

# Richelieu Hardware

15:56 04 Jul 2019

## Richelieu Hardware shares surge as sales in US show strong growth

Richelieu Hardware Ltd (TSE:RCH) shares surged Thursday as the hardware distributor for home furnishings makers and retailers posted solid first half and second quarter numbers, with sales in the US showing notable growth.

The firm has over 110,00 products and 39 distribution centers in Canada and 36 in the United States.

In the US, the company recorded sales of US\$135.3 million, compared to US\$126.2 million for the first six months of 2018, an increase of US\$9.1 million or 7.2%, of which 1.2% resulted from internal growth and 6.0% from acquisitions. In the second quarter, US sales were up 14% versus the same period in 2018.

### Canada sales

In Canada, Richelieu recorded sales of C\$326.7 million, compared to C\$324.8 million for the first six months of 2018, up by C\$1.9 million or 0.6%, of which 1.7% resulted from acquisitions and an internal decrease of 1.1%

Net earnings per share in the first half amounted to \$0.51 basic and diluted, compared to \$0.53 basic and diluted for the first half of 2018, down 3.8%. That was on group sales of \$507.4 million, an increase of 4.6% over the first six months of 2018.

Richelieu CEO Richard Lord noted that in the second quarter, the group continued to grow and to invest for future growth.

He also noted the recent acquisition of Euro Architectural Components, a leader in the architectural hardware and stainless steel components market for stairs, banisters and railings.

"This latest acquisition, together with the three prior acquisitions completed in the first quarter, should increase our annual sales by approximately \$30 million. We are confident that our strategies of ongoing innovation, market development and acquisition will continue to bring good results in the second half of 2019," he said.

Shares in Toronto added more than 10% to \$24.49.

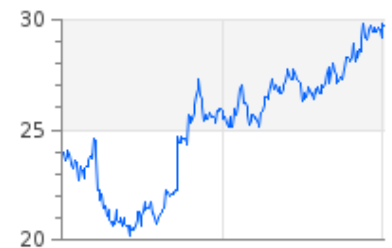
Contact the author at [giles@proactiveinvestors.com](mailto:giles@proactiveinvestors.com)

Follow him on Twitter@Gile74

**Price:** 29.76

**Market Cap:** \$1.67 billion

### 1 Year Share Price Graph



February 2019 August 2019 February 2020

### Share Information

**Code:** RCH

**Listing:** TSX

**52 week** **High** **Low**  
29.83 20.03

**Sector:** Fashion & brands

**Website:** [www.richelieu.com](http://www.richelieu.com)

### Company Synopsis:

*Distributor, importer and manufacturer of specialty hardware and complementary products. Its products are targeted at kitchen and bathroom cabinet, home and office furniture and window and door manufacturers, residential commercial woodworking industries.*

[action@proactiveinvestors.com](mailto:action@proactiveinvestors.com)

Proactive Investors facilitate the largest global investor network across 4 continents in 4 languages. With a team of analysts

journalists & professional investors Proactive produce independent coverage on 1000's of companies across every sector for private investors, private client brokers, fund managers and international investor communities.

Contact us +44 (0)207 989 0813 [action@proactiveinvestors.com](mailto:action@proactiveinvestors.com)

### No investment advice

The Company is a publisher. You understand and agree that no content published on the Site constitutes a recommendation that any particular security, portfolio of securities, transaction, or investment strategy is suitable or advisable for any specific person. You understand that the Content on the Site is provided for information purposes only, and none of the information contained on the Site constitutes an offer, solicitation or recommendation to buy or sell a security. You understand that the Company receives either monetary or securities compensation for our services. We stand to benefit from any volume which any Content on the Site may generate.

You further understand that none of the information providers or their affiliates will advise you personally concerning the nature, potential, advisability, value, suitability or profitability of any particular security, portfolio of securities, transaction, investment, investment strategy, or other matter.

You understand that the Site may contain opinions from time to time with regard to securities mentioned in other products, including Company-related products, and that those opinions may be different from those obtained by using another product related to the Company. You understand and agree that contributors may write about securities in which they or their firms have a position, and that they may trade such securities for their own account. In cases where the position is held at the time of publication and such position is known to the Company, appropriate disclosure is made. However, you understand and agree that at the time of any transaction that you make, one or more contributors may have a position in the securities written about. You understand that price and other data is supplied by sources believed to be reliable, that the calculations herein are made using such data, and that neither such data nor such calculations are guaranteed by these sources, the Company, the information providers or any other person or entity, and may not be complete or accurate.

From time to time, reference may be made in our marketing materials to prior articles and opinions we have published. These references may be selective, may reference only a portion of an article or recommendation, and are likely not to be current. As markets change continuously, previously published information and data may not be current and should not be relied upon.

The Site does not, and is not intended to, provide investment, tax, accounting, legal or insurance advice, and is not and should not be construed as providing any of the foregoing. You should consult an attorney or other relevant professional regarding your specific legal, tax, investment or other needs as tailored to your specific situation.