

A major player in the distribution of special metals



JACQUET
METALS

ODDO BHF Forum – January 2025



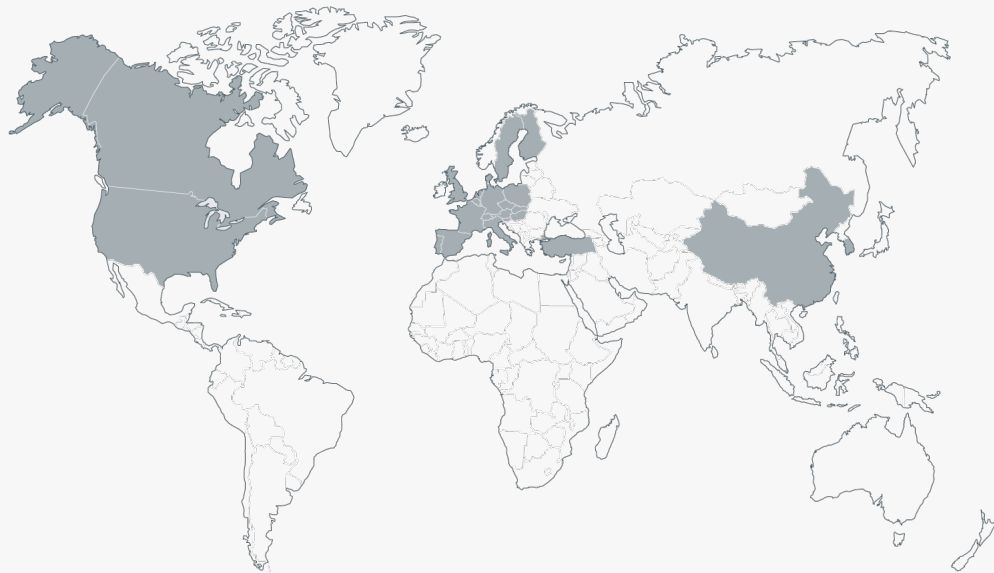
1. A major player in the distribution of special metals

Group overview

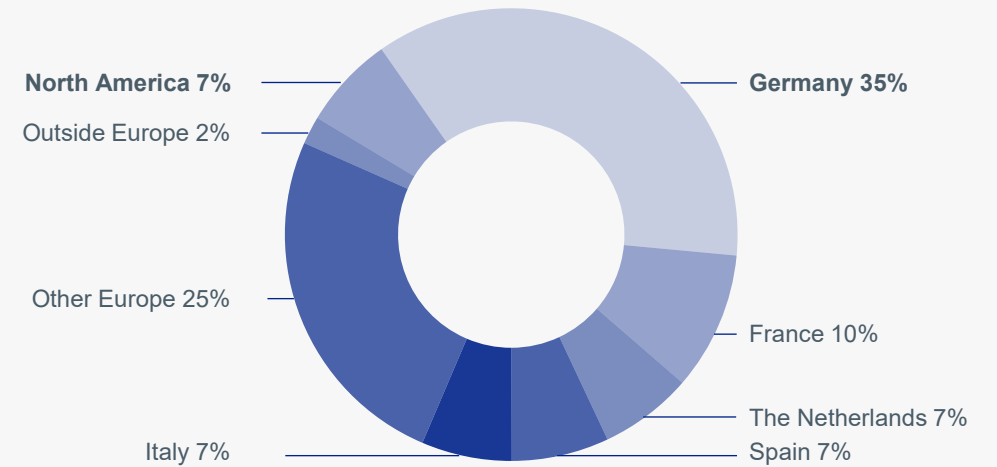
Sales LTM : €2.0bn

3,353 employees - 124 distribution centers - 24 countries

Worldwide footprint



Sales breakdown



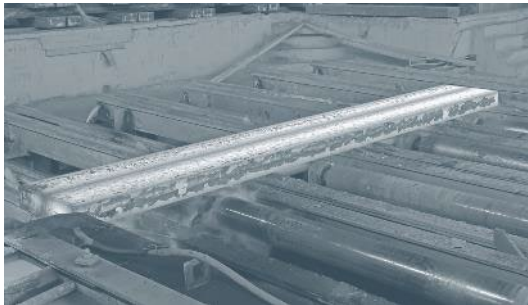
Information as of September 30, 2024



Added value

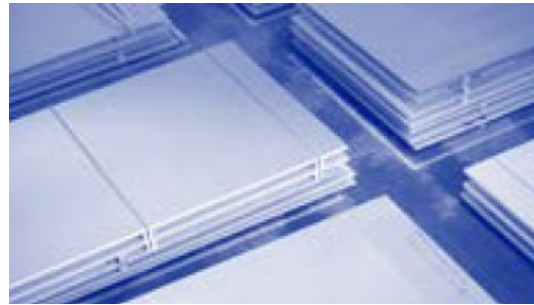
Suppliers

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



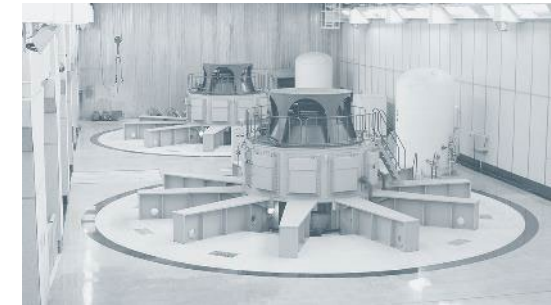
JACQUET METALS

Purchase prices
Storage of special metals
Managing price fluctuations
Finishing services

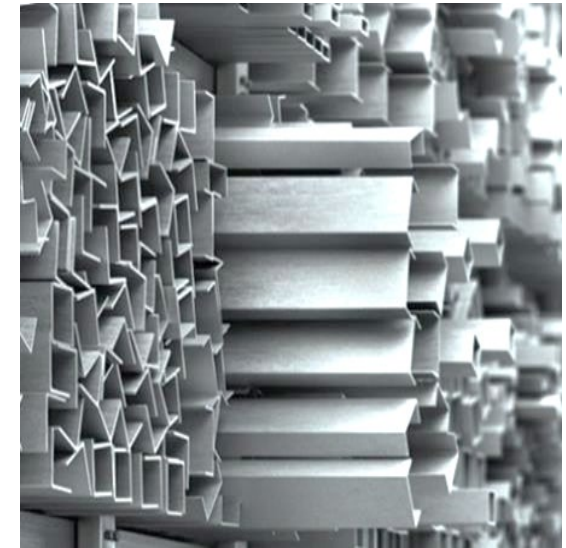
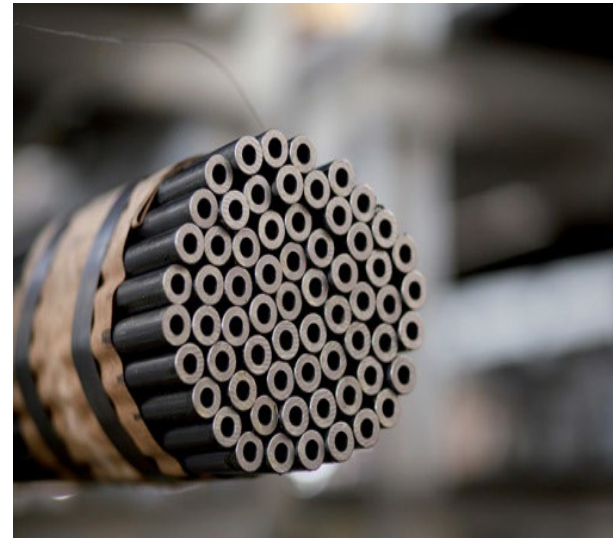


Customers

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

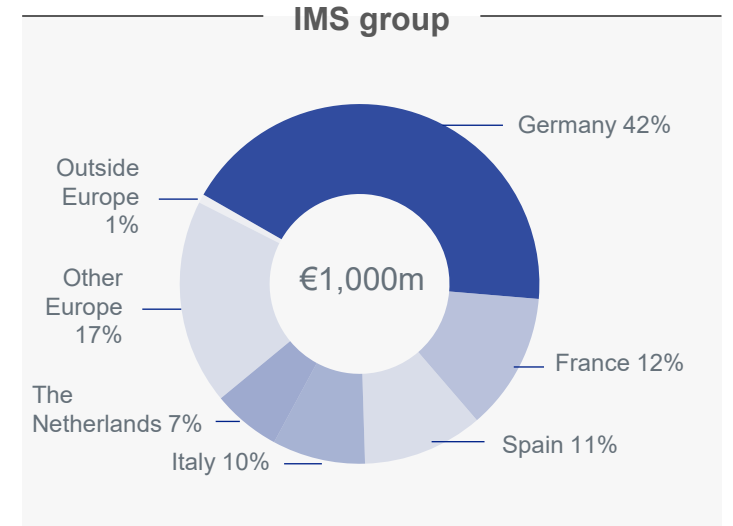
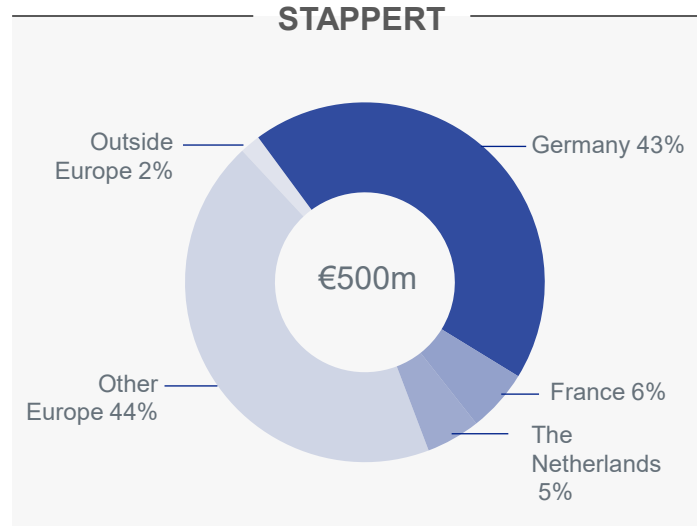
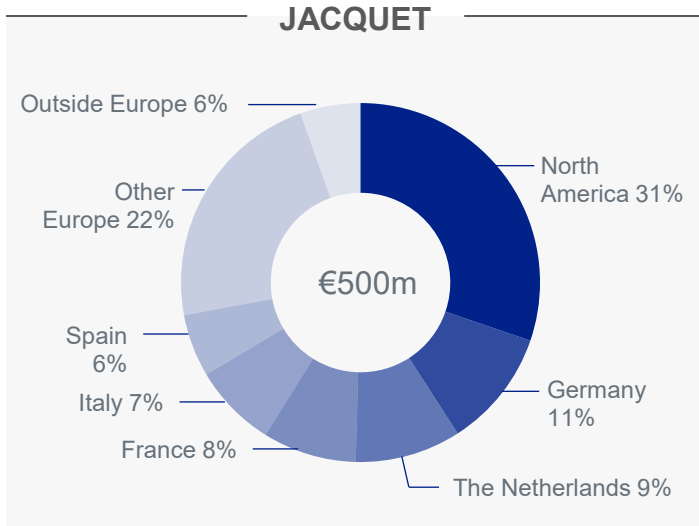


Special metals



3 divisions

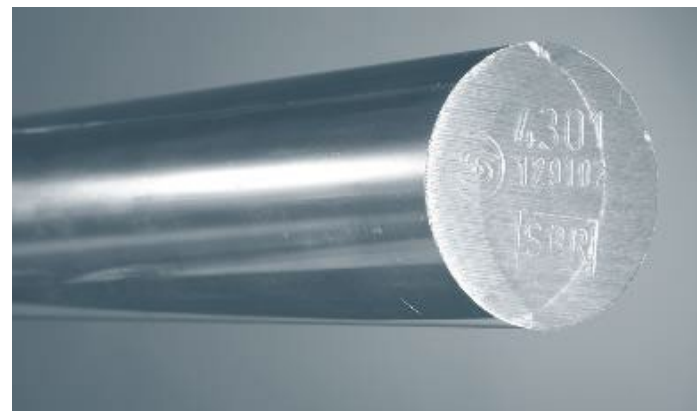
Sales breakdown *



Stainless steel quarto plates



Stainless steel long products



Engineering metals



* LTM and breakdown as of September 30, 2024



Sectors

Stainless steel

JACQUET

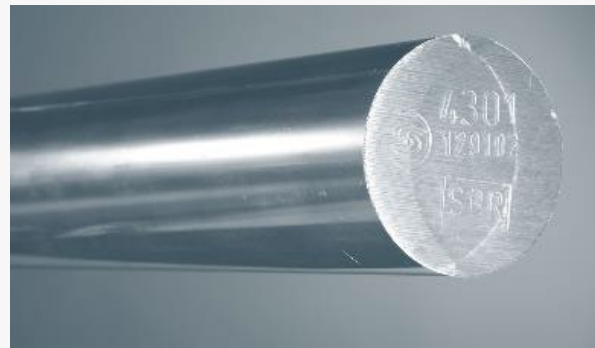
Quarto plates



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

STAPPERT

Long products



Engineering metals

IMS group



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



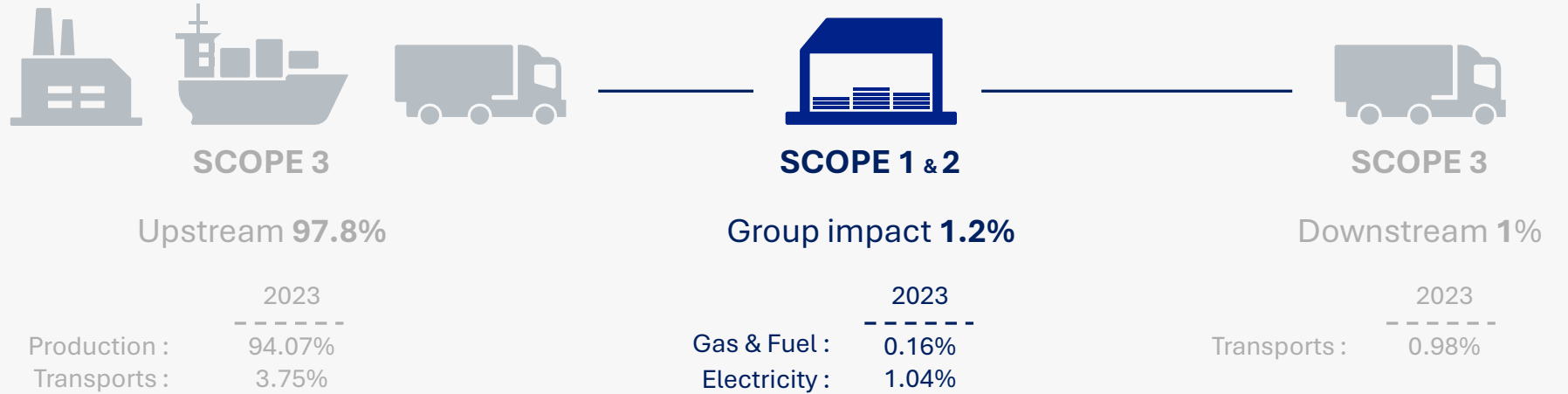
Environmental responsibility



Drachten, Pays-Bas



Carbon footprint*



*Results presented below are based on 2023 Non-Financial Statement. 2024 carbon footprint will be updated according to “CSRD” directive.

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



Highlights

Key figures as of September 30, 2024

Volumes sold	-5.1% vs YTD.23
Sales	€1,543m / -12.6% vs YTD.23
EBITDA	€61m / 3.9%
Operating cash-flow	€133m
CAPEX <i>(excluding external growth)</i>	€53m of which <i>Q1: 1 site operated by the IMS group division in Italy</i> <i>Q3: 3 distribution centers for the JACQUET division, located in the Netherlands, in Canada in the Edmonton region and in the United-States in the Los Angeles region</i>
Gearing	30% vs 31% 2023 year-end



Main capital expenditure

2024



Italy (Bologna)

Acquisition 2024 - In operation



JACQUET

United-States (Los Angeles)

Acquisition 2024 - Operational from 2025



External growth in 2024



Aluminium distribution

 **COMMERCIALE FONDS.p.a.**



4 distribution centers in Italy
(Modena, Milan, Turin, Padua)

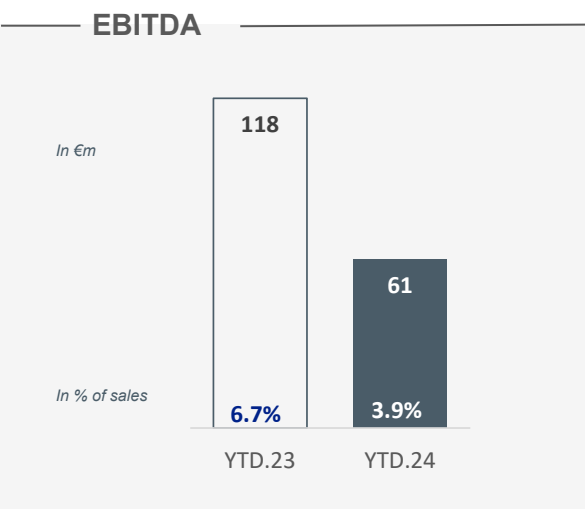
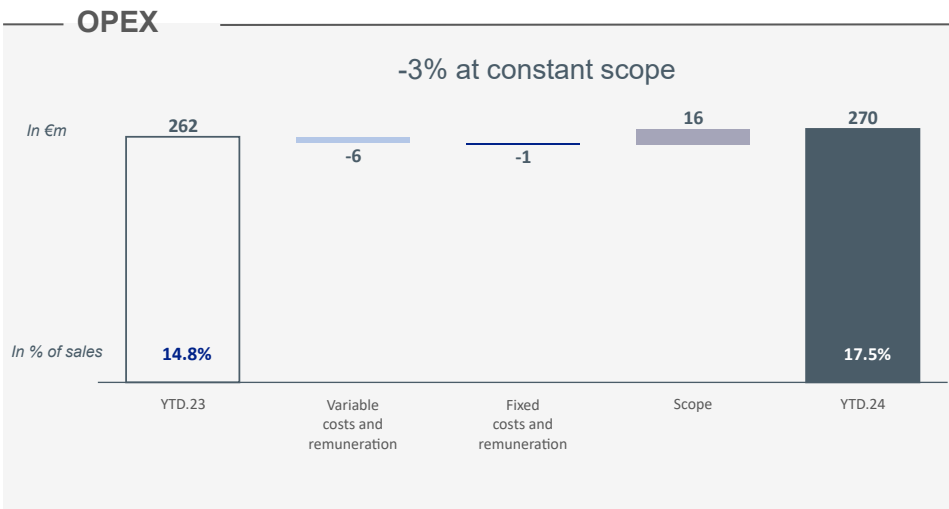
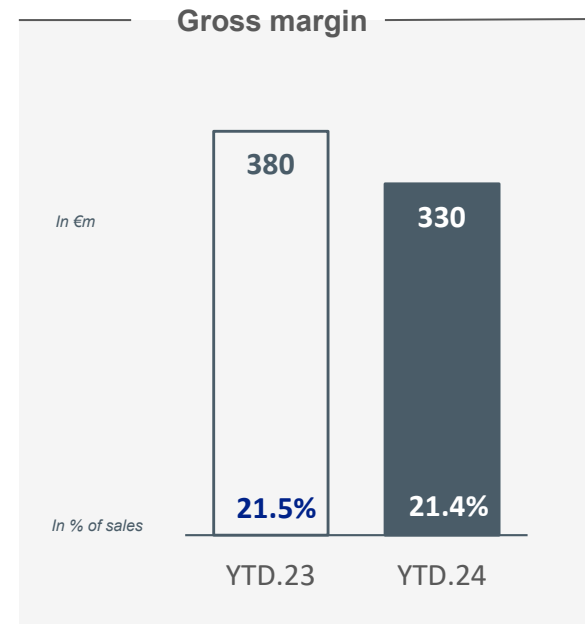
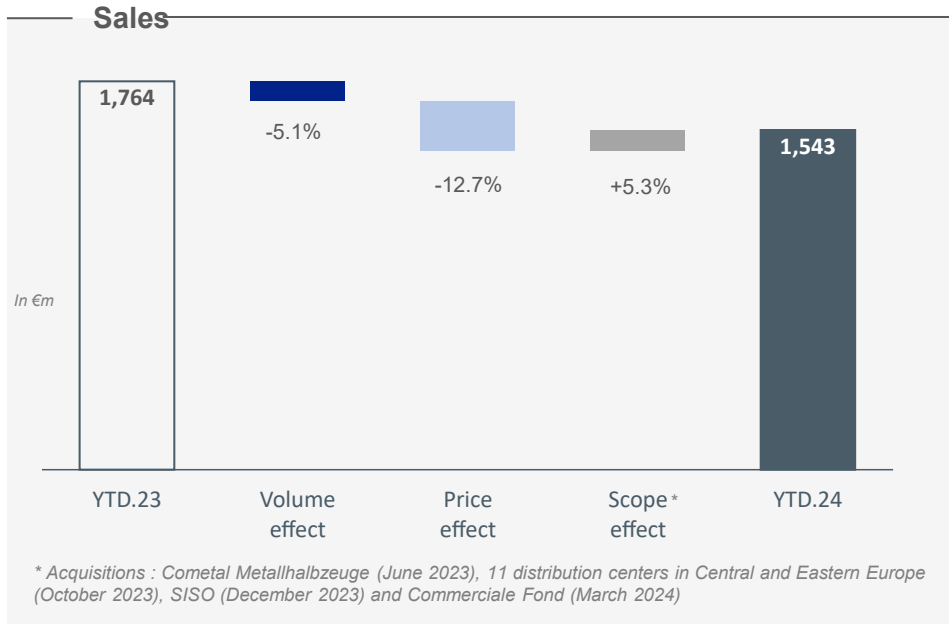




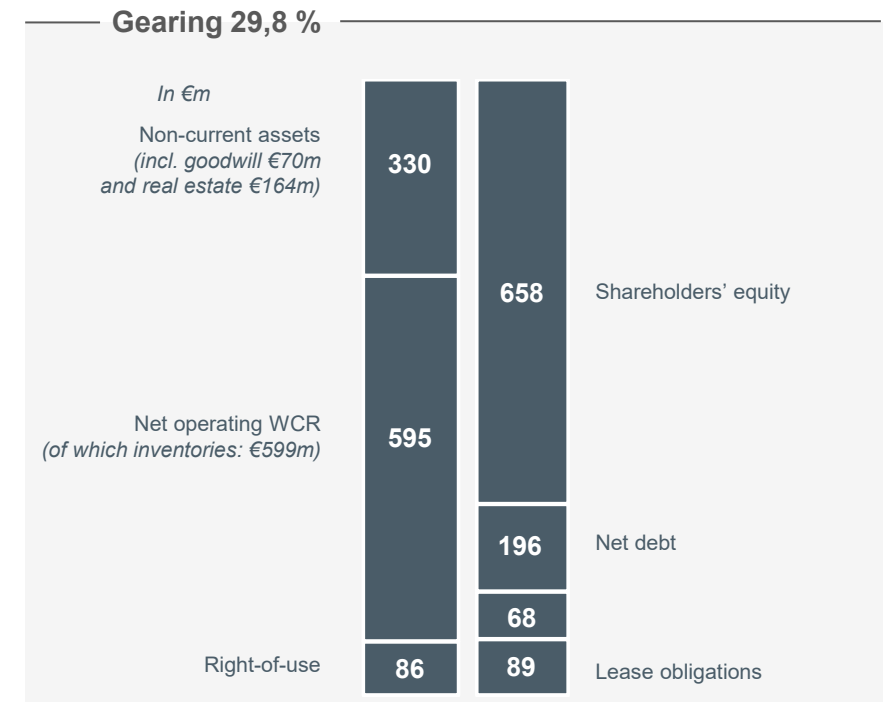
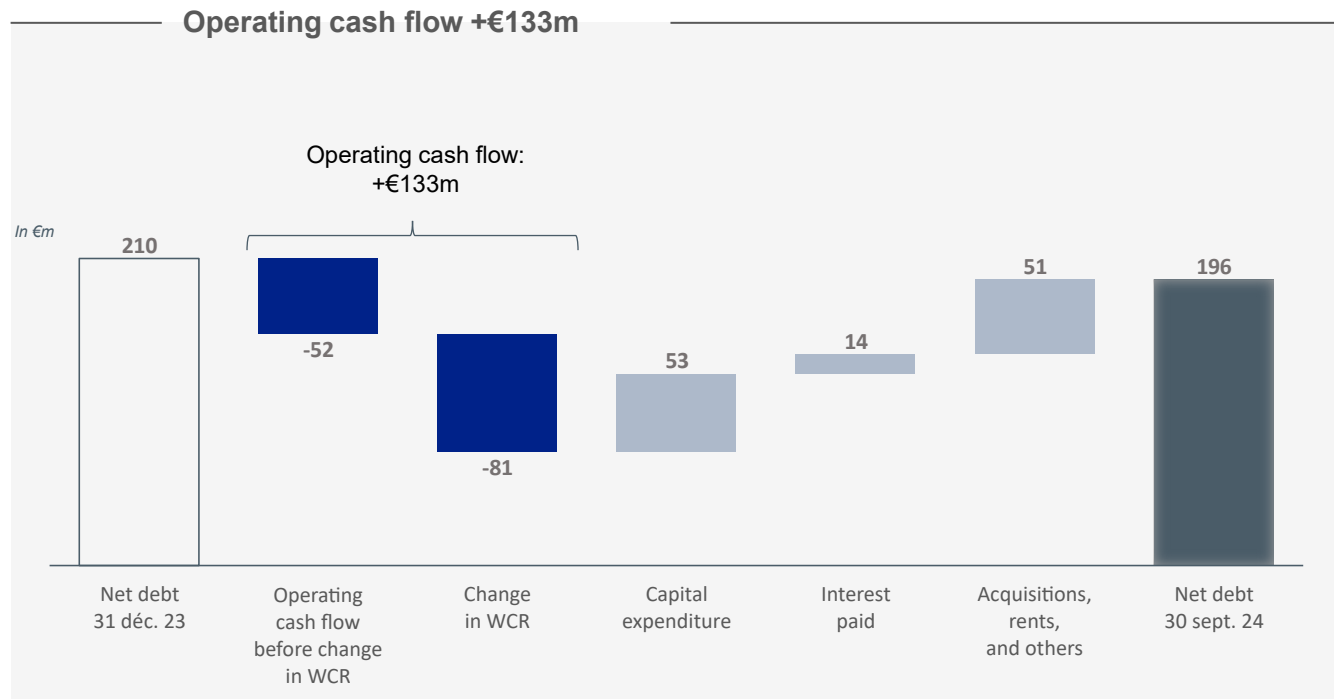
2. Metrics as of September 30, 2024

Results as of September 30, 2024

Activity & results (9 months)



Cash-flow / Balance sheet as of September 30, 2024



Borrowings as of September 30, 2024

The Group has €337m in cash and €983m in lines of credit of which 54% is used.

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

In €m	Authorized at 30.09.2024	Used at 30.09.2024	% used	Maturity			
				2024	2025- 2026	2027- 2028	2029 and beyond
Extended to July 2027 in Q4 2024 → Syndicated revolving 2027	160	-	0%	-	-	-	-
Schuldscheindarlehen 2026	146	146	100%	-	146	-	-
Signed in Q1 2024 → 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





Euronext Paris
ISIN : FR0000033904

