

PRESS RELEASE

Sto AG, Stühlingen

- **Sto consolidated turnover for the first quarter of 2013 down by 11.6% to EUR 165.3 million against the same period last year**
- **Weather-induced drop in demand hampers trade across the board**
- **Usual Q1 shortfall higher than in previous year**
- **Group workforce stands at 4,788 employees (previous year: 4,670)**
- **Outlook for 2013 as a whole remains unchanged: moderate increase in consolidated turnover and decrease in EBIT expected**

Stühlingen, 17 May 2013 – Sto AG, a major international manufacturer of products and systems for building coatings, was unable to escape the impact of the primarily weather-related difficult conditions in the sector in the first quarter of 2013: **Consolidated turnover** fell in comparison with the same period last year by 11.6% to EUR 165.3 million (previous year: EUR 187.0 million).

Above all, the extremely adverse weather conditions impacted on **domestic** sales, which fell by 18.2% to EUR 65.5 million (previous year: EUR 80.1). **International sales** declined on balance by 6.6% to EUR 99.8 million. In this respect, the weather-related lower turnover in the other European countries and that in China was countered by improved trade in the USA. The share of international business in group sales amounted to 60.4% for the first three months of 2013, as compared with 57.2% for the same period last year.

Acquired at the start of February, the first-time inclusion of Natursteinindustrie Johann Neumeyer & Brigl GmbH & Co. KG, Eichstätt, resulted in additional sales

of EUR 1.4 million. In all, the effects of exchange rate changes were without consequence in the first quarter of 2013.

At the **start of April 2013**, the restrained business observed at Sto initially continued, with sales of facade products gradually recovering over the course of the month.

Owing to the marked seasonality of the facade business, Sto generally does not generate a positive **result** in the first months of any given financial year. This was also the case in the first quarter of 2013, which registered a higher **shortfall** in comparison to the same period last year due to the discernibly lower sales volume and simultaneous increases in staff, energy and logistics costs.

The **financial position and asset situation** remained solid despite the shortfall for the period.

Group-wide, 4,788 **staff** were employed by the Sto Group at the end of March 2013, compared to 4,670 at the same time last year (+2.5%). This increase was the result of a larger workforce in Germany that rose by 129 employees to 2,555 (+5.3%). 63 of these employees work for Natursteinindustrie Johann Neumeier & Brigl GmbH & Co KG., which was included in the figure for the first time. The international workforce amounted to 2,233 staff to the end of the quarter, as compared with 2,244 (-0.5%) on the reporting date of the previous year. The share of international employees within the group workforce was 46.6% (previous year: 48.1%) as at 31 March 2013.

Outlook for the 2013 fiscal year

In terms of 2013 as a whole, a modest increase in turnover of around 2% to approximately EUR 1,165 million (previous year: EUR 1,141.7 million) is still expected for the Sto Group. This figure also takes into account the weak start to the year due to weather conditions. Moreover, it is also anticipated that

significant positive exchange rate effects observed in previous years will not be a factor in 2013.

EBIT is expected to decline further in comparison to last year's figure of EUR 95.3 million, as it currently appears that key cost items will once again rise at a higher rate than business volume. Above all, this applies to personnel, energy and logistics expenditure. In terms of material costs, disproportionately increasing costs can also be expected despite an easing in relation to individual raw materials.

Sto AG is a major international manufacturer of products and systems for building coatings. In 2012, consolidated turnover totalled approximately EUR 1,142 million. The company is a leader in the field of external wall insulation systems. Core products also include high-quality facade elements and plaster and paints, for both external and internal building applications. Additional key areas are concrete restoration/floor coatings as well as acoustic and rainscreen cladding facade systems.

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The full interim statement within the first six months of 2013 is available for download at www.sto.de and can be found in the "Investor Relations" section under "Unternehmen" (Company).