

First quarter 2016

- **Sales** **€422.6m (up 33.5% vs Q1 2015)**
- **Adjusted EBITDA** **€8.8m (2.1% of sales)**

On May 3, 2016, the Board of Directors, chaired by Eric Jacquet, examined the unaudited consolidated financial statements for the three months ended March 31, 2016.

€m	Q1 2016	Q4 2015	Q1 2015
Sales	422.6	376.7	316.5
Gross margin	94.1	83.2	76.0
% of sales	22.3%	22.1%	24.0%
Adjusted EBITDA ⁽¹⁾	8.8	0.7	14.5
% of sales	2.1%	0.2%	4.6%
Operating income/(loss) before non-recurring items ⁽¹⁾	4.1	(2.7)	11.3
% of sales	1.0%	-0.7%	3.6%
Operating income/(loss)	4.4	(2.5)	11.0
% of sales	1.0%	-0.7%	3.5%
Net income/(loss) (Group share)	(1.1)	(9.1)	6.3

⁽¹⁾ Adjusted for non-recurring items (non-IFRS financial indicators)

First quarter 2016 sales and earnings

First quarter sales amounted to €422.6 million, up 33.5% from the previous year and including:

- volumes up 3.6% from first quarter 2015 at constant consolidation and up 46.8% including the acquisition of Schmolz+Bickenbach Distribution in July 2015 (6 companies operating in Germany, Austria, the Netherlands and Belgium);
- average sale prices down from Q1 2015 (-13.3% price effect) with a knock-on effect on gross margin and EBITDA. The price effect compared to Q4 2015 was -5.4%.

At constant consolidation, i.e. excluding Schmolz+Bickenbach Distribution, gross margin represented 24.3% of sales compared to 24% in Q1 2015. Operating expenses before non-recurring items were down 1%.

First quarter adjusted EBITDA came to €8.8 million, compared to €14.5 million in the same period last year. This decrease is due to the reduction in absolute value of the gross margin caused by falling sale prices (at constant consolidation, gross margin amounted to €69.9 million compared to €76 million in Q1 2015) and the results of Schmolz+Bickenbach Distribution.




Operating income before non-recurring items came to €4.1 million and the Group posted a net loss (Group share) of €1.1 million.

Financial position

As of March 31, 2016, operating working capital represented to 25.5% of sales and Group net debt stood at €213 million compared to shareholders' equity of €294.5 million, resulting in a net debt to equity ratio of 72.3%, stable compared to December 31, 2015.

The Board of Directors will propose a dividend of €0.40 per share to the General Meeting of shareholders on June 30, 2016.

Earnings per division

€m	 JACQUET ABRASERVICE Stainless steel and wear-resistant quarto plates		 STAPPERT Long stainless steel products		 ims Engineering steels	
	Q1 2016	Q1 2015	Q1 2016	Q1 2015	Q1 2016	Q1 2015
Sales	84.8	90.8	110.3	121.9	229.0	104.8
Change vs. 2015	-6.6%	-	-9.5%	-	+118.6%	-
Price effect	-18.1%	-	-13.9%	-	-7.8%	-
Volume effect	+11.6%	-	+4.4%	-	-4.2%	-
Change in consolidation	0.0%	-	0.0%	-	+130.5%	-
Adjusted EBITDA ^{(1) (2)}	1.9	3.8	2.6	5.3	2.8	5.1
% of sales	2.3%	4.2%	2.4%	4.3%	1.2%	4.8%
Operating income/(loss) before non-recurring items ⁽²⁾	(0.1)	1.9	2.3	5.0	1.0	4.0
% of sales	-0.1%	2.1%	2.1%	4.1%	0.4%	3.8%

⁽¹⁾ Non-division activities (including Jacquet Metal Service SA) contributed €1.5 million to Q1 2016 adjusted EBITDA.

⁽²⁾ Adjusted for non-recurring items (non-IFRS financial indicators)

- **JACQUET - Abraservice**

First quarter volumes were up 11.6% from Q1 2015. Sales however fell 6.6% to €84.8 million, impacted by falling prices (-18.1% price effect).

The first quarter gross margin amounted to 28.7% of sales, compared to 28.8% in 2015.

Adjusted EBITDA came to €1.9 million (2.3% of sales), down from €3.8 million in first quarter 2015 mainly due to falling sale prices.

- **Stappert**

First quarter volumes were up 4.4% from Q1 2015. Stappert's sales were also impacted by falling prices (-13.9%) and came to €110.3 million (down 9.5% from Q1 2015).

The gross margin represented 19.5% of sales compared to 19.6% in first quarter 2015.

Adjusted EBITDA came to €2.6 million (2.4% of sales), down from €5.3 million in first quarter 2015 mainly due to falling sale prices.

- **IMS group**

The division posted sales of €229 million, up 118.6% from first quarter 2015 (-4.2% volume effect at constant consolidation; -7.8% price effect; +130.5% consolidation change corresponding to Schmolz+Bickenbach Distribution Q1 2016 sales of €136.8 million).

At constant consolidation, the gross margin represented 24.7% of sales compared to 23.6% in first quarter 2015.

Adjusted EBITDA came to €2.8 million (1.2% of sales) down from €5.1 million in first quarter 2015, impacted by adverse market conditions and the results of Schmolz+Bickenbach Distributions GmbH in Germany.

First quarter report available: www.jacquetmetalservice.com

2016 half-year results: Wednesday, September 7, 2016 after market closing

Jacquet Metal Service is a European leader in the distribution of specialty steels. The Group operates and develops a portfolio of four brands: JACQUET (stainless steel quarto plates), Stappert (long stainless steel products), Abraservice (wear-resistant quarto plates) and IMS group (engineering steels). Jacquet Metal Service employs 3,356 people and has a network of 109 distribution centers across 26 countries spanning Europe, China and North America.