

**Publication of inside information in accordance with article 17 MAR  
Sto SE & Co. KGaA, Stühlingen/Germany**

**Sto has adjusted its turnover forecast for the 2020 fiscal year  
downward and its earnings forecast for the 2020 fiscal year upward**

*Stühlingen, 05 November 2020* – During the preparatory work for the interim report within the second half-year of 2020, Sto SE & Co. KGaA has adjusted its forecast for turnover and earnings for the year as a whole. At present, the Sto Group expects turnover in 2020 to amount to approximately EUR 1,408 million (previous forecast: increase in turnover of 6.6 % to approximately EUR 1,490 million; 2019: EUR 1,398.2 million) which equals an increase of only 0.7 % in comparison to the previous year.

Consolidated earnings before interest and taxes (**EBIT**) are expected to increase to between EUR 106 and EUR 116 million (previous forecast: EUR 93 million to EUR 103 million; 2019: EUR 85.9 million). Earnings before taxes (**EBT**) for 2020 are also likely to be higher than expected, amounting to between EUR 103 million and EUR 113 million (previous forecast: between EUR 90 million and EUR 100 million; 2019: EUR 83.1 million), with a **return on sales** of between 7.4 % and 8 % (previous forecast: between 6 % and 6.7 %, 2019: 5.9 %).

The lower growth in consolidated turnover is largely due to the impact of the coronavirus pandemic. Thanks to positive procurement effects and measures to secure earnings, the original earnings forecast is nevertheless likely to be exceeded in the 2020 fiscal year. However, it must be pointed out that both the weather conditions in the last few months of the year, which are important for the Sto Group's business

development, and the further course of the coronavirus pandemic may still have a significant negative impact on the development of turnover and earnings in the 2020 fiscal year.

*The complete interim report within the second half of 2020 will be published on 19 November 2020.*

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