

## Third quarter 2014

- **Sales** **€279.2 million (up 10.4% vs Q3 2013)**
- **EBITDA** **€16.4 million (5.9% of sales)**
- **External growth in Canada**

On November 6, 2014, the Board of Directors, chaired by Eric Jacquet, reviewed the unaudited consolidated financial statements for the period ended September 30, 2014.

€m	Q3 2014	Q3 2013	YTD Sep 30 2014	YTD Sep 30 2013
<b>Sales</b>	<b>279.2</b>	<b>251.8</b>	<b>856.8</b>	<b>792.7</b>
Gross margin	69.4	57.1	212.2	181.1
% of sales	24.9%	22.7%	24.8%	22.8%
<b>EBITDA</b>	<b>16.4</b>	<b>7.3</b>	<b>46.4</b>	<b>23.2</b>
% of sales	5.9%	2.9%	5.4%	2.9%
<b>Operating income</b>	<b>12.5</b>	<b>2.8</b>	<b>34.6</b>	<b>14.0</b>
% of sales	4.5%	1.1%	4.0%	1.8%
<b>Net income (Group share)</b>	<b>6.9</b>	<b>0.3</b>	<b>18.1</b>	<b>3.0</b>

### Sales and earnings

Third quarter sales amounted to €279.2 million, up 10.4% over third quarter 2013 (comprising volume effect +8.7% including scope effect +3.2% and price effect +1.7%), and Q3 EBITDA came in at €16.4 million or 5.9% of sales.

The Group posted first nine months 2014 sales of €856.8 million, up 7.9% from first nine months 2013 sales (comprising volume effect +12.3% including scope effect +3.5%, and price effect -4.4%). Gross margin as a percentage of sales rose by 2 percentage points to 24.8%, amounting to €212.2 million.

As such, EBITDA doubled vs. 2013 to €46.4 million (broken down between €13.8 million in first quarter, €16.2 million in second quarter and €16.4 million in third quarter) accounting for 5.4% of sales.

Operating income came to €34.6 million and net income (Group share) was €18.1 million.

### Financial position

First nine months 2014 Group cash flow amounted to €41.4 million compared to 2013 full year cash flow of €25 million.

As a result of the growth in sales, inventories increased by €51 million since January 1, 2014. Consequently, on September 30, 2014 operating working capital amounted to 25.2% of sales and net debt stood at €131.1 million compared to shareholders' equity of €257.7 million, resulting in a net debt to equity ratio of 50.9%.

## Results by brand

(€m)								
	<i>Stainless steel quarto plates</i>		<i>Long stainless-steel products</i>		<i>Wear-resistant quarto plates</i>		<i>Engineering steels</i>	
	Q3 2014 (3 months)	Sep 30, 2014 (9 months)	Q3 2014 (3 months)	Sep 30, 2014 (9 months)	Q3 2014 (3 months)	Sep 30, 2014 (9 months)	Q3 2014 (3 months)	Sep 30, 2014 (9 months)
<b>Sales</b>	<b>59.1</b>	<b>170.6</b>	<b>116.9</b>	<b>350,6</b>	<b>15.3</b>	<b>48.7</b>	<b>88.2</b>	<b>292.1</b>
<b>Change vs 2013</b>	<b>23.2%</b>	<b>11.8%</b>	<b>3.3%</b>	<b>1.3%</b>	<b>6.3%</b>	<b>-0.5%</b>	<b>10.8%</b>	<b>13.7%</b>
<b>EBITDA (1)</b>	<b>3.1</b>	<b>7.3</b>	<b>8.2</b>	<b>20.7</b>	<b>0.1</b>	<b>0.6</b>	<b>4.0</b>	<b>13.6</b>
<b>% of sales</b>	<b>5.3%</b>	<b>4.3%</b>	<b>7.0%</b>	<b>5.9%</b>	<b>0.4%</b>	<b>1.3%</b>	<b>4.5%</b>	<b>4.6%</b>

(1) Q3 and first nine months 2014 EBITDA of non-brand business (including Jacquet Metal Service SA) amounted to €1.1 million and €4.2 million respectively

All brands saw growth in sales and posted positive EBITDA in third quarter 2014.

### Acquisition of ROLARK (Canada)

On October 16, 2014, JACQUET (stainless-steel quarto plates) acquired ROLARK group.

ROLARK is a 30-year-old Canadian group distributing stainless steels and consists of three companies located in Toronto, Edmonton and Montreal. With 65 employees, Rolark posted sales of CAD 32 million (€22 million).

Backed by warehouses facilities, ROLARK's three companies complement JACQUET's North American presence, which has existing operations in Philadelphia, Chicago, Houston, Charlotte and Los Angeles.

Including ROLARK, JACQUET now has 600 employees and 29 distribution centers in 20 countries. Following this acquisition, JACQUET pro forma sales (12 months) are estimated at €245m of which 33% in North America.

September 30, 2014 interim report available: [www.jacquetmetalservice.com](http://www.jacquetmetalservice.com)

2014 annual results: March 5, 2015

Jacquet Metal Service is a European leader in the distribution of special steels. The group develops and operates a brands' portfolio in special steels distribution: JACQUET (stainless steel quarto plate), Stappert (stainless steel long products), Abraservice (wear-resistant quarto plates) and IMS (engineering and tool steels). With a workforce of 2,400 staff, Jacquet Metal Service is spread over a network of 86 distribution centers in 23 countries in Europe, China and North America.