

Publication of inside information in accordance with Art. 17 of the MAR (Director's Dealings) of Sto SE & Co. KGaA, Stühlingen/Germany

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Sto raises its turnover and earnings forecast for the fiscal year of 2021

Expected increase in turnover of 11 % to approximately EUR 1,590 million (previous forecast: +10 % to EUR 1,578 million; previous year: EUR 1,433.0 million)

Consolidated EBIT range raised to between EUR 113 million and EUR 128 million (previous forecast: between EUR 98 million and EUR 113 million; previous year: EUR 120.8 million)

Consolidated EBT expected to amount to between EUR 115 million and EUR 130 million (previous forecast: between EUR 95 million and EUR 110 million; previous year: EUR 119.0 million)

Stühlingen/Germany - 20 December 2021 - Based on current projections, the Executive Board of STO Management SE as the personally liable partner of Sto SE & Co. KGaA assumes that the previous turnover and earnings forecast for the Sto Group will be exceeded in the year of 2021 as a whole.

Consolidated turnover in 2021 is now expected to grow by 11 % to approximately EUR 1,590 million (previous forecast: +10 % to EUR 1,578 million; previous year: EUR 1,433.0 million), in particular due to the – internationally seen – favourable weather conditions for Sto.

Hence, earnings before interest and taxes (**EBIT**) are expected to amount to between EUR 113 and 128 million (previous forecast: between EUR 98 million and EUR 113 million; previous year: EUR 120.8 million). Earnings before taxes (**EBT**) are also likely to be higher than expected, amounting to between EUR 115 million and EUR 130 million (previous forecast: between EUR 95 million and EUR 110 million; previous year: EUR 119.0 million).

Based on EBT, this results in a **return on sales** of between 7.2 % and 8.2 % (previous forecast: between 6 % and 7.0 %, previous year: 8.3 %). Return on

capital employed (**ROCE**) is expected to reach a value of between 17.3 % and 19.6 % (previous forecast: between 14.8 % and 17.1 %; previous year: 19.7 %).

The improved earnings forecast compared to the previous forecast is mainly based on the positive business development in important markets of the Sto Group, which is exceeding the projections, a lower than recently assumed decline in the gross profit margin due to, among others things, expected positive product mix effects in the fourth quarter, a postponement of cost-intensive strategic measures, as well as measures to secure earnings that were introduced during the course of the year and intensified considerably over time.

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