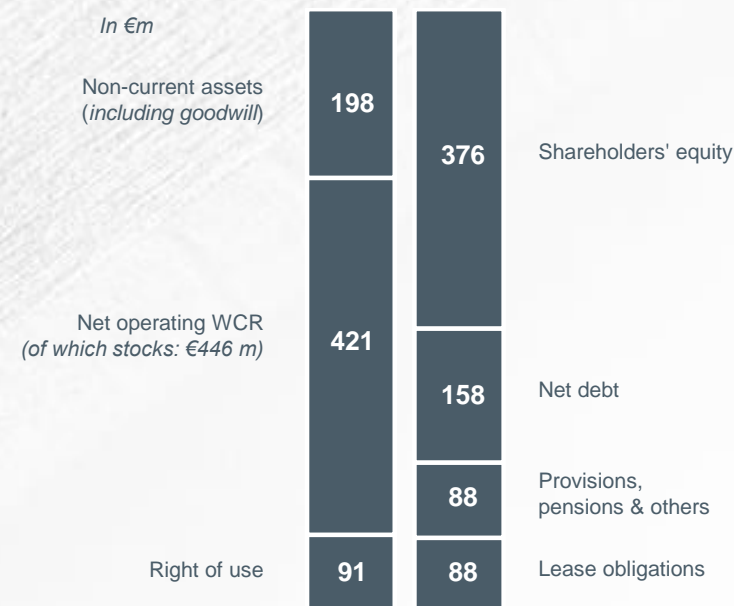
(in €m)	H1 2018 proforma	H1 2019
Sales	919.8	884.4
Adjusted operating income	53.7	32.1
Operating income	57.8	31.5
Net financial expense	(4.7)	(5.8)
<i>of which IFRS 16 effect</i>	-	(1.1)
Corporate income tax	(13.8)	(8.3)
<i>Tax rate</i>	25.9%	32.3%
Net income from discontinued operations	2.9	2.1
Net income (Group share)	40.6	17.7

CASH FLOW / BILAN

Operating cash flow: +€51 m



Gearing: 41.9% (56.9% as of Dec. 31, 2018)



BORROWINGS AS OF JUNE 30th, 2019

Borrowings

- New syndicated revolving loan in June 2019: €125 m / maturity June 2022
- €627 m of financing lines used, 53% of which were used

Syndicated revolving loan

- Amount: €125 m (used: 0)
- Maturity : june 2022
- Unsecured

Schuldscheindarlehen (*placement privé de titres de créances de droit allemand*)

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

€m	Authorized at 30.06.2019	Used at 30.06.2019	% used
Jacquet Metal Service SA financing:	438.3	229.3	52%
Syndicated revolving loan	125.0	-	0%
Schuldscheindarlehen (private placement of debt instruments under German law)	150.0	150.0	100%
Credit lines	163.3	79.3	49%
Subsidiary financing:	188.7	100.8	53%
Lines of credit	142.0	83.0	58%
Factoring	30.5	1.6	5%
Asset financing (term loans and revolving loans)	16.2	16.2	100%
Total	626.9	330.1	53%

APPENDICES

A leader in the distribution of specialty steels

POSITIONING

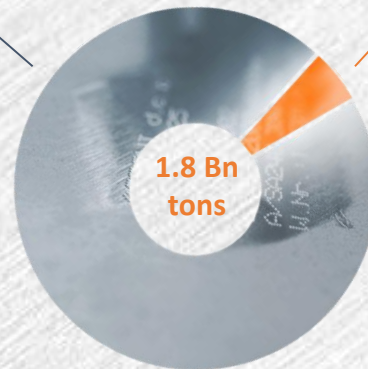
Commodities steel market 95%

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



ADDED VALUE

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



SECTORS

JACQUET

Stainless steel
plates



STAPPERT

Stainless steel
bars



Engineering steels



Sectors

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

- > Chimistry
- > Agri-food industry
- > Gas treatment and storage
- > Energy
- > Environment

- > General mechanics
- > Transport
- > Public works vehicles
- > Farm equipment
- > Energy

INCOME STATEMENT

€k	H1 2019	H1 2018 PF ¹
Sales	884,447	919,771
Gross margin	204,262	228,045
<i>% of sales</i>	<i>23.1%</i>	<i>24.8%</i>
Operating expenses	(159,164)	(166,858)
Net depreciation and amortization	(16,947)	(9,053)
Net provisions	3,243	1,603
Gain/(losses) on disposals of non-current assets	93	4,046
Operating income	31,487	57,783
Net financial expense	(5,834)	(4,677)
Income before tax	25,653	53,106
Corporate income tax	(8,296)	(13,765)
Net income from discontinued operations	2,149	2,863
Consolidated net income	19,506	42,204
Net income (Group share)	17,661	40,640
Earnings per share in circulation (€)	0.74	1.69

⁽¹⁾ Proforma data

BALANCE SHEET

€m	30.06.19	31.12.18
Goodwill	66	68
Net non-current assets	132	156
Right-of-use assets ¹	91	-
Net inventory	446	493
Net trade receivables	206	182
Other assets	90	100
Cash	173	119
Assets held for sale	42	-
Total Assets	1,246	1,119
Shareholders' equity	376	377
Provisions (including provisions for employee benefit obligations)	94	96
Trade payables	230	228
Total borrowings	330	338
Other liabilities	102	80
Lease liabilities ¹	88	-
Liabilities held for sale	25	-
Total equity and liabilities	1,246	1,119

⁽¹⁾ Application of *IFRS 16 - Leases* as from January 1st, 2019.

STOCK INFORMATION

Stock information

		H1 2019	2018
Number of shares at end of period	Number of shares	24,028,438	24,028,438
Market capitalization at end of period	€k	432,512	372,921
High	€	18.46	32.90
Low	€	14.76	13.56
Price at end of periode	€	18.00	15.52
Average daily trading volume	Number of shares	43,643	27,351
Avregae daily traded capital	€	719,686	634,980

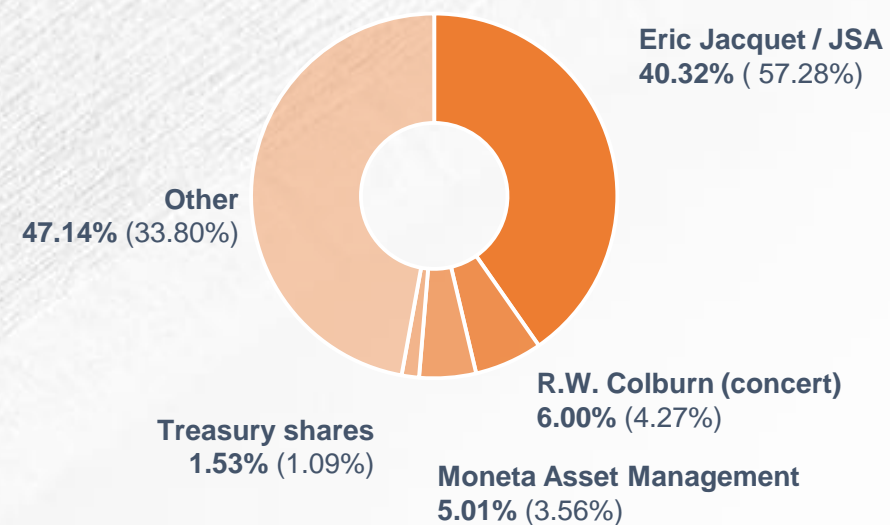
Euronext Paris

ISIN

JCQ
LISTED
EURONEXT

FR0000033904

Shareholder structure (% voting rights) *



*At June 30, 2019

JACQUETMETALSERVICE

Euronext Paris

ISIN : FR0000033904

JCQ
LISTED
EURONEXT

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