

# Presentation for investors

## Sto SE & Co. KGaA

Date: 19/11/2021

Sto SE & Co. KGaA reception building  
Design: Wilford Schupp Architekten, Stuttgart, DE  
Orange Blu, Stuttgart, DE



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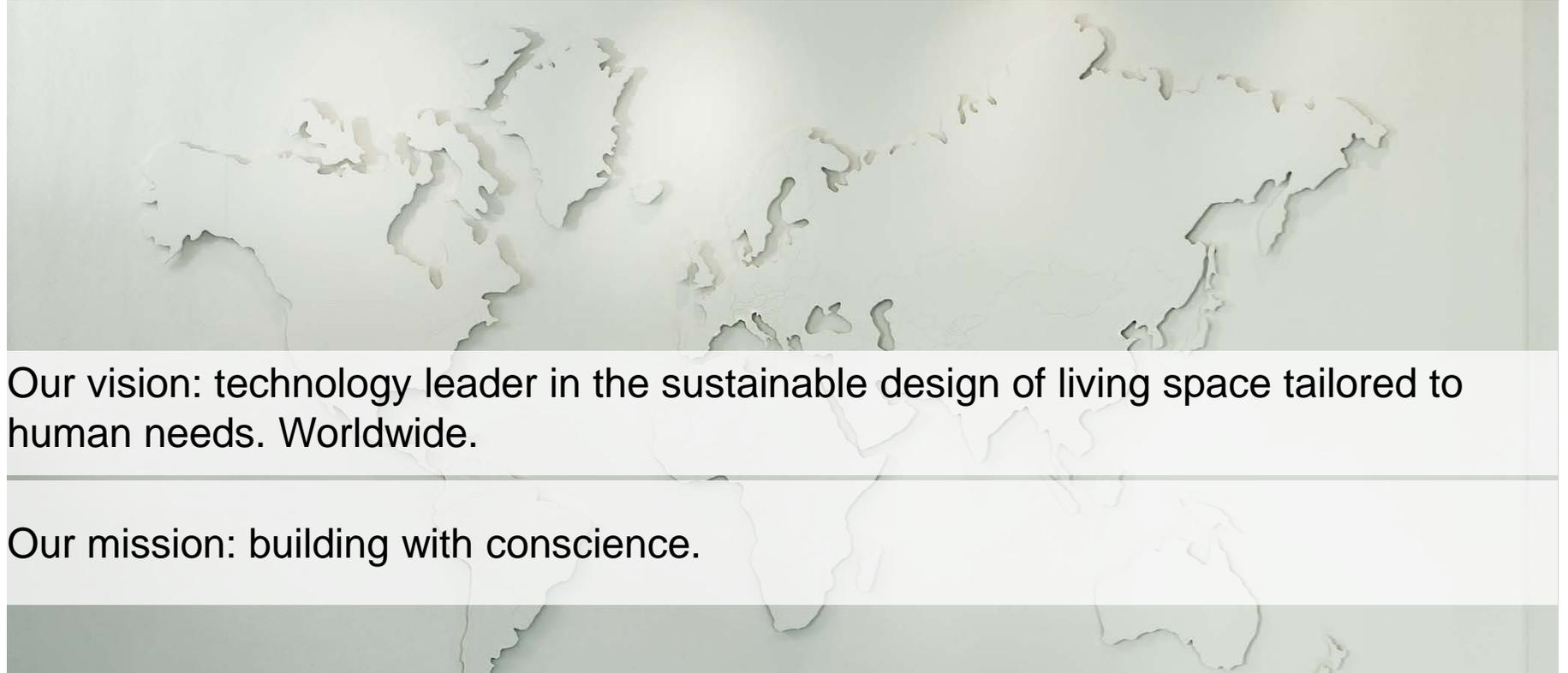
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# From our Guiding Principles



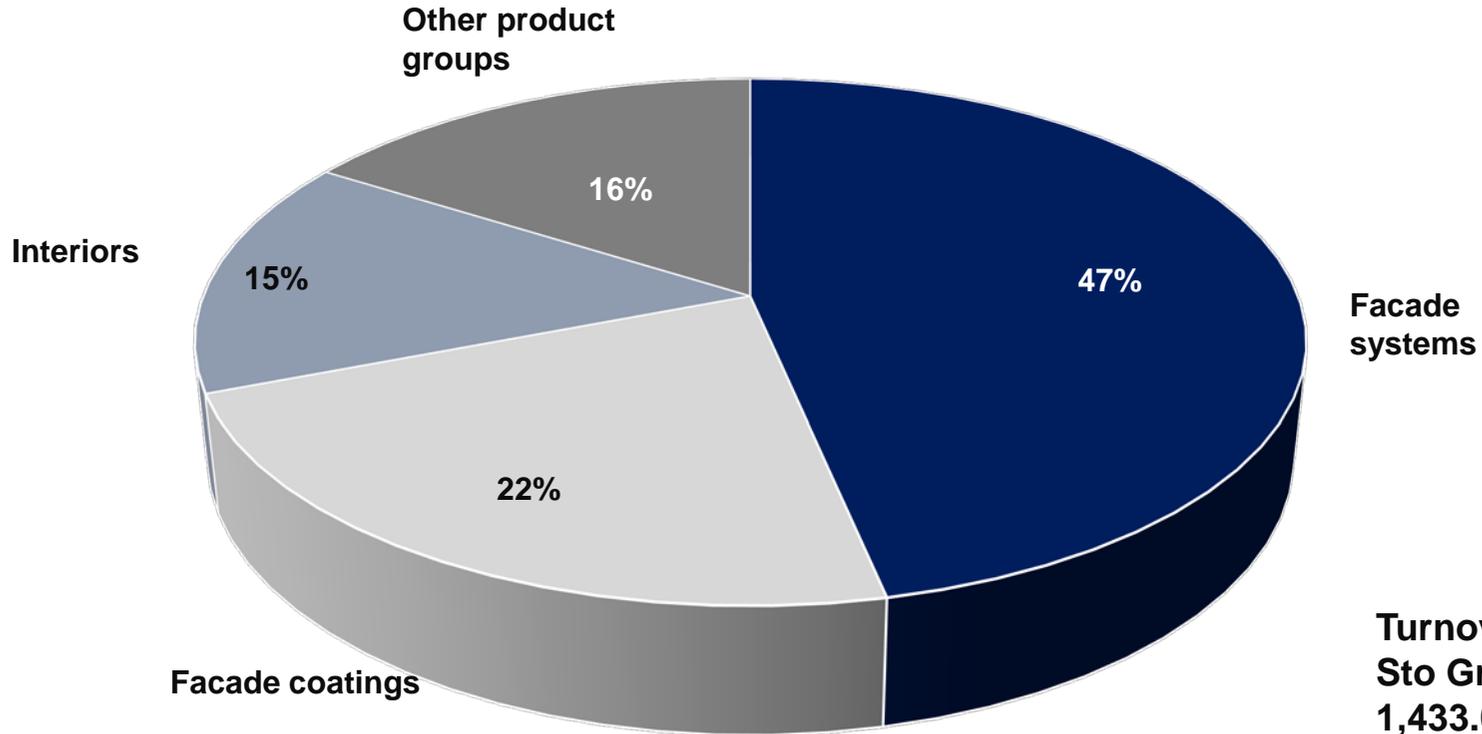
Our vision: technology leader in the sustainable design of living space tailored to human needs. Worldwide.

Our mission: building with conscience.

World map in render in the Sto SE & Co. KGaA reception building

# Sto product groups

Share of Sto Group consolidated turnover for 2020

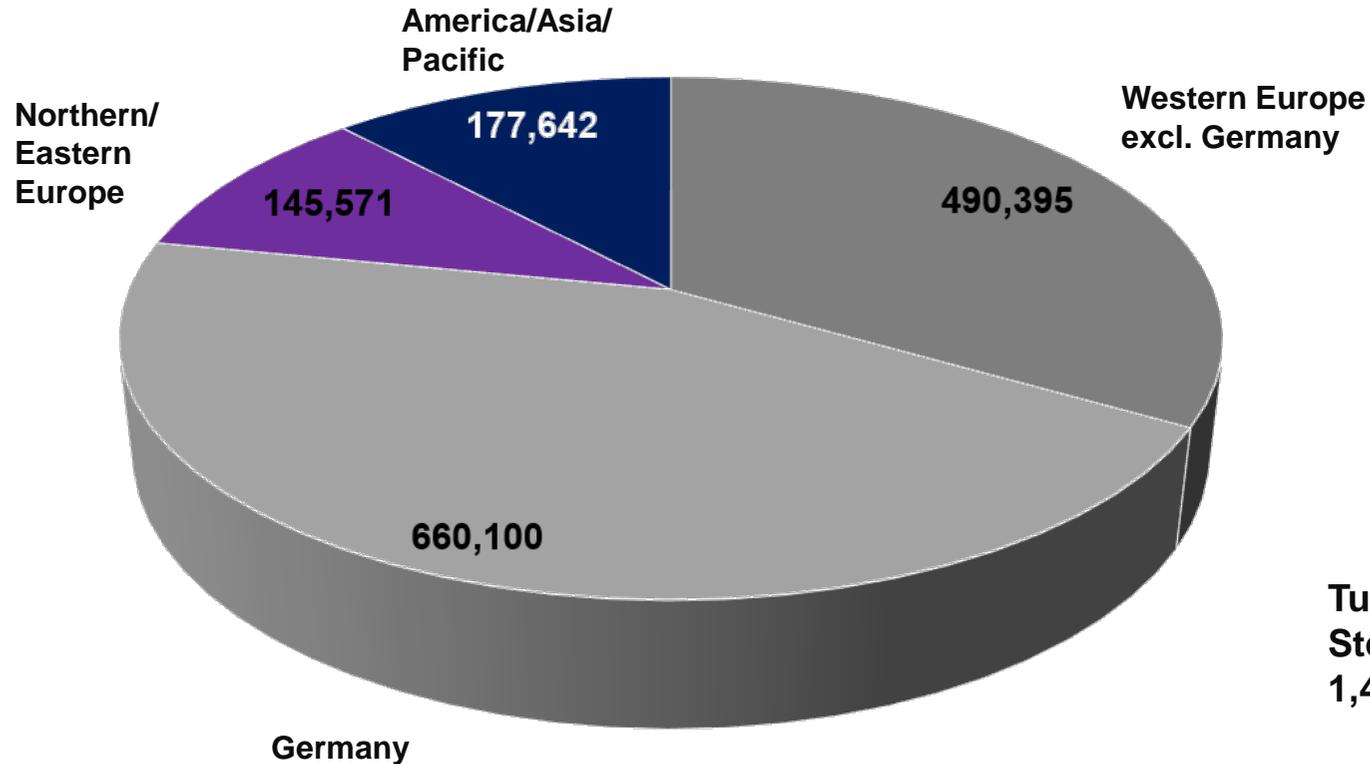


**Turnover 2020  
Sto Group: EUR  
1,433.0 million**

Other product groups: including floor coatings and products for concrete repair.

# Sto segment turnover

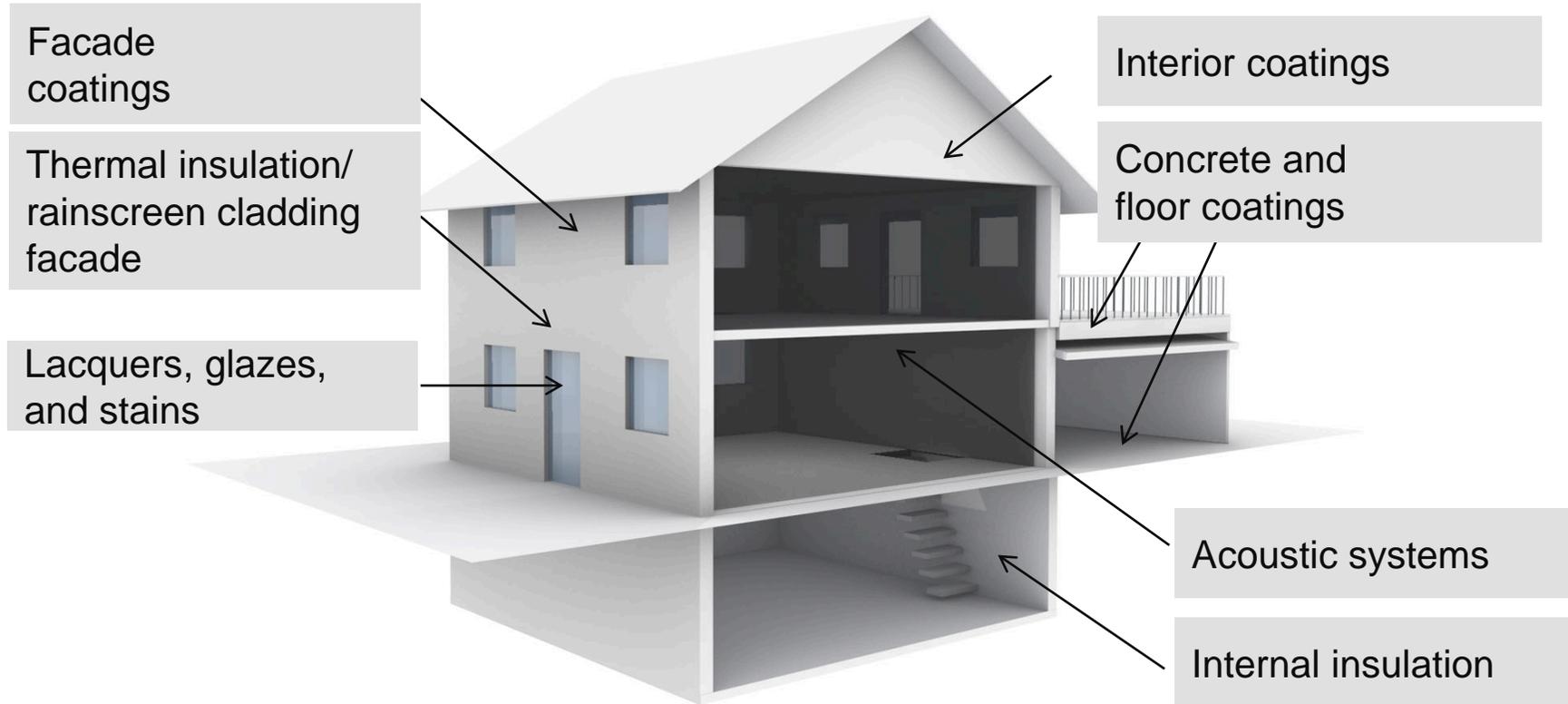
Share of Sto Group consolidated turnover for 2020



**Turnover 2020  
Sto Group: EUR  
1,433.0 million**

# Applications

## Sto products & systems



Simplified schematic diagram

### Thermal insulation helps to protect the environment

The energy savings from the use of Sto facade insulation systems correspond to around **115 billion litres of heating oil.**

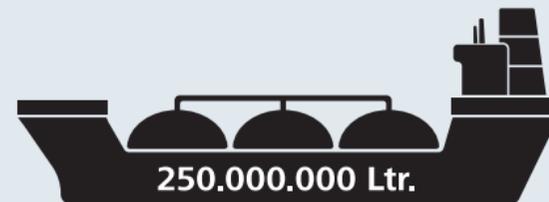


x 28.7 million oil tanks

=



x 4.1 million tanker lorries

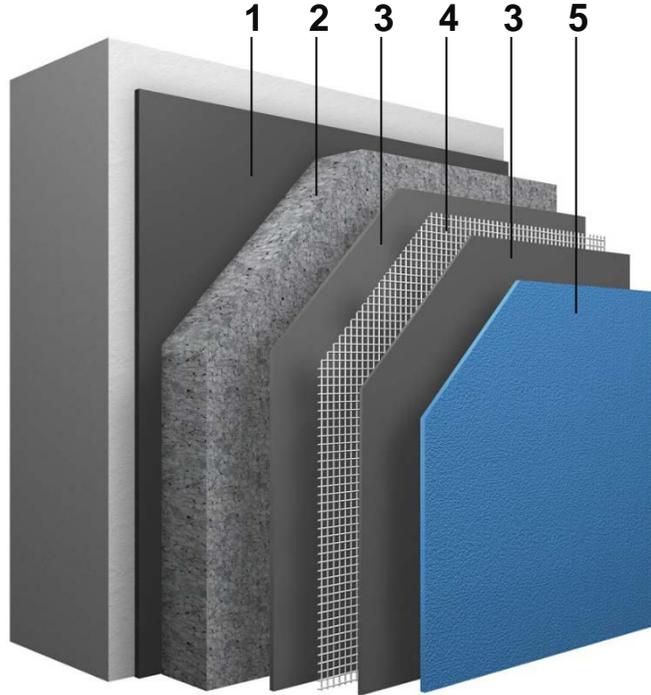


x 460 oil tankers

Between 1965 and 2020, facade insulation systems from Sto played a direct role in saving the barely conceivable volume of 115 billion litres of heating oil. With this, Sto has made a notable contribution to global climate protection: the facade insulation systems from the southern Black Forest have managed to avoid around 370 million tonnes of CO<sub>2</sub> emissions. In 2020 alone, Sto products reduced emissions of this combustion gas by around 20 million tonnes.

# Climate protection

## Sto products — external wall insulation system (EWIS)

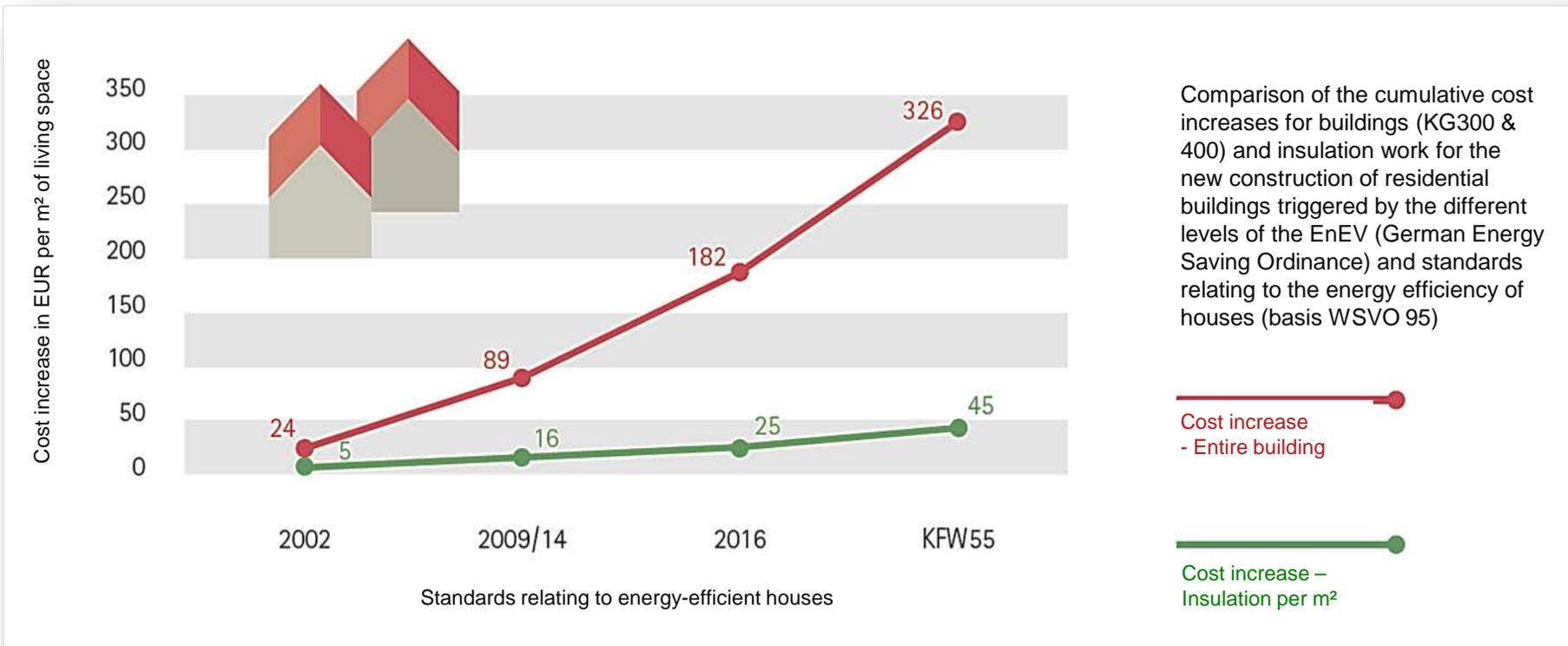


### StoTherm Classic® system build-up

- 1 — Bonding
- 2 — Insulation
- 3 — Reinforcing compound
- 4 — Reinforcing mesh
- 5 — Finish

# Climate protection

## Disproportionately low increase in costs for insulation work



Comparison of the cumulative cost increases for buildings (KG300 & 400) and insulation work for the new construction of residential buildings triggered by the different levels of the EnEV (German Energy Saving Ordinance) and standards relating to the energy efficiency of houses (basis WSV0 95)

—●—  
Cost increase  
- Entire building

—●—  
Cost increase –  
Insulation per m²

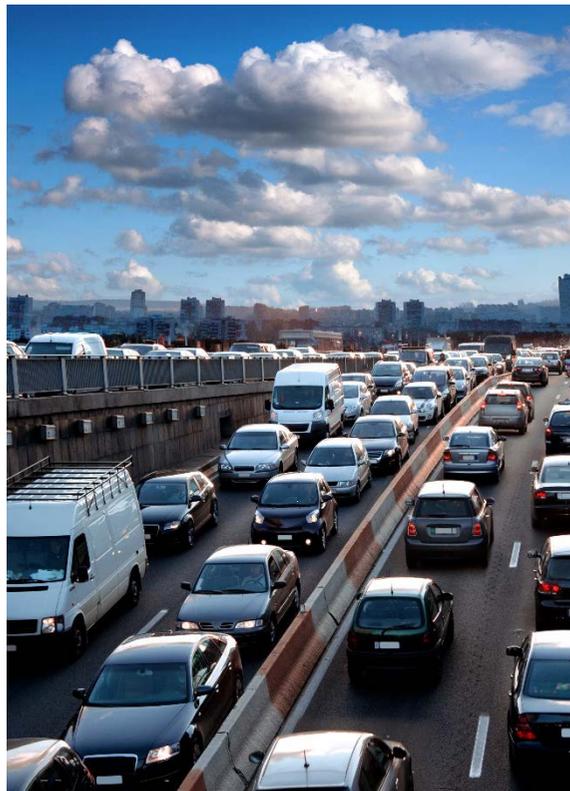
Source: ARGE/FMI April 2017; \* Energy efficiency standard by the German KfW bank stipulating that a building uses only a maximum of 55 % of the primary energy as compared to the energy used by a house that meets the EnEV standard (German Energy Saving Ordinance)

# Climate protection

Sto products — reducing particulates and nitrogen oxides

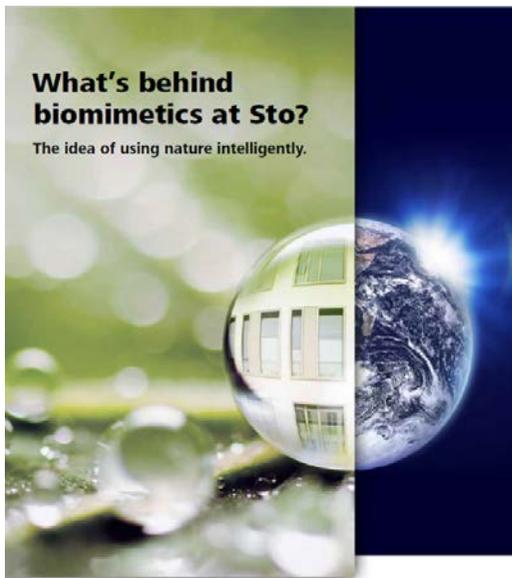
**“Paint combats driving ban”**:  
this was the eye-catching headline  
of the newspaper *Bild* some time  
ago, highlighting the possibility of  
using paint to significantly reduce  
air pollution in city centres.

The newspaper report cited the  
example of Stuttgart, where the  
authorities were considering  
applying photocatalytic paint to  
noise barriers and public buildings.  
This brings StoColor Photosan —  
an exterior paint that breaks down  
nitrogen oxides and ozone by itself  
— very much into the spotlight.



# Sto products

Biomimetic paints for over 20 years

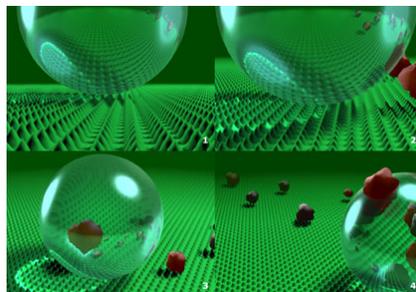


## Durability thanks to the experience of nature

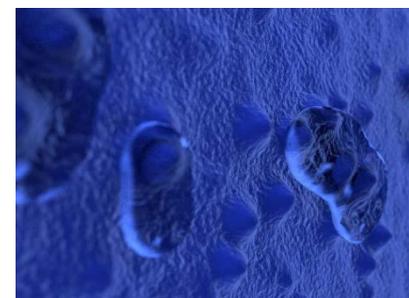
For 20 years, we have been developing products based on the most efficient solutions from nature. Our inspiration: 3430 million years of evolution – constant optimisation through further development. The benefit to you: radiant colour intensity, UV protection, weather protection, surfaces that clean themselves, and a longer lifecycle for your facades. Cost-effectiveness and ecology combined. This is what we mean by building with conscience.

[www.sto.com/biomimetics](http://www.sto.com/biomimetics)

## Lotusan: dirt runs off with the rain



## StoColor Dryonic: nice and dry, come what may

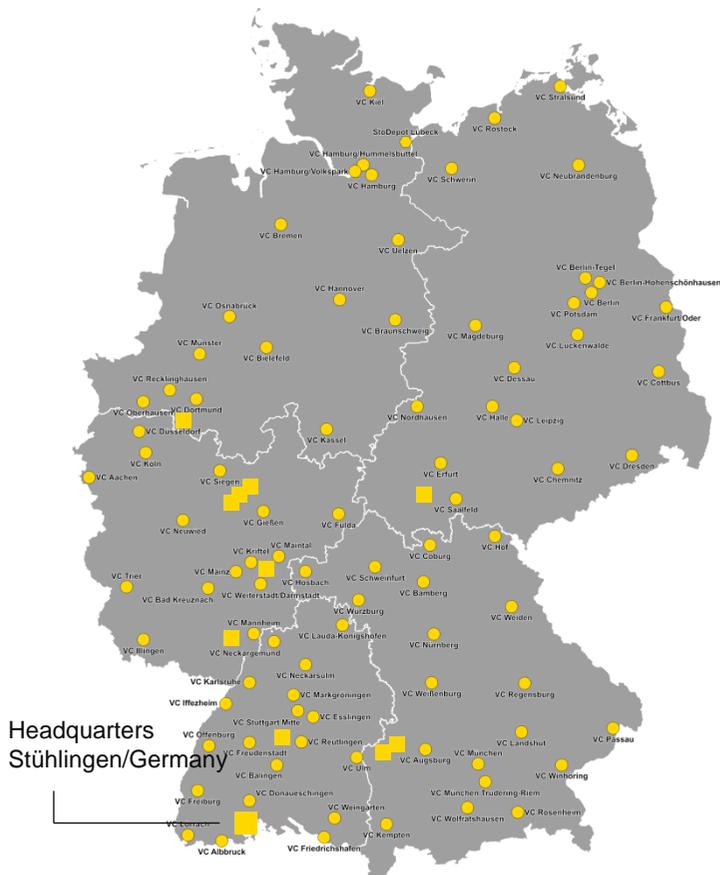


# Core target groups



The customers that purchase from the Sto brand are generally tradespeople or specialist companies. The market cultivation activities for the Sto brand focus on these three target groups.

# Sto – presence in Germany



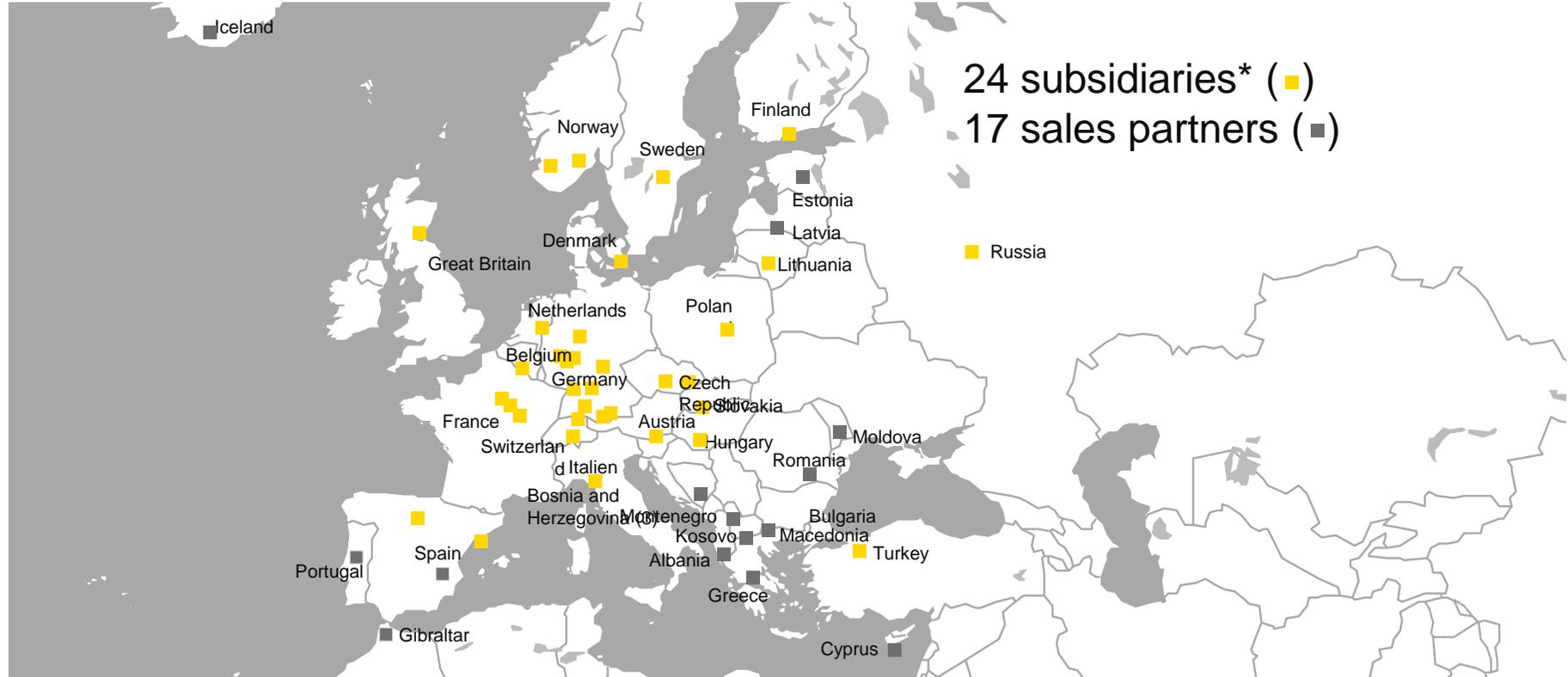
## Sto SE & Co. KGaA Sales Germany:

90 SalesCentres (●)  
339 employees in the sales force incl.  
application engineering

10 subsidiaries\* (■)

# Sto – international presence

## Europe

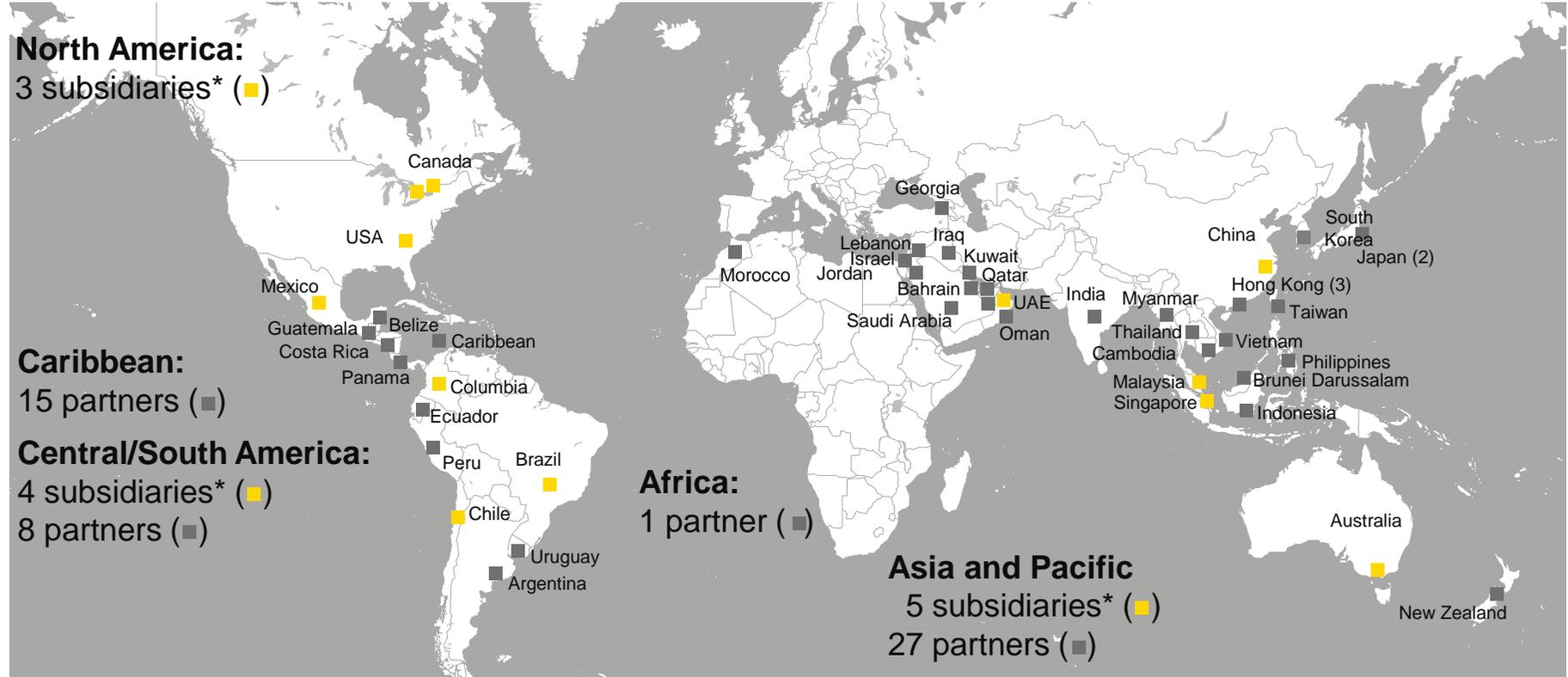


As at: 14/04/2021

\* Number of subsidiaries not including their operating sites and not including holdings or service companies.

# Sto – international presence

America, Africa, Asia/Pacific



As at: 14/04/2021

\* Number of subsidiaries not including their operating sites and not including holdings or service companies.

## Sto Group

### Company brand



### Mixed brand presence



### Individual/family brand



# Sto is one of Germany's best employers in 2021

In a representative study, opinion poll institute Statista and Stern magazine identified the 650 best German employers in 2021. Sto is the leading company in the industry sector for building materials, metals, and materials. In the overall ranking, it is placed at an outstanding 24th place.

Two years ago, our Group-wide employee survey showed that **91 per cent** of employees agreed with the values and culture at Sto. This is well above the national and international average.

In response to the question “Would you recommend Sto as an employer to your friends?”, **84 per cent** of employees answered positively.

These positive attitudes among Sto's employees have now been confirmed by the impressive results of the *Stern* and *Statista* survey.



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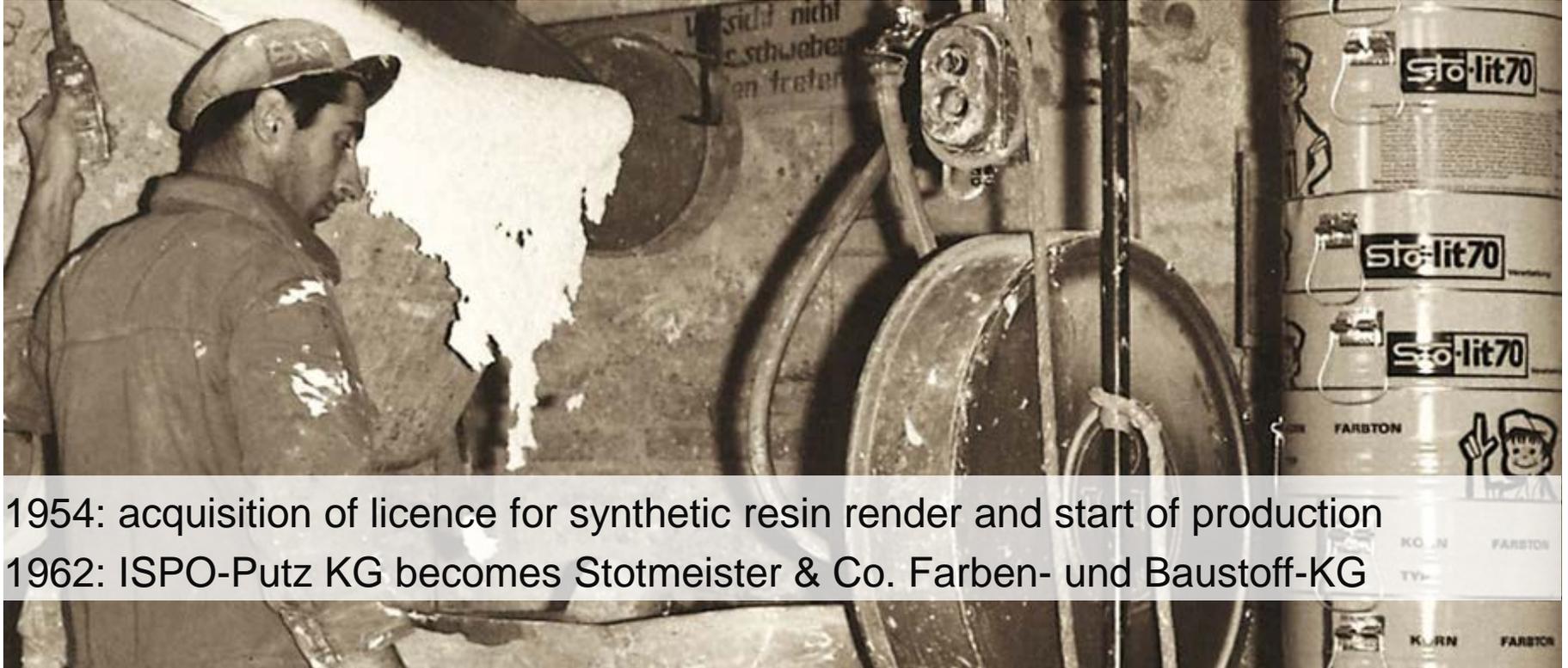


1835: founding of lime and cement works in Weizen

# The history of Sto



Bewusst bauen.



1954: acquisition of licence for synthetic resin render and start of production

1962: ISPO-Putz KG becomes Stotmeister & Co. Farben- und Baustoff-KG

# The history of Sto



1988: Stotmeister GmbH changes to Sto AG  
1992: introduction to the stock exchange  
2014: Sto AG changes to Sto SE & Co. KGaA

Sto SE & Co. KGaA communications building, Stühlingen  
Photo: Christian René Schulz, Bielefeld  
Design: Michael Wilford Architekten, Stuttgart/London



## Family entrepreneurs:

Jochen Stotmeister <sup>(1)</sup>, Gerd Stotmeister <sup>(2)</sup>, Fritz Stotmeister <sup>(3)</sup>

1) Chairman of the Supervisory Board of STO Management SE & Chairman of the Executive Board (1988–2015)

2) Member of the Supervisory Board of STO Management SE & Chief Technology Officer (1998–2016)

3) Honorary member of the Executive Board of Sto SE & Co. KGaA & founder of ISPO-Putz KG



**Michael Keller**

**Executive Board**

responsible for Sales Sto Brand Germany, Distribution, Marketing Communications, and Central Services

**Rainer Hüttenberger**

**Spokesman of the Executive Board**

responsible for Sales Sto Brand International, Business Unit Organisation, Corporate Strategic Development, and M&A

**Jan Nissen**

**Chief Technical Officer,**

responsible for Process Engineering, Innovation, Supply Chain and Logistics

**Rolf Wöhrle**

**Executive Board**

Chief Financial Officer, responsible for Finance, Controlling, Legal, Internal Audit, and Information Technology



Everybody is talking about CSR – Corporate Social Responsibility. But actions speak louder than words. Sto is fulfilling its social responsibility in three concrete areas.



## 1) Thermal insulation equals climate protection: our products.

Sto has been selling facade insulation systems for over 50 years and supplied insulation for around **650 million m<sup>2</sup>** of facade surfaces from 1965 to 2020. This equates to a saving of **370 million tonnes** of carbon dioxide for the Earth's atmosphere.

## TRAINING AND FURTHER EDUCATION FOR TRADESPEOPLE AND ARCHITECTS



### **2) Promoting young talent through education: the Sto Foundation**

The foundation, which was launched in 2005, promotes the education of young people in trade and academic environments. It also supports projects for the preservation of historic monuments and the development of eco-friendly building materials.



# Strategy 2025

Strategy review successfully completed



## Global megatrends - Significant opportunities for Sto

Climate change + ecosystem threats	Technology + innovation	Demographic change	Future markets/ Globalisation trends	Sustainability + global responsibility	Scarcity of resources	Global knowledge societies
Global warming	Innovation enables efficiency	Global population increase and migration	Advancing globalisation	Good governance of countries	Growing energy consumption	Knowledge society
Increasing CO <sub>2</sub> emissions	Progress in biosciences	Company Ageing society	Increasing economic integration	Philanthropy and NGOs	Demand for water and food	Need for experts
Global ecosystems in danger	Digital transformation	Trend towards urbanization	Emerging countries catching up with industrial nations	Companies as corporate citizens	Regional imbalances regarding raw materials	Tackling gender inequality

Climate targets and policies confirm the direction of Sto



- Climate Action Programme 2030
- Tax incentives for energy-related building refurbishments
- Socio-ecological stimulus packages
- European Green Deal
- Reshaping the EU economy for a sustainable future
- Including energy-conserving and resource-conserving construction and renovation

## Target dimensions of the new strategy at a glance

### Customer focus

We are a reliable and flexible partner, and stand for expert advice, functional products, and tangible sustainability



### Performance potential

We harness and promote potential in relation to market reach, solution leadership, and operational excellence

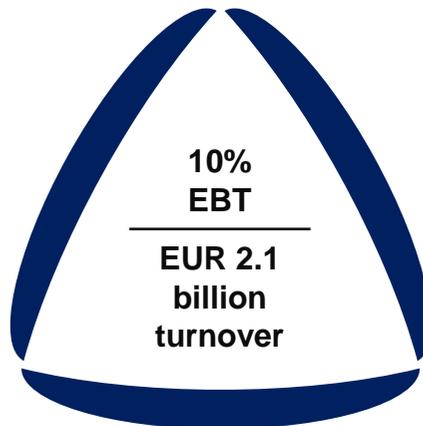
### Dedicated employees

We train and nurture our employees, enabling us to lay the foundations for sustainable corporate success

## 3 strategic dimensions with 14 core initiatives

### Growth initiatives

1. Core segment of external wall insulation systems
2. Two-stage distribution
3. Market potentials besides EWIS
4. Renovation systems
5. Efficiency-enhancing – digitally supported – complete solutions
6. New sales channels, customer groups, and markets
7. New Business



### Profit initiatives

10. Centrally managed supply chain
11. Efficient process organisation
12. Reduced complexity
13. Regionalisation and shared services
14. Focus on loss-making companies

### Core competence initiatives

8. Research and technology activities
9. Sustainability as a core area of expertise

# Strategy 2025

Sustainability - Key element of Sto's DNA

## Sustainability strategy



## Regulations / standards



## Product Information



Building with conscience.

## Company objectives of our sustainability strategy

Climate protection	Environmental protection	Circular economy	Health & well-being	Transparency & social responsibility
				
<ul style="list-style-type: none"> <li>▪ We are 100% climate neutral</li> <li>▪ CO2 assessments will be available for all companies in 2024</li> <li>▪ Compensation will be reduced by 5% per year after 2025</li> <li>▪ Investments include a CO2 assessment</li> <li>▪ Energy management systems (based on ISO 50001) in all countries with production sites</li> </ul>	<ul style="list-style-type: none"> <li>▪ We reduce waste at our own production sites by 5% per year</li> <li>▪ We have environmental management systems in place at all production sites (ISO 14001 certified)</li> <li>▪ 50% of all suppliers are ISO 14001 certified</li> </ul>	<ul style="list-style-type: none"> <li>▪ We promote recycling and avoidance of waste in the company</li> <li>▪ We proactively implement upcoming legislation regarding the disposal of waste at our sites ahead of time</li> </ul>	<ul style="list-style-type: none"> <li>▪ We ensure the highest level of occupational safety and record zero serious injuries at our own production sites.</li> <li>▪ We promote the health of our employees and provide an annual budget and a variety of measures for this purpose.</li> <li>▪ We promote the compatibility of family and career</li> </ul>	<ul style="list-style-type: none"> <li>▪ 100% suppliers have signed the Supplier Code of Conduct and have undergone a risk assessment</li> <li>▪ 20% women in management positions</li> <li>▪ Equal pay for equal work</li> <li>▪ We are increasing spending on training by 60% (vs. 2019)</li> <li>▪ Zero compliance-related convictions</li> </ul>

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Rounding of amounts may lead to minor deviations in totals and in the calculation of percentages in this report.

Sto Group	2016	2017	2018	2019*	2020	Changes in % 20/19
<b>Turnover</b>	1,230.7	1,277.4	1,332.4	1,398.2	1,433.0	2.5
Germany	548.7	562.8	596.0	611.3	660.1	8.0
Outside of Germany	682.0	714.6	736.4	786.9	772.9	-1.8
<b>Investments</b> (without: financial assets and IFRS 16)	37.5	32.7	32.1	35.3	41.7	18.1
<b>Depreciation/amortisation</b> (without: financial assets and IFRS 16)	32.7	33.3	31.3	33.2	45.5	37.0
<b>EBITDA</b>	103.0	117.3	113.2	138.2	186.5	35.0
<b>EBIT</b>	70.3	84.0	81.9	85.9	120.8	40.6
<b>EBT</b>	68.1	82.2	80.2	83.1	119.0	43.2
<b>Return on sales (EBT) (%)</b>	5.5	6.4	6.0	5.9	8.3	
<b>EAT</b> (earnings after taxes)	45.7	55.8	53.8	56.3	80.7	43.3
Earnings per limited ordinary share (EUR)	7.14	8.62	8.33	9.03	12.54	38.9
Earnings per limited preference share (EUR)	7.20	8.68	8.39	9.09	12.60	38.6
<b>Cash flow from current operating activities</b> per share (EUR)	14.85	13.46	12.56	18.21	27.58	51.5
<b>ROCE (%)**</b>	13.9	16.1	15.6	14.0	19.7	
<b>Total assets</b>	714.2	749.6	784.4	896.1	973.8	8.7
<b>Equity capital</b> in % of total assets	425.2	450.1	477.5	486.5	531.4	9.2
<b>Employees</b> (year end) of which in Germany	5,251	5,308	5,333	5,533	5,545	0.2
of which outside of Germany	2,895	2,884	2,887	2,943	3,000	1.9
<b>Sto share</b>						
Dividend per limited ordinary share (EUR)***	0.25/3.00	0.25/3.78	0.25/3.78	0.25/3.78	0.25/4.69	
Dividend per limited preference share (EUR)***	0.31/3.00	0.31/3.78	0.31/3.78	0.31/3.78	0.31/4.69	
Price-to-earnings ratio (31 Dec)	12.9	14.5	9.8	12.5	10.3	
Price-to-book ratio (31 Dec)	1.4	1.8	1.1	1.5	1.6	

(Figures in EUR million unless otherwise indicated)

\* From 2019 including IFRS 16

\*\* ROCE = EBIT divided by average capital employed

Capital employed = balance sheet values are determined on the basis of an arithmetic average value of the respective

reference date values at month end for the respective period. Capital employed = Intangible assets + Property, plant, and equipment + Rights of use + Inventories + Trade receivables / Trade payables.

\*\*\* 2020: proposal by the personally liable partner STO Management SE and the Supervisory Board

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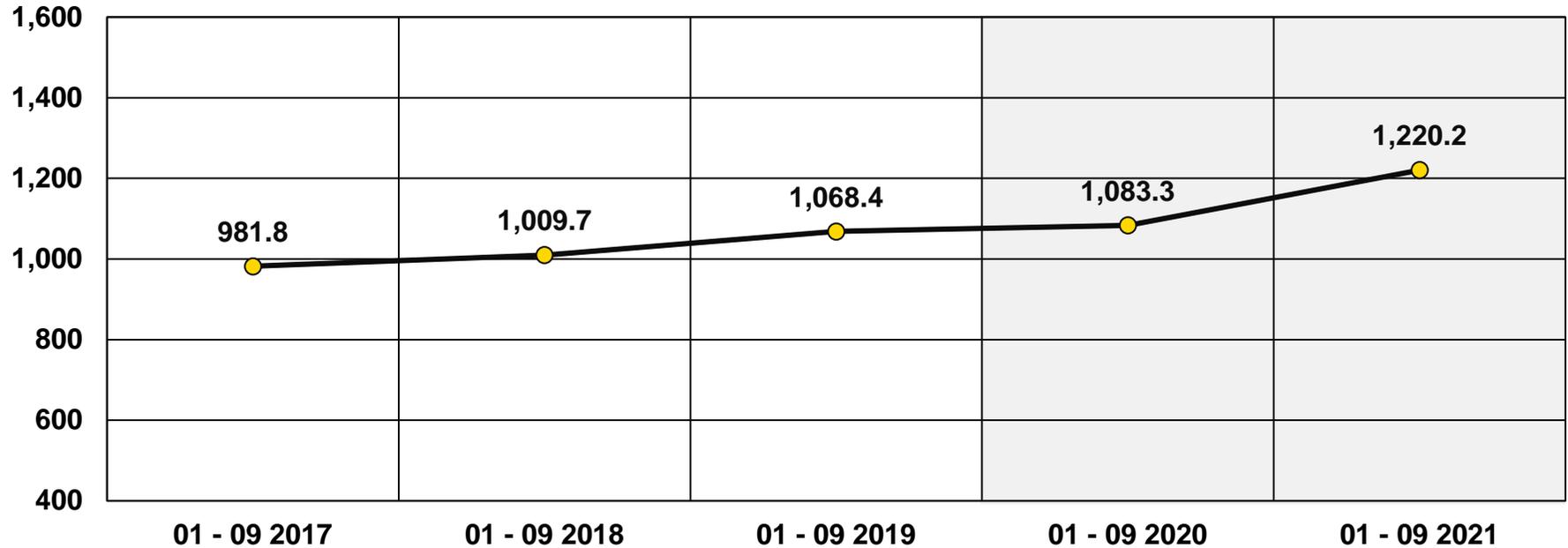
Overview of the Group	01 Jan 2021 - 30 Sept 2021	01 Jan 2020 - 30 Sept 2020	Change in %
<b>Turnover</b>	<b>1,220.2</b>	<b>1,083.3</b>	<b>12.6%</b>
Germany	541.2	506.5	6.9%
Outside of Germany	679.0	576.8	17.7%
<b>Investments</b> (without: financial assets and IFRS 16)	<b>27.7</b>	<b>21.8</b>	<b>27.1%</b>
<b>Employees</b>	<b>5,764</b>	<b>5,656</b>	<b>1.9%</b>
of which in Germany	3,157	3,024	4.4%
of which outside of Germany	2,607	2,632	-0.9%

(Figures in EUR million unless otherwise indicated)

# Sto group turnover

Continuous growth, best value to date

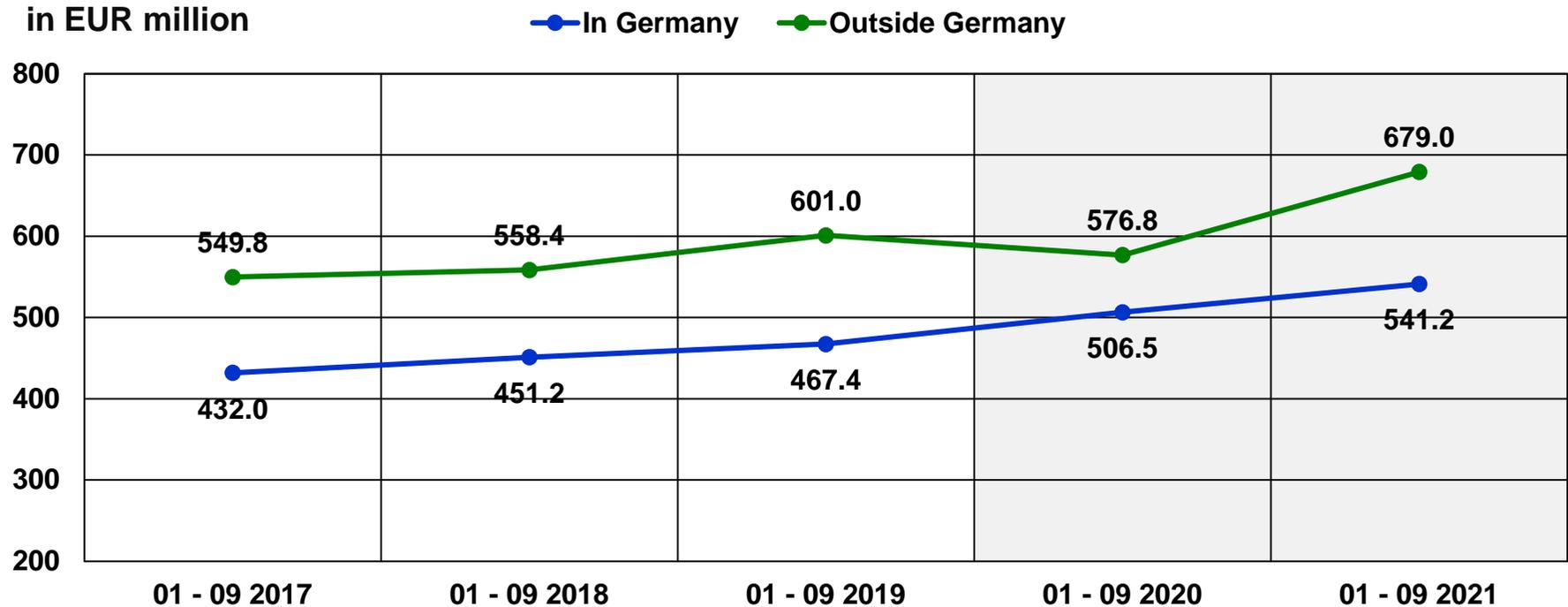
in EUR million



Information acc. to IFRS

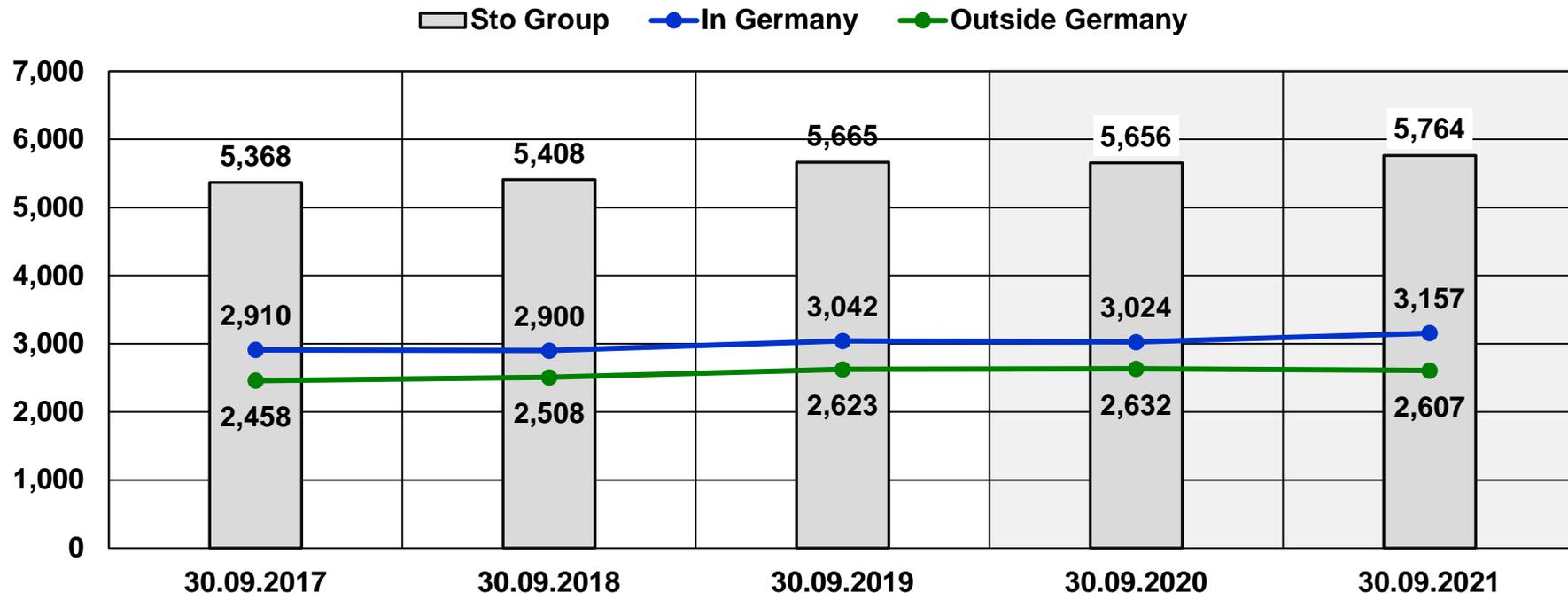
# Sto Group turnover

Positive development in Germany, as well as outside Germany



# Sto Group employees

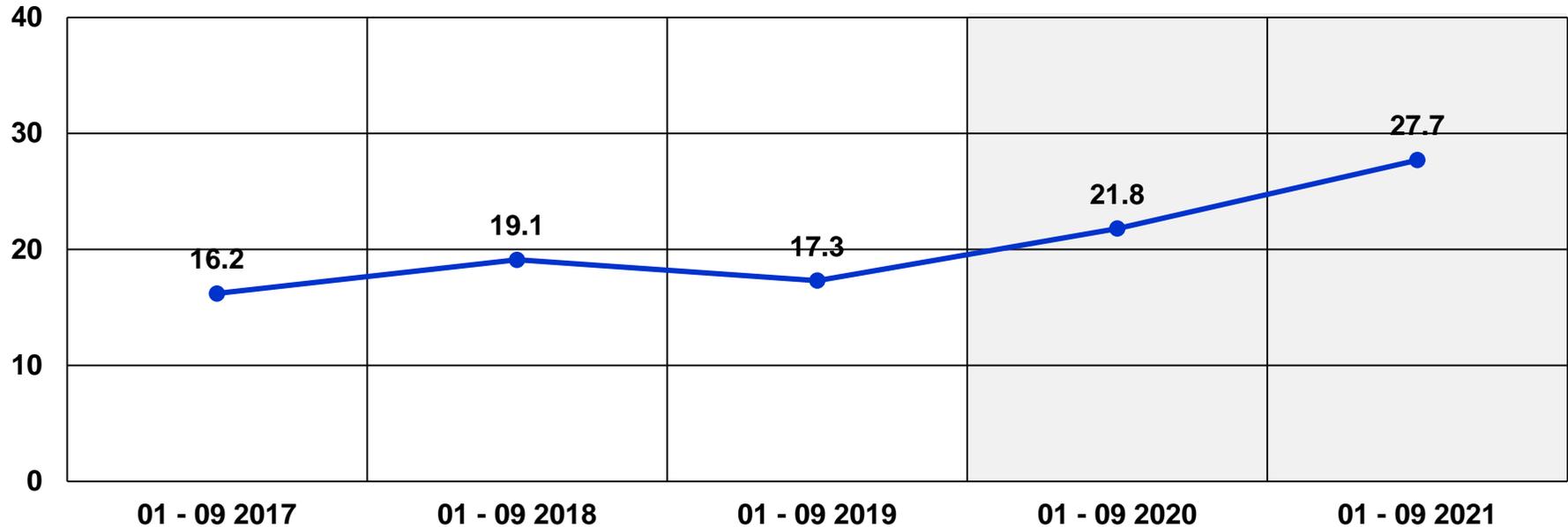
Moderate increase as of 30.09.2021



# Sto Group investments

Continuous investment in further growth

in EUR million



Information acc. to IFRS; however, without effects from IFRS 16, without investments and depreciation/amortisation of financial assets

## Summary

- ✓ Turnover of the Sto Group up by 12.6 % to EUR 1,220.2 million in the first nine months of 2021.
- ✓ As compared to the same period of the previous year, a plus of 6.9 % was recorded in Germany, and a plus of 17.7 % outside of Germany
- ✓ Earnings burdened by difficult situation on the procurement markets: gross profit margin significantly reduced; consolidated earnings as at September nevertheless above previous year.
- ✓ As at the end of September, the number of employees in the Group up by 108 to 5,764, primarily through expansion of the companies consolidated.

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# Sto – Overview First half of 2021

Bewusst bauen.

<b>Sto at a glance</b>	<b>1 January 2021- 30 June 2021</b>	<b>1 January 2020- 30 June 2020</b>	<b>Changes in %</b>
<b>Turnover</b>	778.1	664.5	17.1
Germany	342.1	312.8	9.4
Outside of Germany	436.0	351.7	24.0
<b>Investments</b> (without: financial assets and IFRS 16)	17.3	14.0	23.6
<b>EBITDA</b>	97.0	71.2	36.2
<b>EBIT</b>	68.9	44.1	56.2
<b>EBT</b>	71.8	42.9	67.4
<b>Return on sales (EBT) (%)</b>	9.2	6.5	
<b>ROCE (%)*</b>	10.9	7.5	
<b>Cash flow from operating activities</b>	23.1	24.6	-6.1
<b>Employees</b>	5,713	5,646	1.2
of which in Germany	3,101	2,995	3.5
of which outside of Germany	2,612	2,651	-1.5

(Figures in EUR million unless otherwise indicated)

\* ROCE = EBIT divided by average capital employed

Capital employed = balance sheet values are determined on the basis of an arithmetic average of the respective reference date values at month end for the respective period. Capital employed = Intangible assets + Property, plant, and equipment + Rights of use + Inventories + Trade receivables ./ Trade payables.

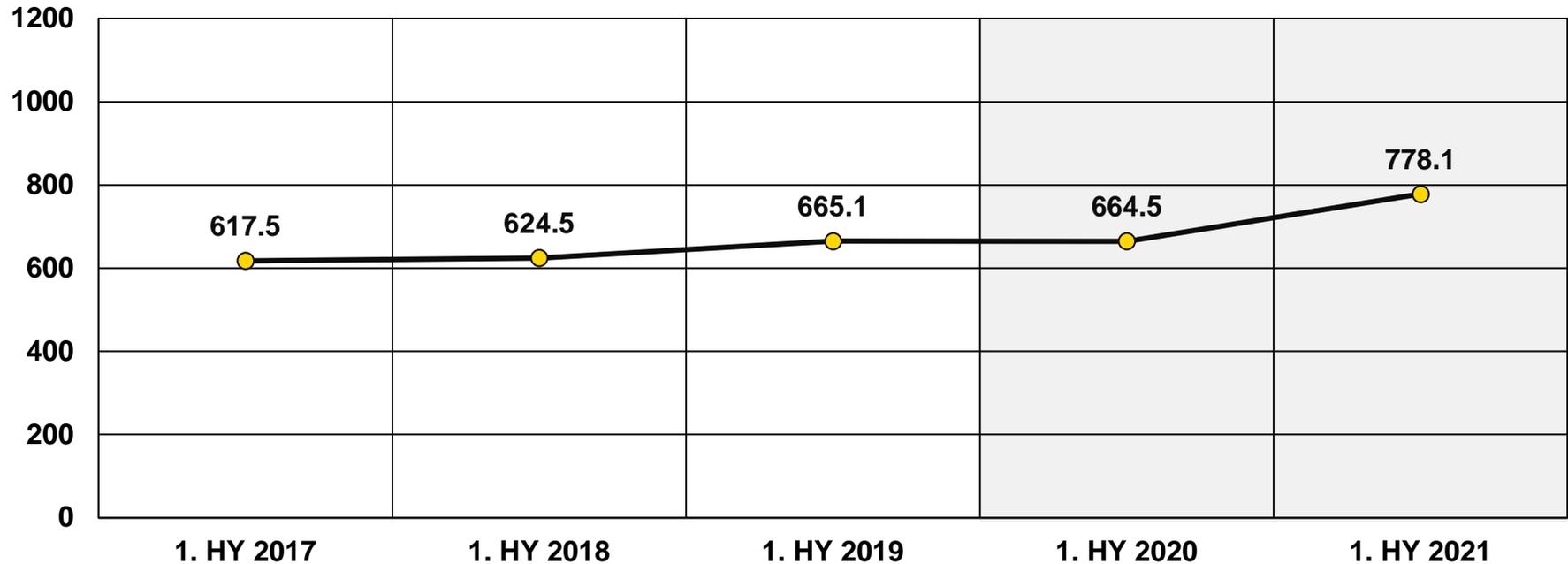
\*\* From 2019 including IFRS 16

Rounding of amounts may lead to minor deviations in totals and in the calculation of percentages in this report.

# Sto group turnover

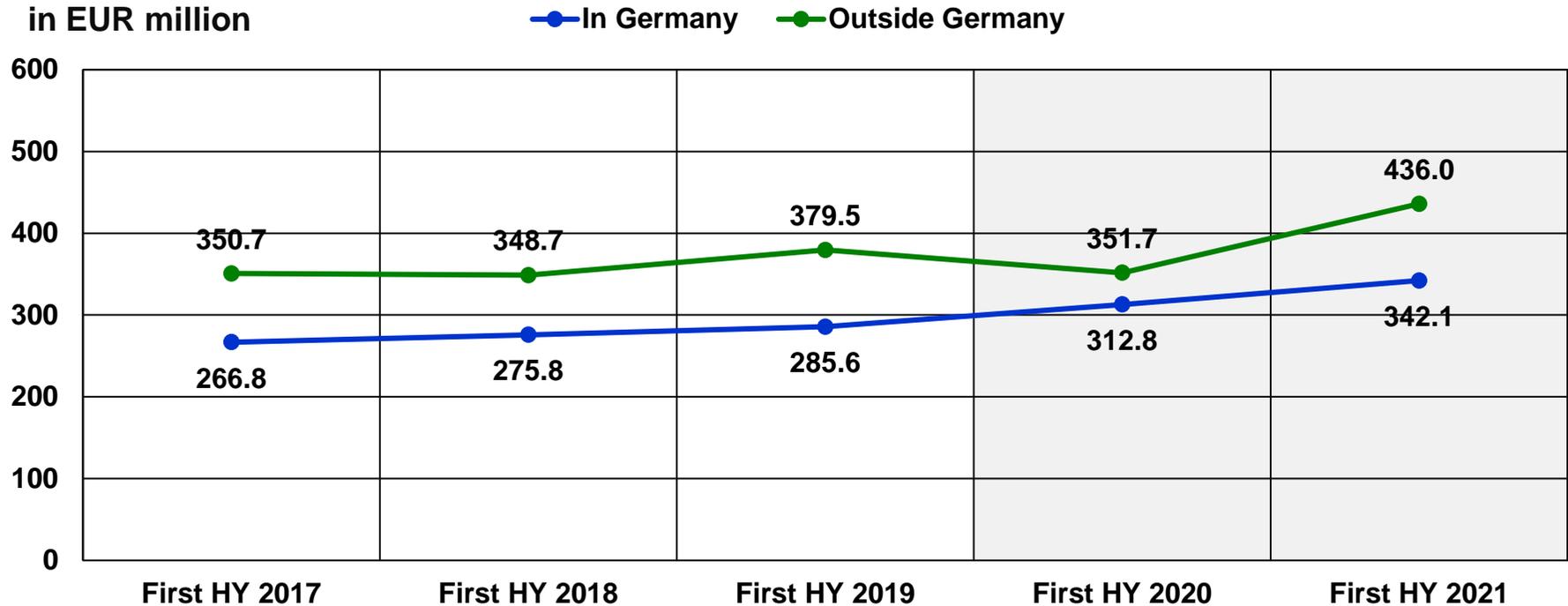
Continuous growth, best value to date

in EUR million



# Sto Group turnover

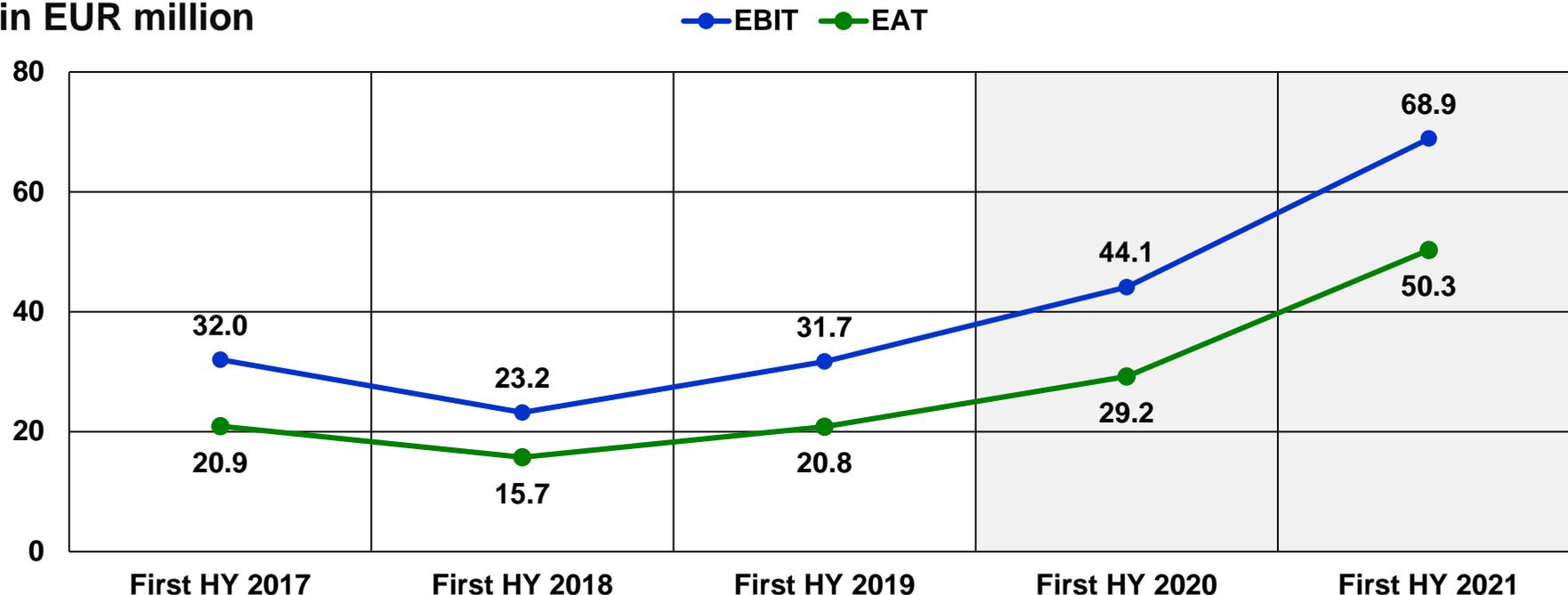
Positive development in Germany, as well as outside Germany



# Sto Group EBIT & EAT

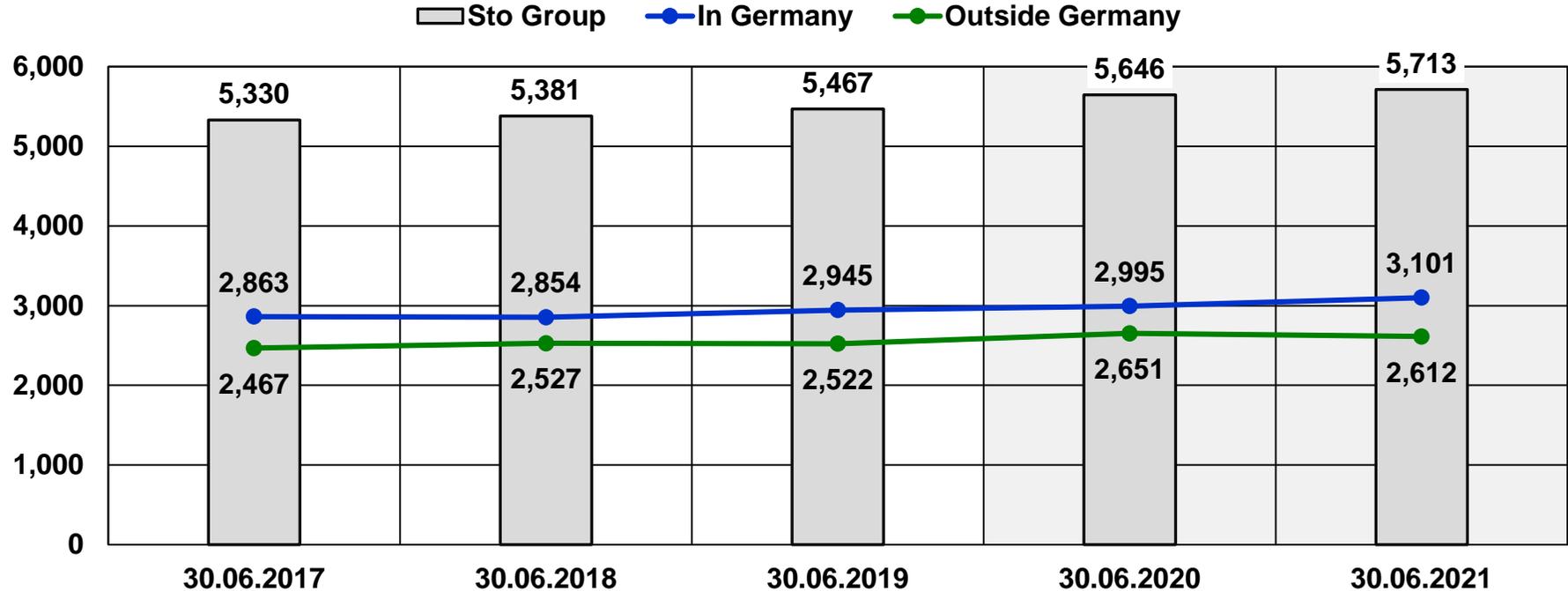
Significant improvement compared to the previous year, best value to date

in EUR million



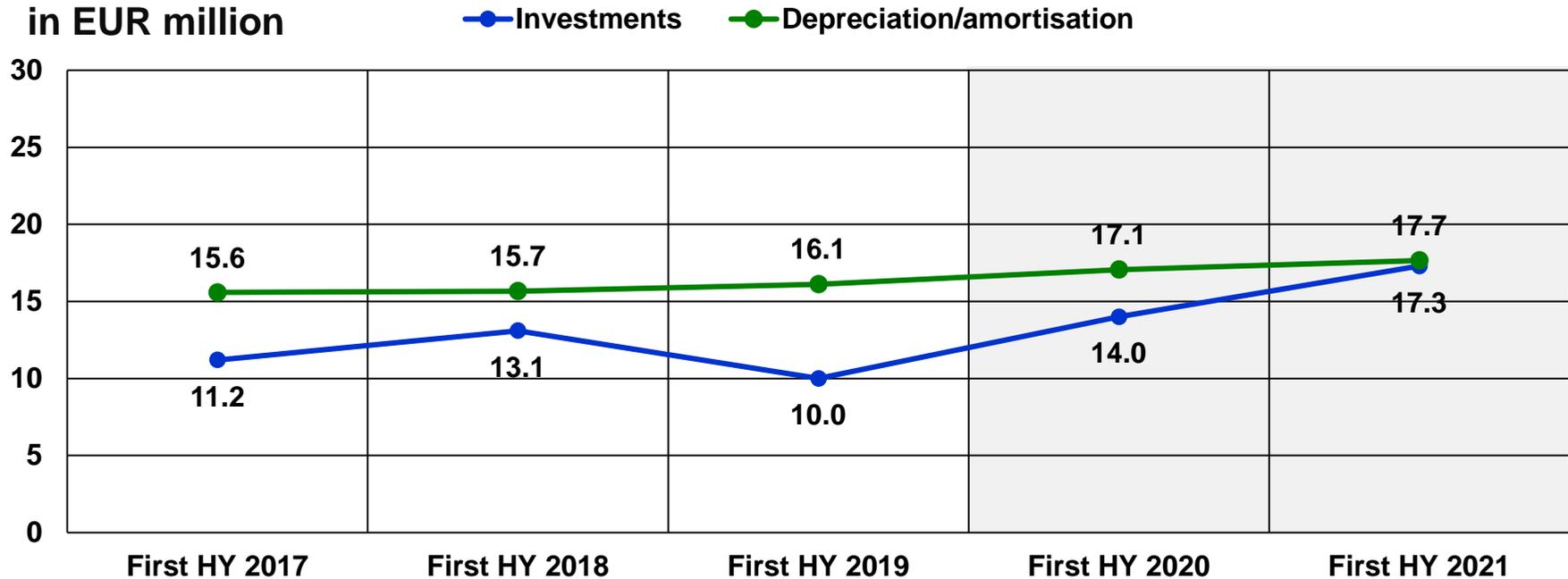
# Sto Group employees

Moderate increase in the 1st half of 2021



# Sto Group investments and depreciation/ amortisation

Continuous investment in further growth

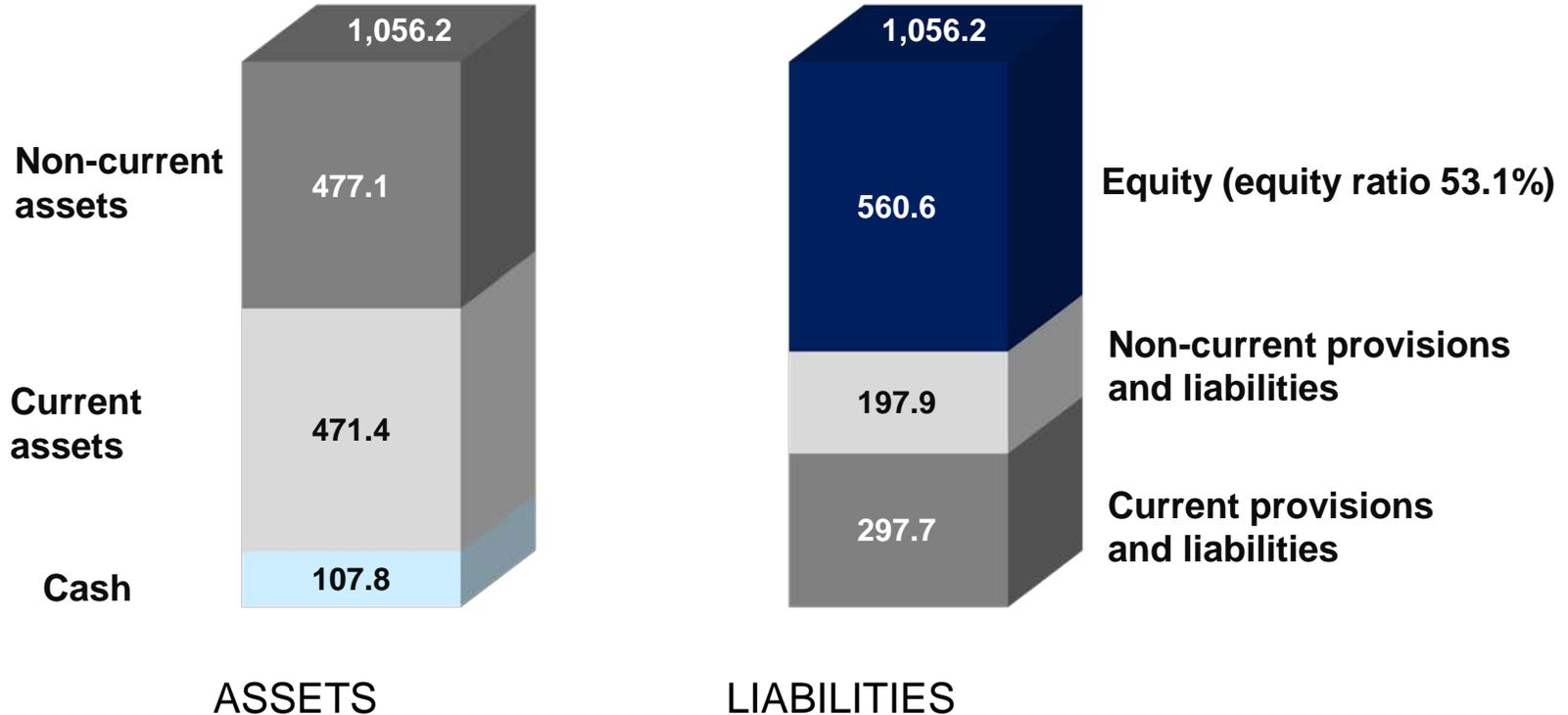


Information acc. to IFRS; however, without effects from IFRS 16, without investments and depreciation/amortisation of financial assets

# Sto Group balance sheet

Very solid balance sheet structure as at 30 June 2021, strong equity base

in EUR million



# Sto Group first half of 2021 – P & L

Best figures to date for turnover and profit

in EUR million	30 June 2021	30 June 2020	Difference	
<b>Revenues</b>	<b>778.1</b>	<b>664.5</b>	<b>113.6</b>	<b>17.1%</b>
<b>Total revenues</b>	<b>783.0</b>	<b>669.2</b>	<b>113.8</b>	<b>17.0%</b>
Other operating income	8.6	11.6	-3.0	-26.2%
Cost of materials	-364.1	-298.6	-65.6	-21.9%
Personnel expenditure	-198.7	-186.2	-12.5	-6.7%
Other operating expenses	-128.4	-120.9	-7.5	-6.2%
<b>EBITDA</b>	<b>97.0</b>	<b>71.2</b>	<b>25.9</b>	<b>36.2%</b>
Depreciation and amortisation	-28.1	-27.1	-1.0	-3.8%
<b>EBIT</b>	<b>68.9</b>	<b>44.1</b>	<b>24.8</b>	<b>56.2%</b>
Financial income	2.9	-1.1	4.1	358.4%
<b>EBT</b>	<b>71.8</b>	<b>42.9</b>	<b>28.9</b>	<b>67.4%</b>
Taxes on income earnings	-21.5	-13.7	-7.8	-56.8%
<b>EAT</b>	<b>50.3</b>	<b>29.2</b>	<b>21.1</b>	<b>72.3%</b>

Information acc. to IFRS

# Sto Group first half of 2021 – cash flow statement

Bewusst bauen.

## Positive development of cash flow from operating activities

Cashflow in EUR million	30 June 2021	30 June 2020	Difference	
from operating activities	23.1	24.6	-1.4	-6.1%
from investment activities	-1.9	-76.7	74.8	97.5%
from financing activities	-44.9	41.9	-86.8	-207.0%
changes in exchange rates & IFRS 9 effects	1.4	-1.2	2.6	219.8%
<b>Cash and cash equivalents at the beginning of the period</b>	130.0	128.6	1.4	1.1%
Change in cash and cash equivalents	-22.2	-11.4	-10.8	-94.9%
<b>Cash and cash equivalents at the end of the period</b>	107.8	117.2	-9.4	-8.0%

# Sto Group balance sheet



Bewusst bauen.

Comparison of balance sheet as at 30 June 2021 with previous year

Key figures (in EUR million)	30 June 2021	30 June 2020	Difference	
<b>Total assets</b>	<b>1,056.2</b>	<b>1,010.8</b>	<b>45.4</b>	<b>4.5%</b>
<b>Non-current assets</b>	<b>477.1</b>	<b>456.6</b>	<b>20.5</b>	<b>4.5%</b>
- of which fixed assets	415.1	397.7	17.3	4.4%
- of which other non-current assets	62.0	58.8	3.2	5.4%
<b>Current assets</b>	<b>579.1</b>	<b>554.3</b>	<b>24.9</b>	<b>4.5%</b>
- of which cash and cash equivalents	107.8	117.2	-9.4	-8.0%
of which other current assets	471.3	437.1	34.3	7.8%

# Sto Group balance sheet



Bewusst bauen.

Comparison of balance sheet as at 30 June 2021 with previous year

Key figures (in EUR million)	30 June 2021	30 June 2020	Difference	
<b>Total assets</b>	<b>1,056.2</b>	<b>1,010.8</b>	<b>45.4</b>	<b>4.5%</b>
<b>Equity</b>	<b>560.6</b>	<b>486.9</b>	<b>73.7</b>	<b>15.1%</b>
<b>Debt capital</b>	<b>495.6</b>	<b>523.9</b>	<b>-28.3</b>	<b>-5.4%</b>
- of which non-current provisions and liabilities	197.9	195.6	2.3	1.2%
- of which current provisions and liabilities	297.7	328.3	-30.6	-9.3%

# Sto Group financial figures first half 2021

## Summary

- ✓ Consolidated turnover up by 17.1 % to EUR 778.1 million in the first half of 2021 compared to the same period the previous year.
- ✓ Turnover in Germany increases by 9.4 % to EUR 342.1 million; volume outside of Germany rises by 24.0 % to EUR 436.0 million compared to the 2020 figure, which was lower due to the coronavirus pandemic.
- ✓ Gross profit margin of 53.5 % (previous year: 55.4 %) under considerable pressure due to significant rises in procurement prices.
- ✓ Consolidated earnings before interest and taxes (EBIT) improve by 56.2 % to EUR 68.9 million and earnings before tax (EBT) by 67.4 % to EUR 71.8 million.
- ✓ Number of employees in the Group up by 67 to 5,713, through expansion of the companies consolidated.

## 3

### Key financial figures / Information about the Sto share

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#### Sto at a glance

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#### Consolidated interim report for the period from 1 January to 30 September 2021

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#### 2020 Annual Report

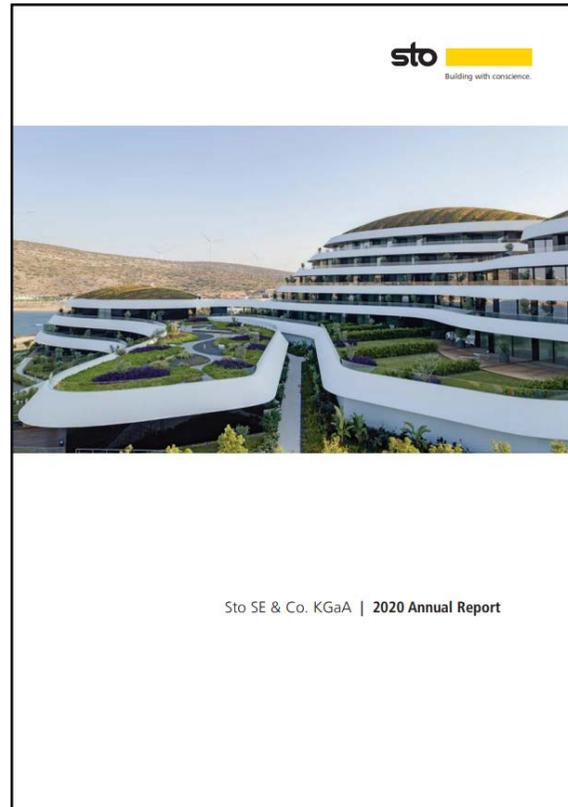
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#### Information about the Sto share

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Rounding of amounts may lead to minor deviations in totals and in the calculation of percentages in this report.

## Improved earnings and earnings forecast significantly exceeded



Folkart Hills residential estate, Cesme, TR  
Planning: Dilekci Architects, Istanbul, TR

# Sto Group financial figures 2020

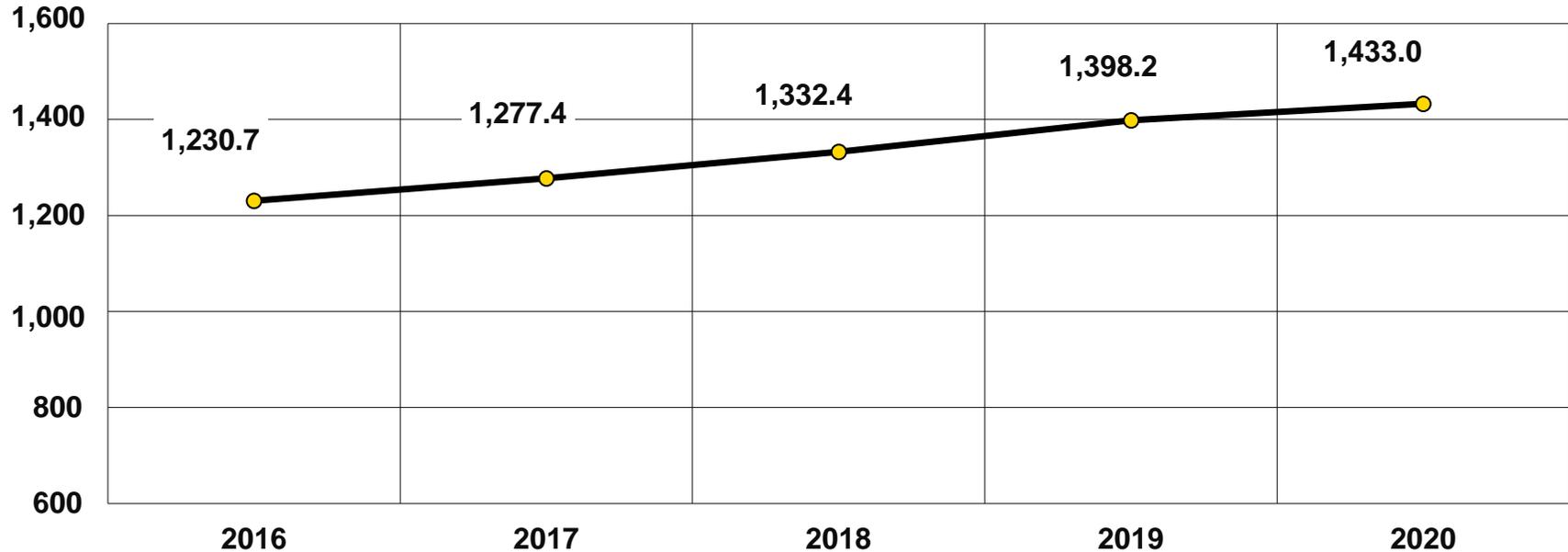
## Summary

- ✓ In the 2020 fiscal year, the Sto Group achieved an increase in turnover of 2.5 % to EUR 1,433.0 million (previous year: EUR 1,398.2 million).
- ✓ In primary terms, consolidated turnover grew by 2.0 % compared to the corresponding period of the previous year.
- ✓ EBT increased by +43.2 % to EUR 119.0 million (previous year: EUR 83.1 million), mainly due to growth in turnover, improvements in the gross profit margin and earnings-securing measures to compensate for the negative impact of the coronavirus pandemic.
- ✓ Cash flow from operating activities in the Sto Group significantly increased to EUR 177.2 million compared to EUR 117.0 million in the previous year.
- ✓ The balance sheet is very solid with the equity ratio increasing to 54.6 % (previous year: 54.3 %).
- ✓ Turnover, EBIT, EBT, EAT, and cash flow from operating activities reached all-time highs in 2020, while ROCE reached a 5-year high.

# Sto Group turnover

Steady growth

in EUR  
million



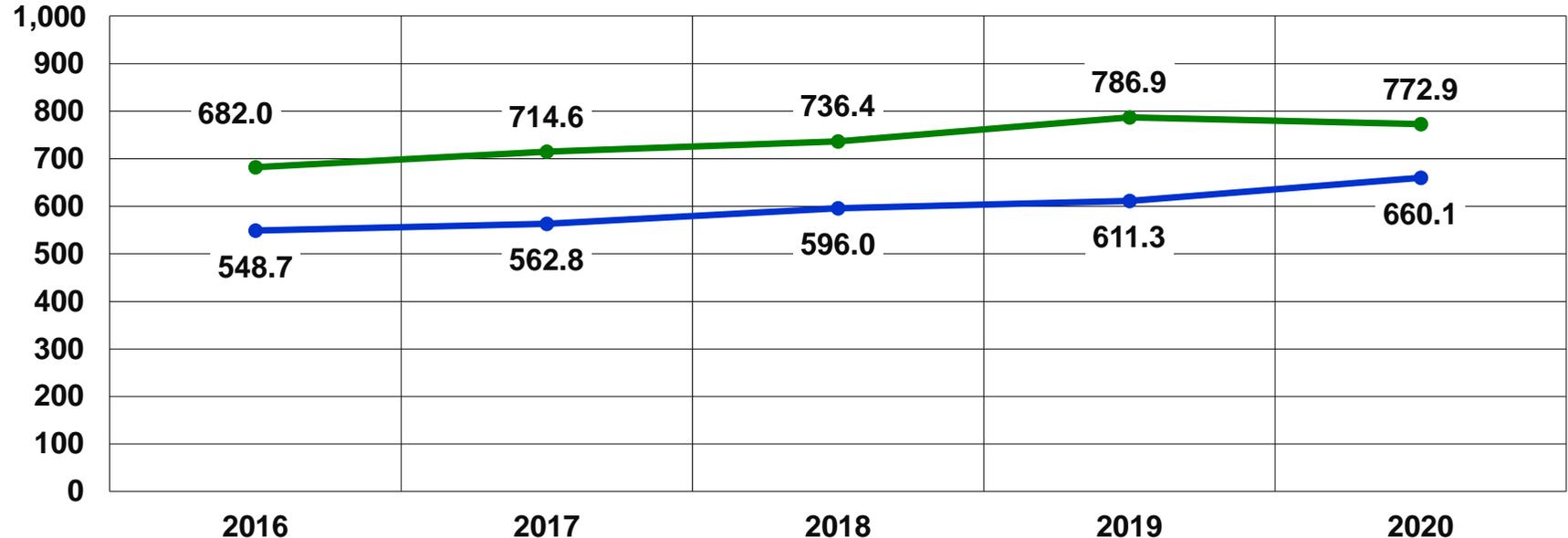
# Sto Group turnover

Positive development in and outside of Germany in 2020 under COVID-19 influence

in EUR  
million

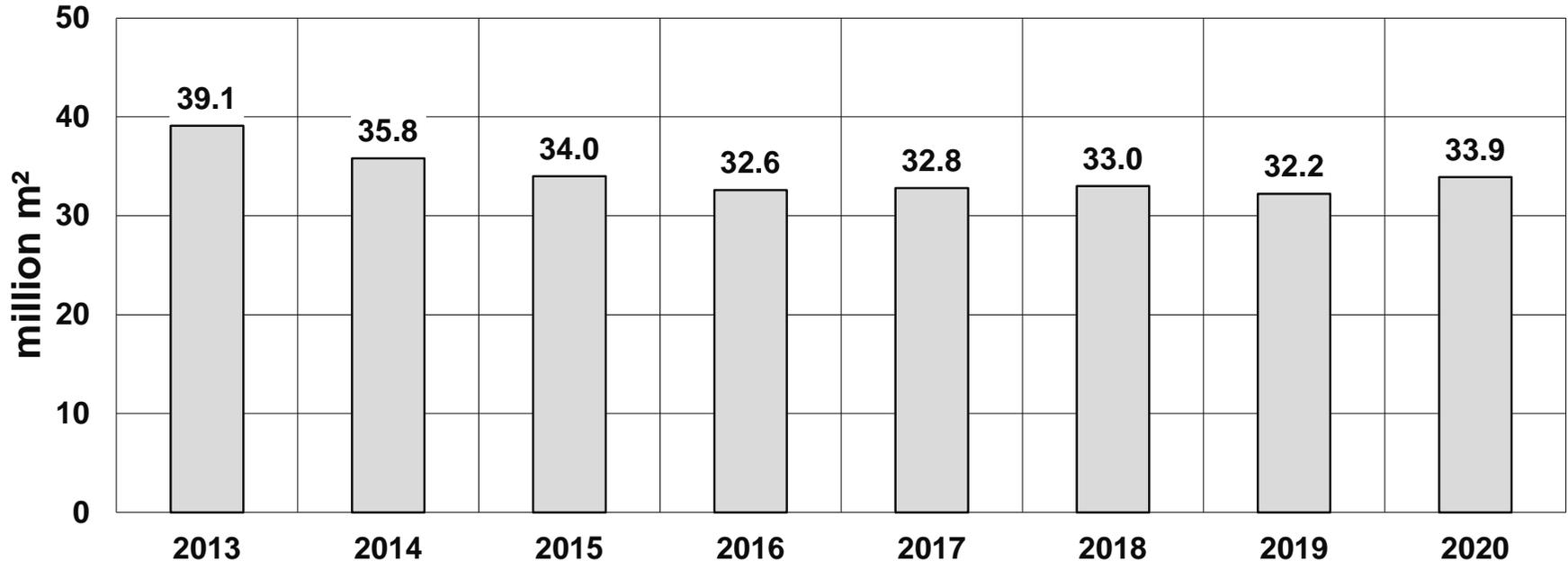
—●— In Germany

—●— Outside Germany



# Development of EWIS market in Germany

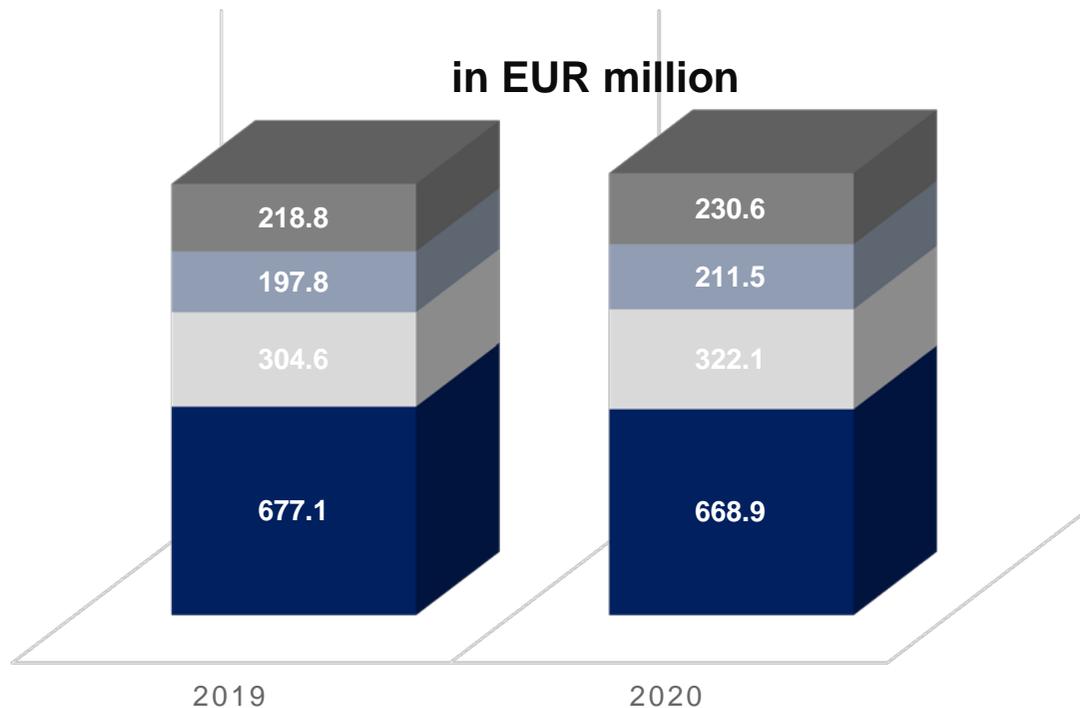
Market volume in 2020 increased to 5-year high



# Sto Group turnover

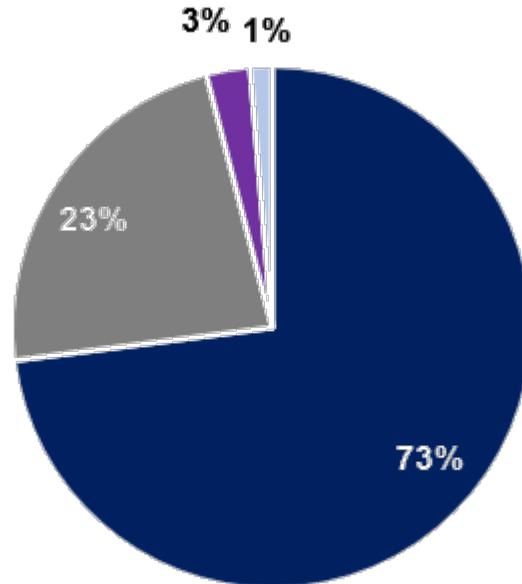
Growth in all product groups

■ Facade systems ■ Facade coatings ■ Interiors ■ Other product groups

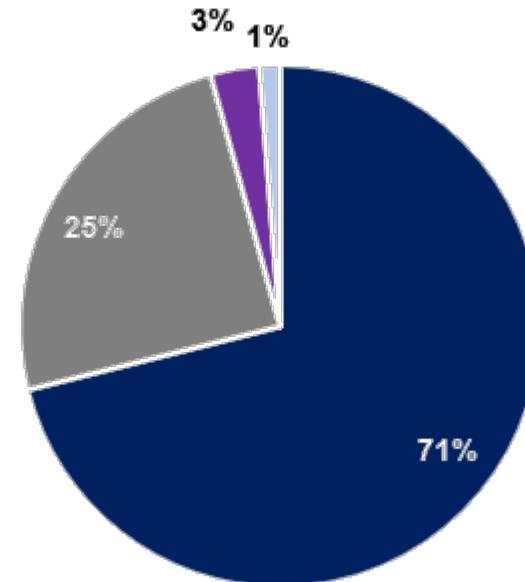


# Sto Group shares of insulation board sales\*

as at 12/2019



as at 12/2020

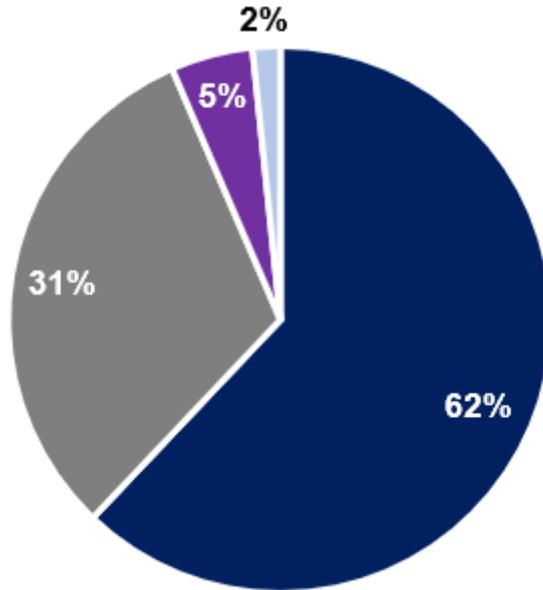


■ EPS / XPS   ■ Mineral wool/glass wool   ■ Soft wood fibre   ■ Other insulation

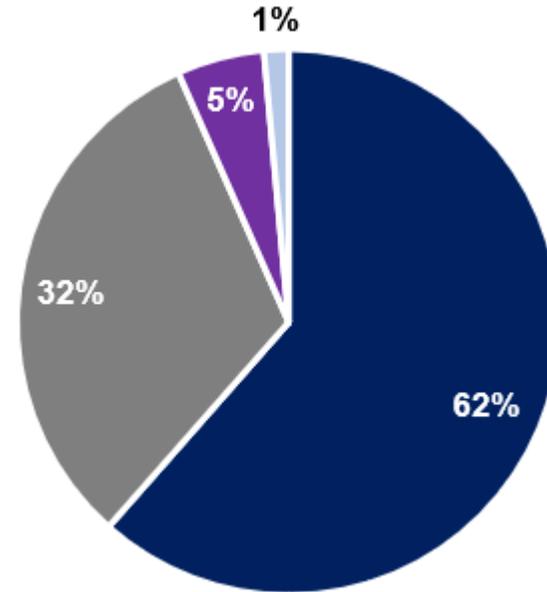
\*only associates with ERP SAP, sales basis in m².

# Shares of insulation board sales Sto SE & Co. KGaA

as at 12/2019



as at 12/2020



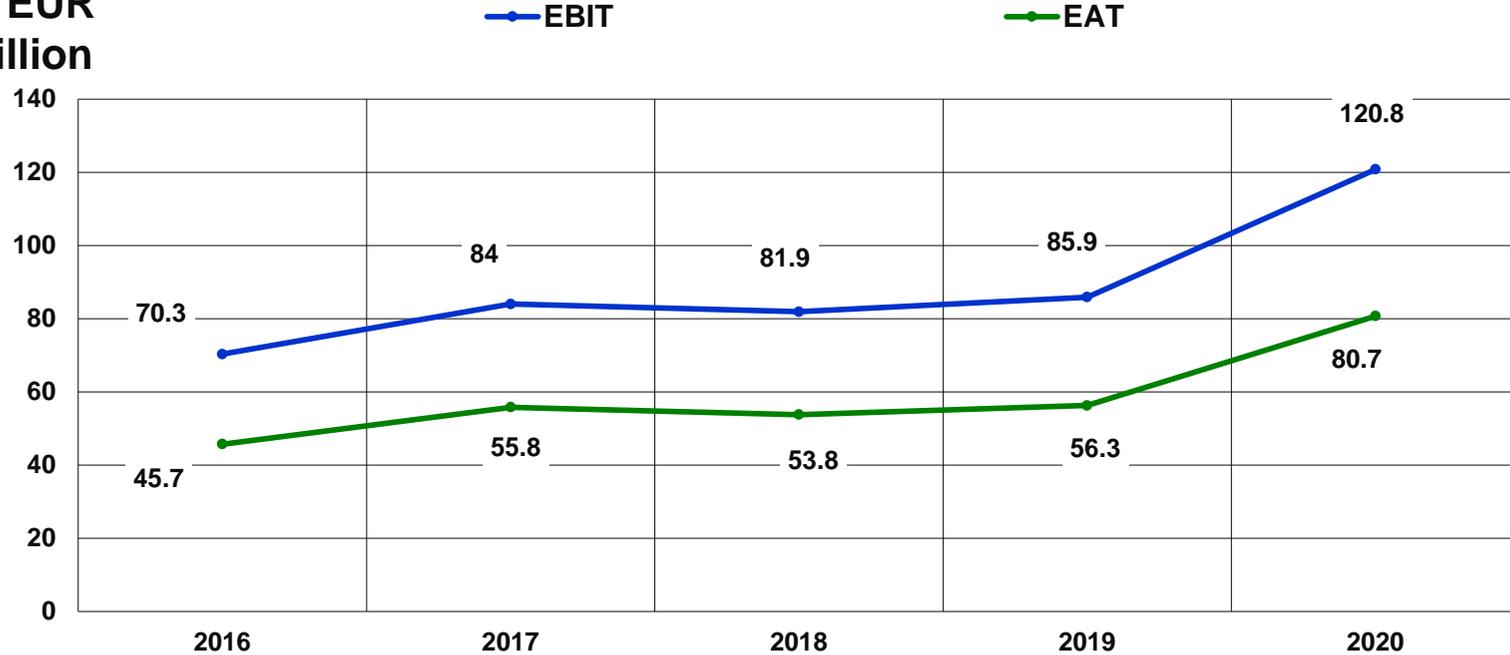
■ EPS / XPS   ■ Mineral wool/glass wool   ■ Soft wood fibre   ■ Other insulation

\*Sales basis in m<sup>2</sup>.

# Sto Group Sales & EBIT & EAT

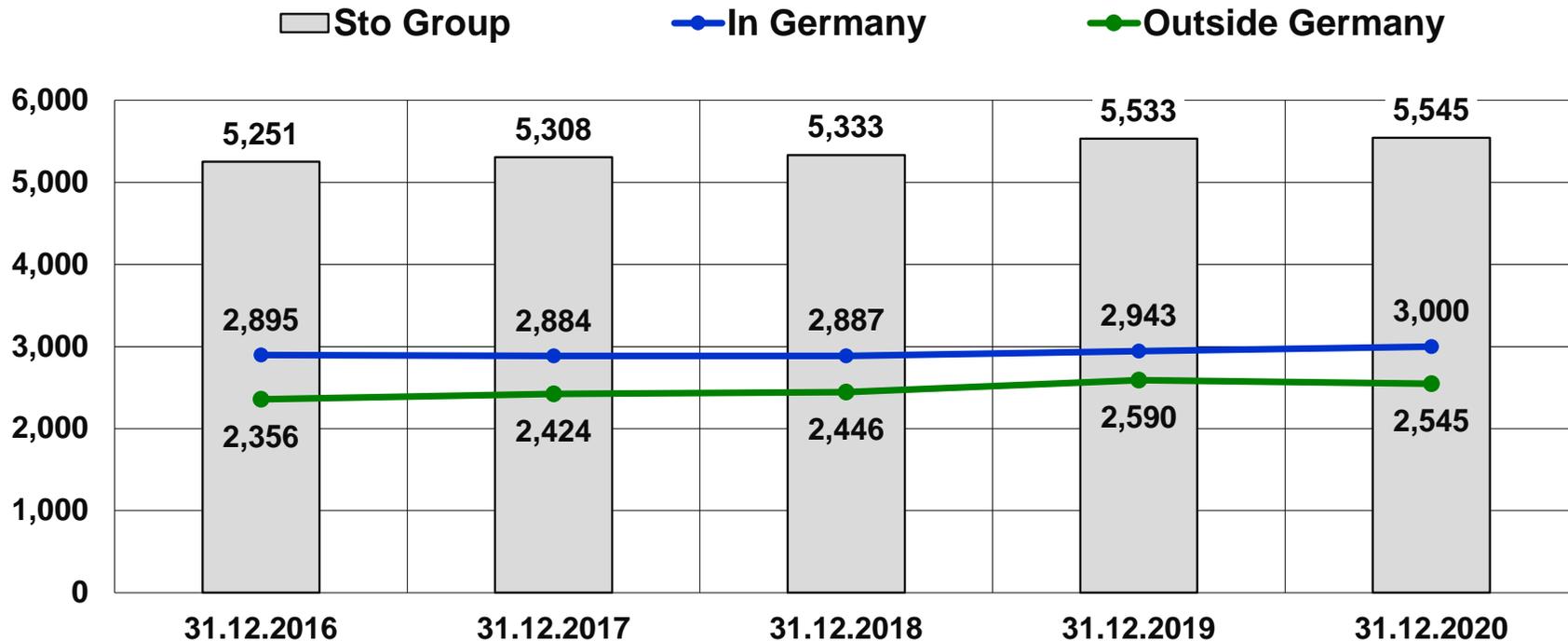
Significant improvement in comparison to the previous year, all-time highs

in EUR  
million



# Sto Group employees

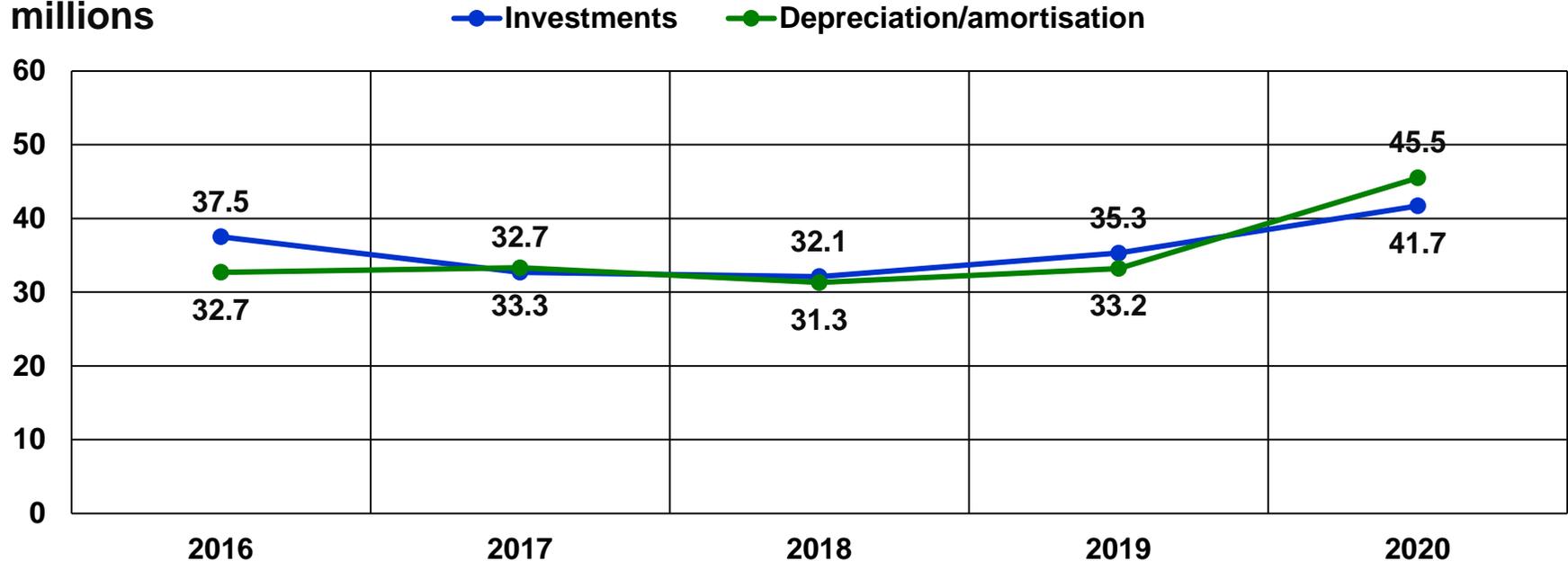
Moderate increase in 2020



# Sto Group investments and depreciation/ amortisation

Continual investments in further growth

in EUR  
millions

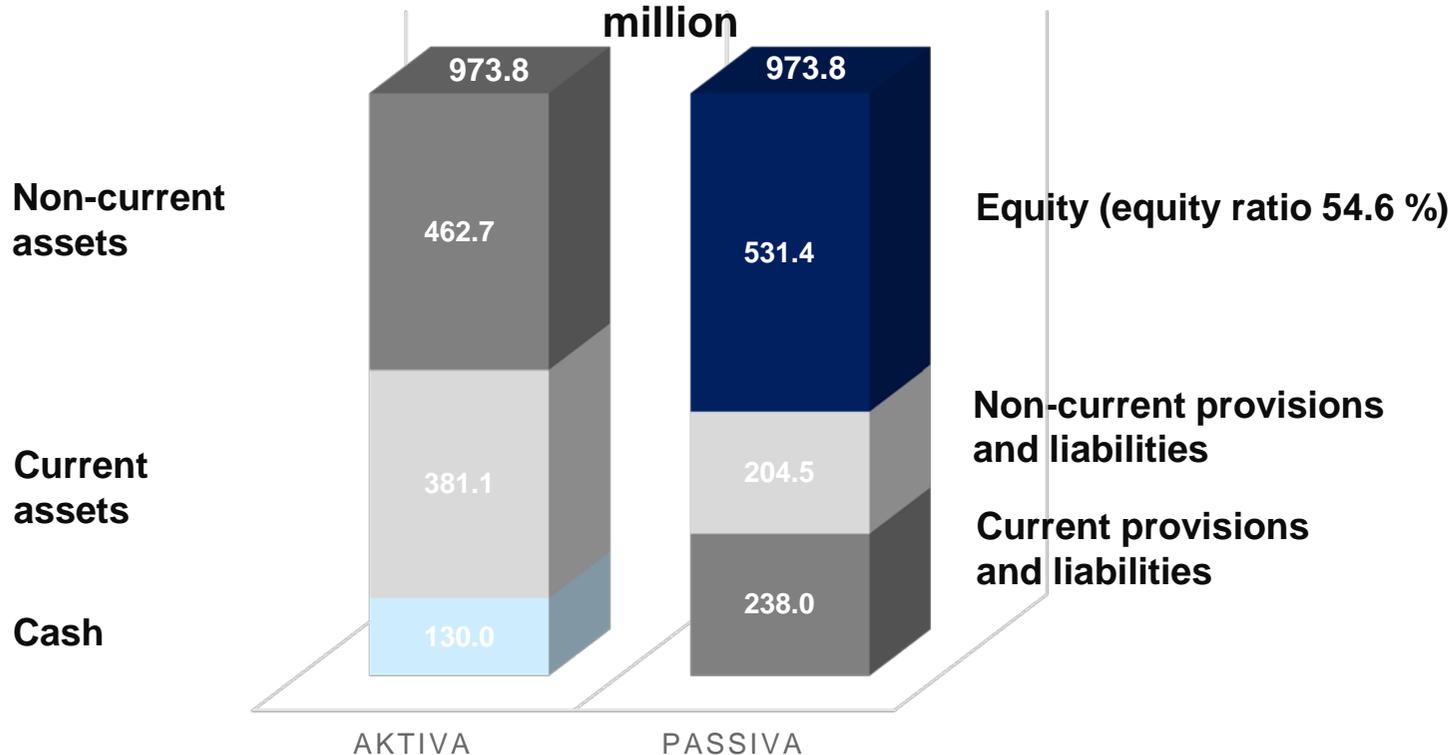


Information acc. to IFRS; however, without effects from IFRS 16, without investments and depreciation/amortisation of financial assets

# Sto Group balance sheet

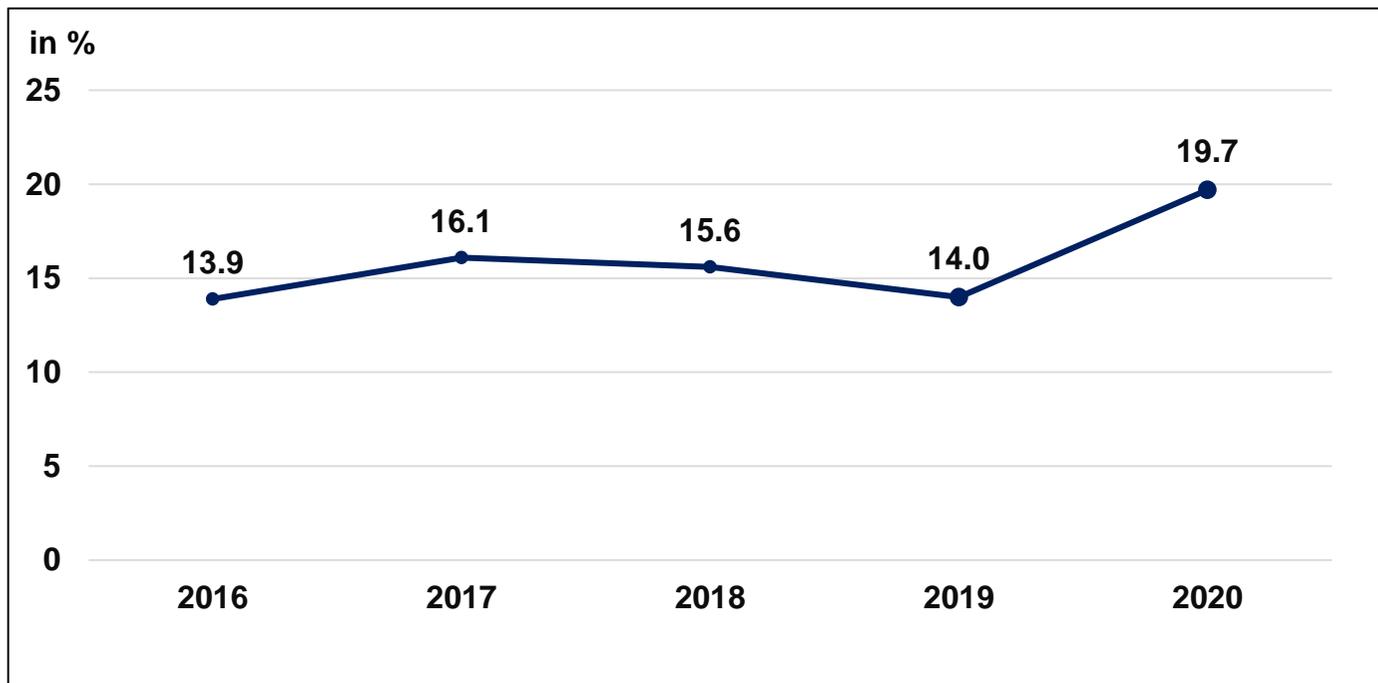
Very solid balance sheet structure as at 31/12/2020, strong equity base

in EUR  
million



# Sto Group ROCE

Very positive development in 2020 leads to 5-year high



ROCE from 2019 incl. IFRS 16

ROCE = EBIT divided by capital employed

Capital employed = balance sheet values are determined on the basis of an arithmetic average of the respective reference date values at month end for the respective period.

Capital employed = Intangible assets + Property, plant, and equipment + Rights of use + Inventories + Trade receivables / trade payables.

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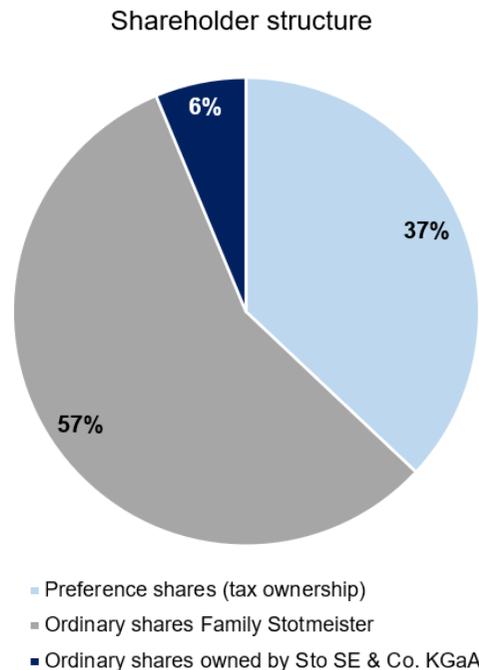
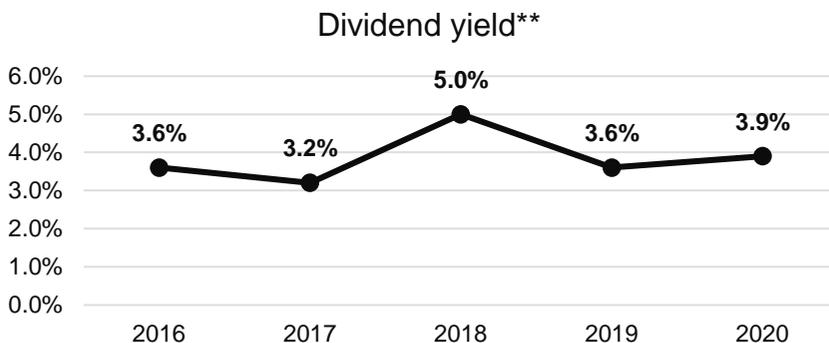
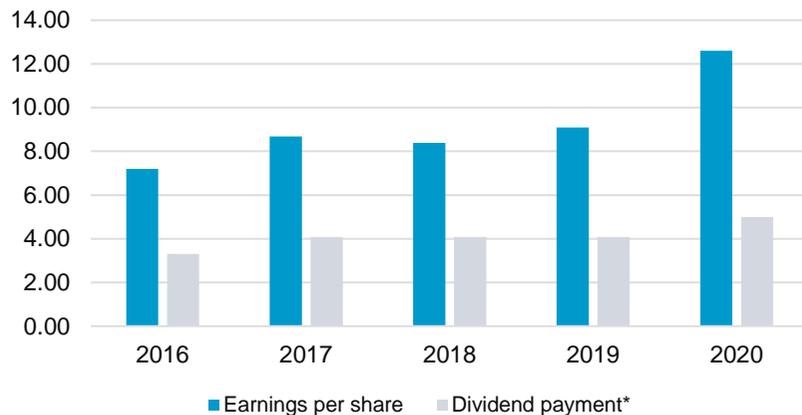
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#### Information about the Sto share

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Rounding of amounts may lead to minor deviations in totals and in the calculation of percentages in this report.

## Shareholder structure and dividend information



## The Sto share

### Sto limited preference share data

Ticker symbol	STO3
ISIN	DE0007274136
WKN	727413
Share category	Non-voting preference share
Market segment	Regulated market
Level of transparency	General Standard
Sector according to Deutsche Börse AG	Consumer
Subsector according to Deutsche Börse AG	Home Construction & Furnishings
Number of limited preference shares	2,538,000
Number of non-listed limited ordinary shares	4,320,000

Information based on preference shares; \* Dividend + bonus; \*\* Dividend yields based on the closing price of the corresponding year in each case; 2020: dividend proposal

# Sto share – price trend

In total, positive trend since low related to the coronavirus pandemic



1

**Business  
model**

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2

**General  
conditions &  
strategy**

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3

**Key financial  
figures /  
Information  
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**Forecast and  
outlook**

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**Disclaimer:**

Any statements in this presentation that relate to the future correspond to the state of knowledge available at the time when the presentation was produced. These statements are subject to risks and uncertainties over which Sto SE & Co. KGaA largely has no influence. Relevant risks and uncertainties are addressed in detail in the opportunity and risk report in the context of financial reporting.

Although the utmost care is taken when making statements relating to the future, the accuracy of these statements cannot be guaranteed. The actual results may therefore deviate from the expected results as described here. Where sequences of numbers are cited in the context of this presentation, Sto SE & Co. KGaA would like to point out that they do not represent trends, forecasts, or other statements relating to the future. Definitive statements in this regard are contained in the ordinary financial reporting only.

No liability is assumed and no guarantees are made, either expressly or by implication, regarding the up-to-dateness, accuracy, and completeness of the data and information in this presentation.

	2021
Turnover	EUR 1,578 million
Growth in turnover	10%
EBIT	EUR 98 - 113 million
EBT	EUR 95 - 110 million
Return on sales	6.0% - 7.0%
ROCE	14.8% - 17.1%

It must be pointed out that the weather conditions, which are important for the Sto Group's business development, may have a significant impact on the development of turnover and earnings in the 2021 fiscal year. The visibility of demand for the remainder of the year remains particularly limited due to the coronavirus pandemic. The risks resulting from the coronavirus pandemic and the current procurement market situation for the 2021 fiscal year are described in detail in the management report of the 2020 Annual Report.

# Outlook

## Objectives for 2025

- ✓ The Sto Group is aiming for a turnover of EUR 2.1 billion and a return on sales of 10 % in relation to EBT by 2025.

### **Rolf Wöhrle, Member of the Executive Board of STO Management SE, Finance**



**Contact via:**

Tel. +49 7744 57 – 1241

E-mail: [s.buehner@sto.com](mailto:s.buehner@sto.com)

# Thank you for your interest!

## Sto SE & Co. KGaA

Date: 19/11/2021

Sto SE & Co. KGaA reception building  
Design: Wilford Schupp Architekten, Stuttgart, DE  
Orange Blu, Stuttgart, DE

