

Presentation for investors

Sto SE & Co. KGaA

Date: 18/11/2022

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



1

**Business
model**

[From page 3](#)

2

**General
conditions &
strategy**

[From page 19](#)

3

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

[From page 37](#)

4

**Forecast and
outlook**

[From page 88](#)

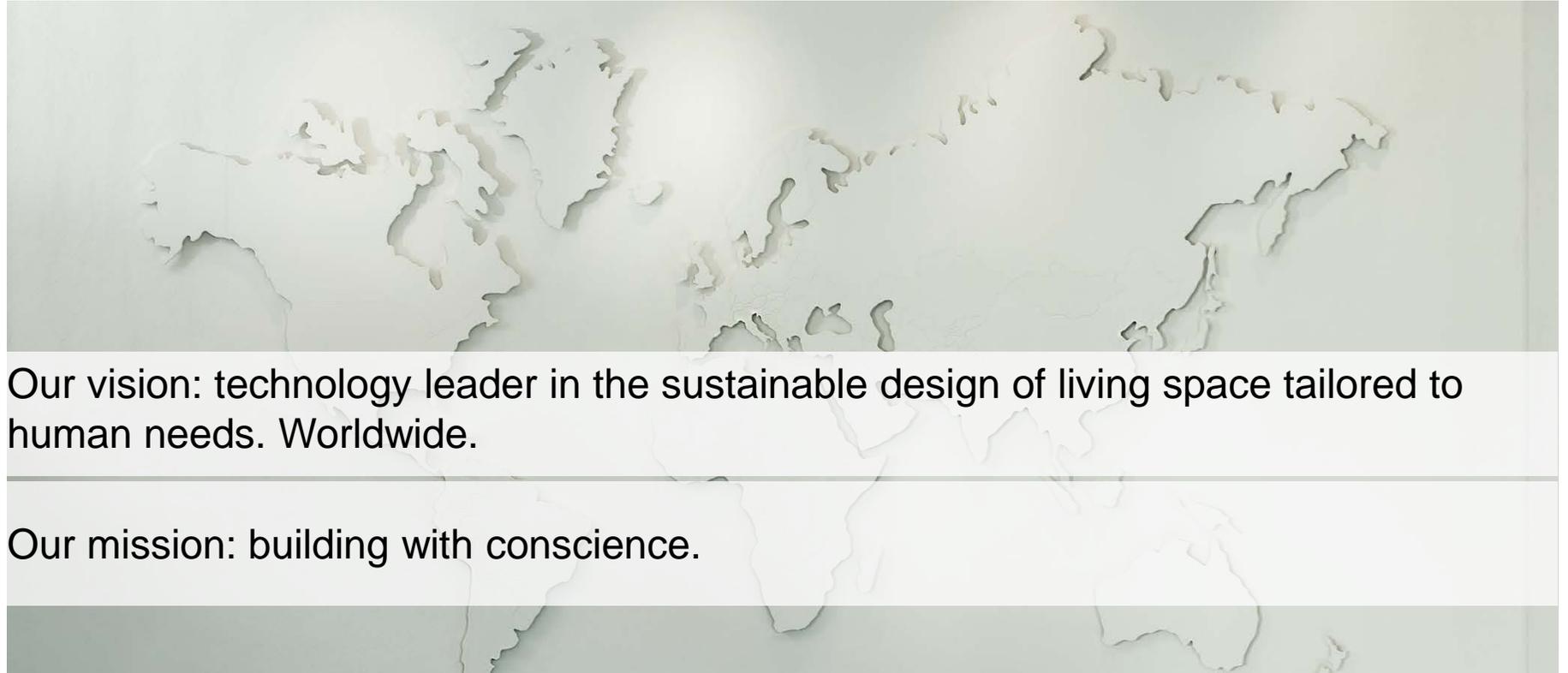
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From our Guiding Principles

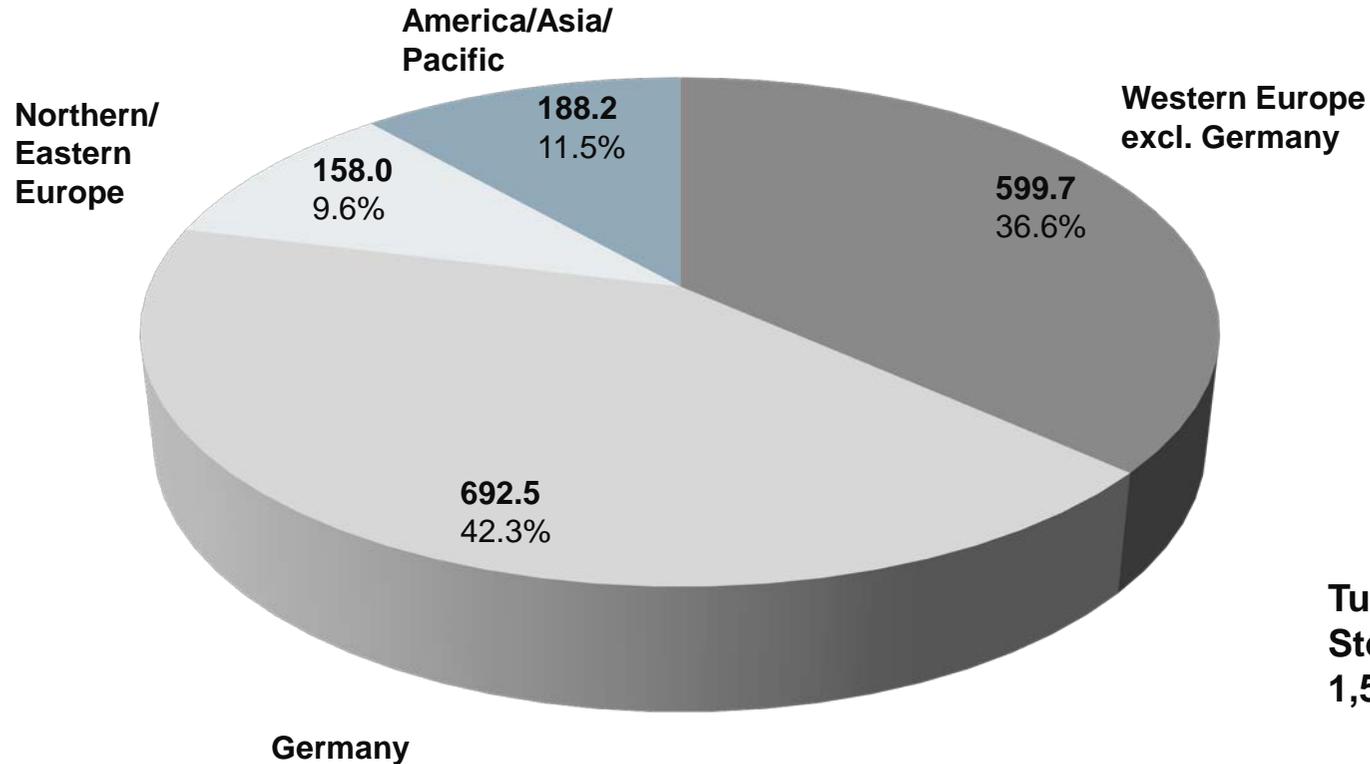


Our vision: technology leader in the sustainable design of living space tailored to human needs. Worldwide.

Our mission: building with conscience.

Sto — segment turnover

Share of Sto Group consolidated turnover for 2021

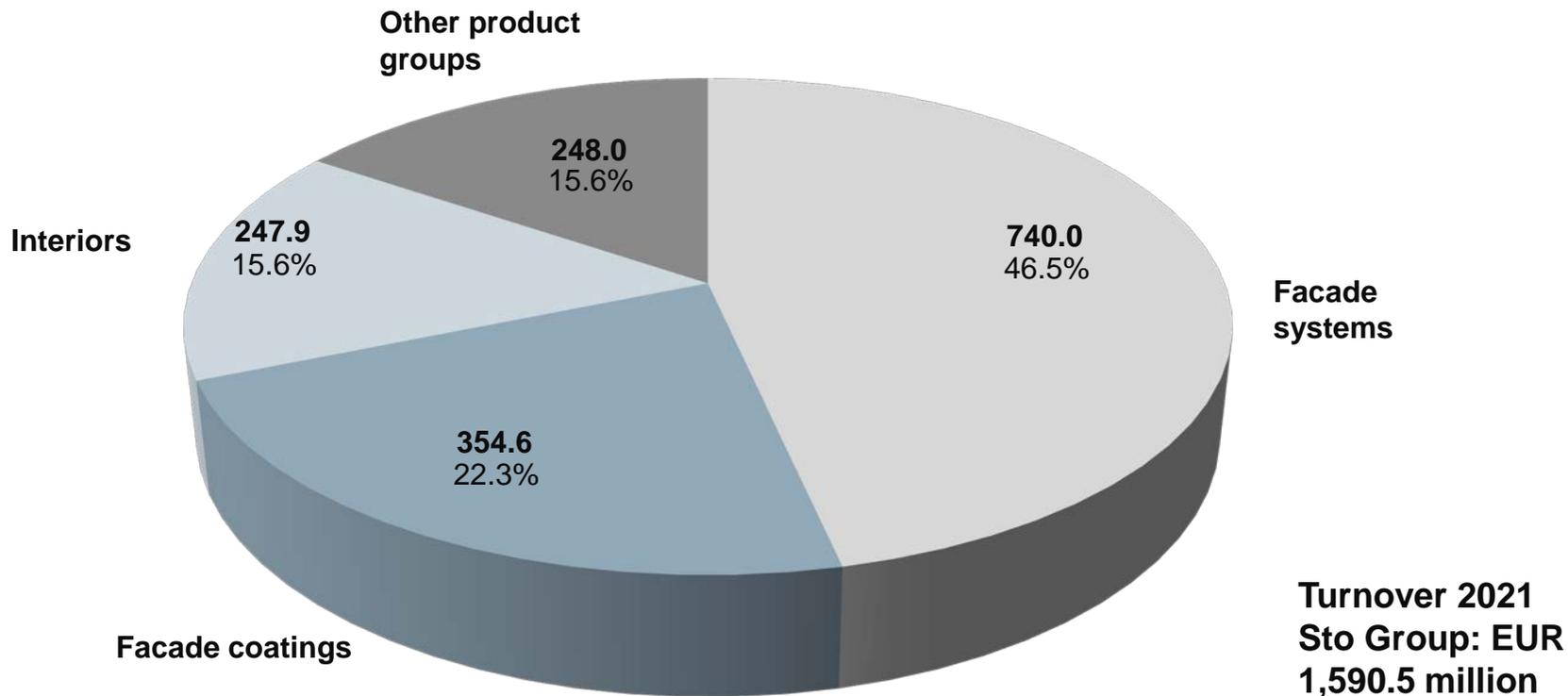


Turnover 2021
Sto Group: EUR
1,590.5 million

Figures in EUR million and %.

Sto — product groups

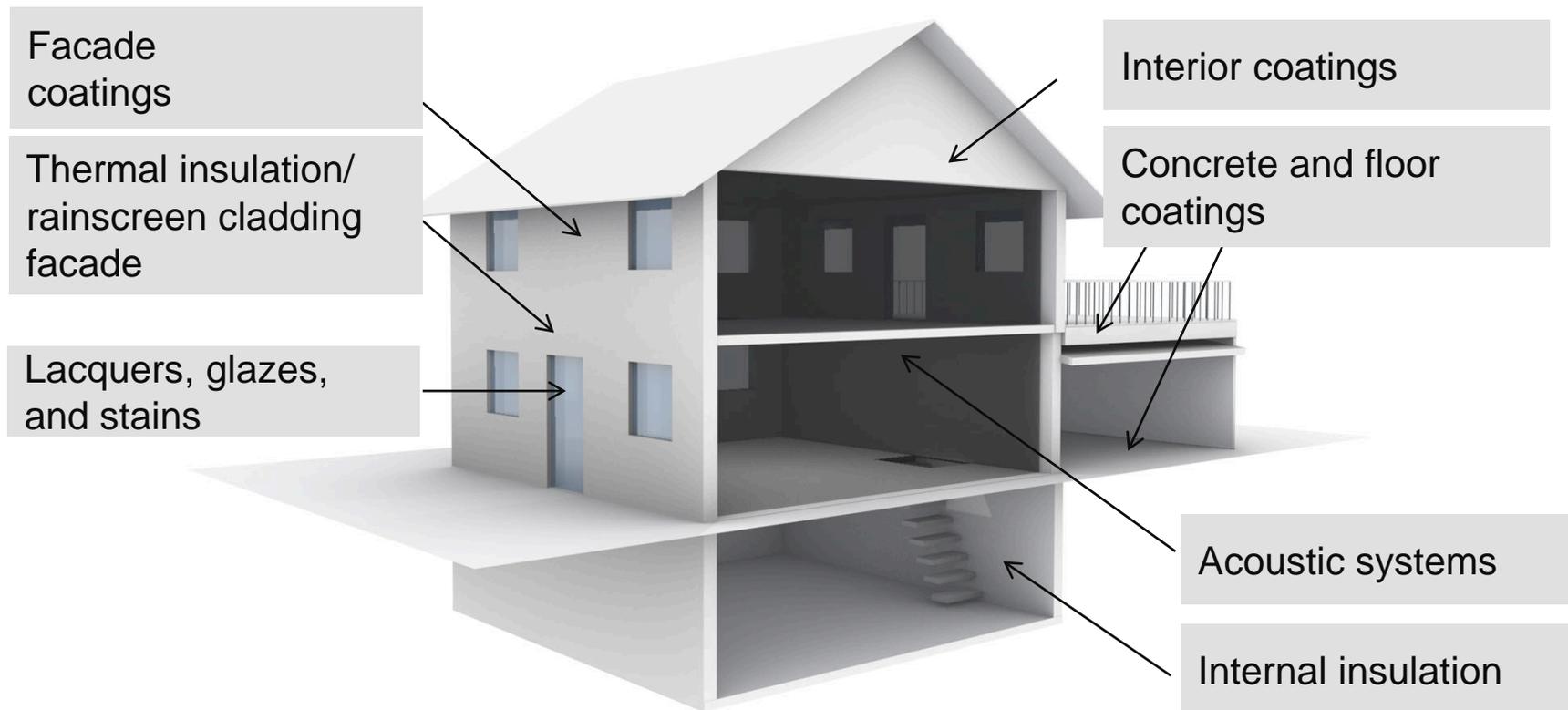
Share of Sto Group consolidated turnover for 2021



Figures in EUR million and %; other product groups: Including floor coatings and products for concrete repair.

Applications

Sto products & systems



Simplified schematic diagram.

Sto's business model makes a direct contribution

Thermal insulation helps to protect the environment

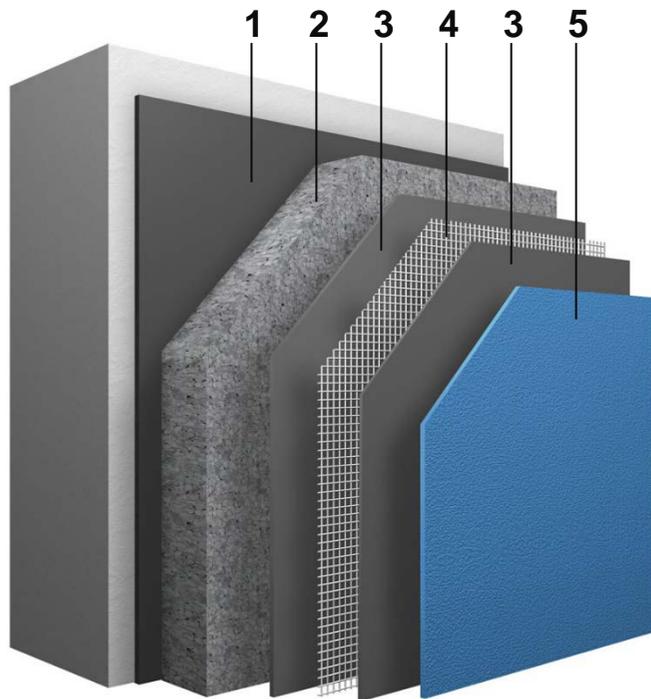
The energy savings from the use of Sto facade insulation systems correspond to around **120 billion litres of heating oil**



Between 1965 and 2021, facade insulation systems from Sto played a direct role in saving precious energy in the construction sector. Extrapolation of this amounts to a saving of up to 120 billion litres of heating oil. With this, Sto has made a notable contribution to global climate protection: to put it another way, around 390 million tonnes of CO₂ were not even released into the atmosphere in the first place thanks to the facade insulation systems from the southern Black Forest. In 2021 alone, Sto products reduced emissions of this combustion gas by a potential 21 million tonnes.

Climate protection

Sto products — external wall insulation system (EWIS)

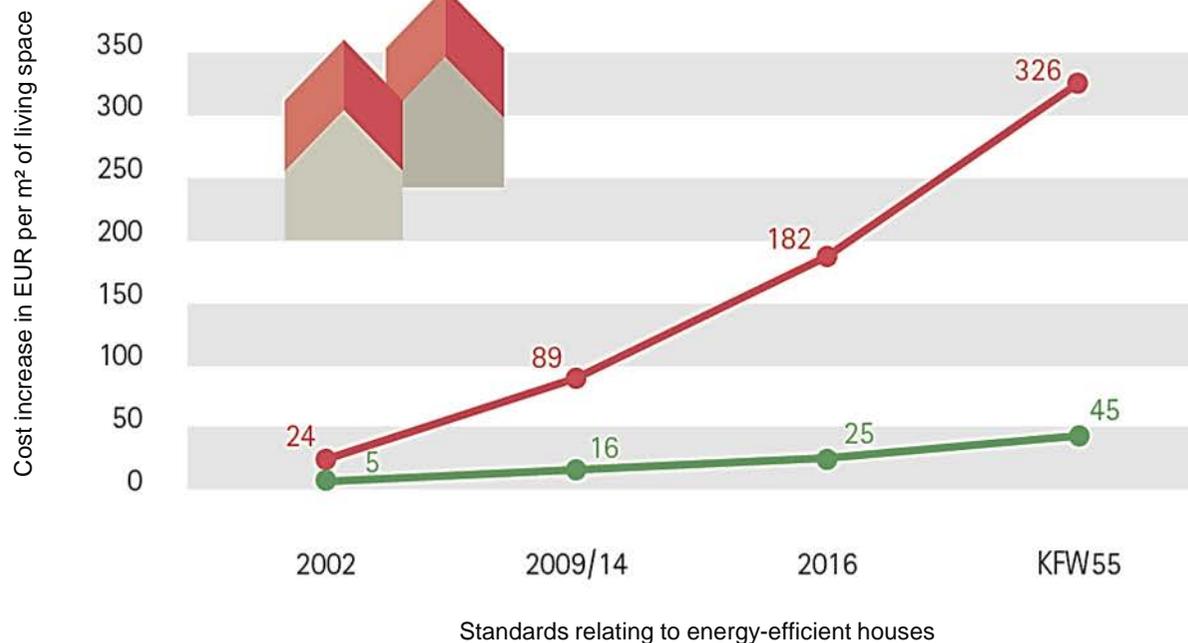


StoTherm Classic®system build-up

- 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)



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

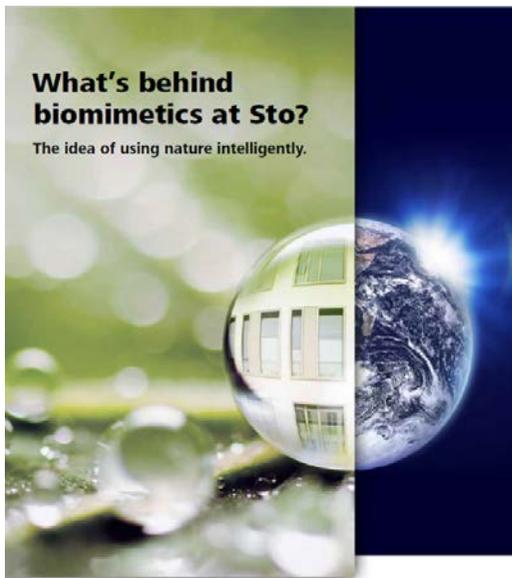
Sto products — reducing particulates and nitrogen oxides

“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



What's behind biomimetics at Sto?

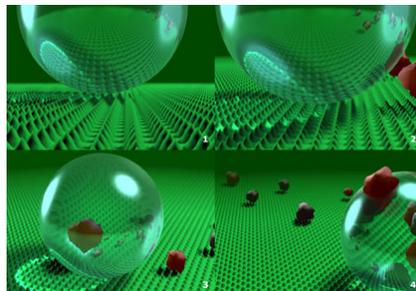
The idea of using nature intelligently.

Durability thanks to the experience of nature

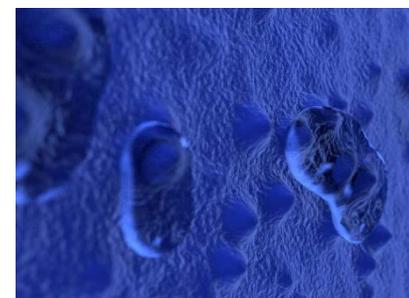
For 20 years, we have been developing products based on the most efficient solutions from nature. Our inspiration: 3430 million years of evolution – constant optimisation through further development. The benefit to you: radiant colour intensity, UV protection, weather protection, surfaces that clean 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

Lotusan: dirt runs off with the rain



StoColor Dryonic: nice and dry, come what may

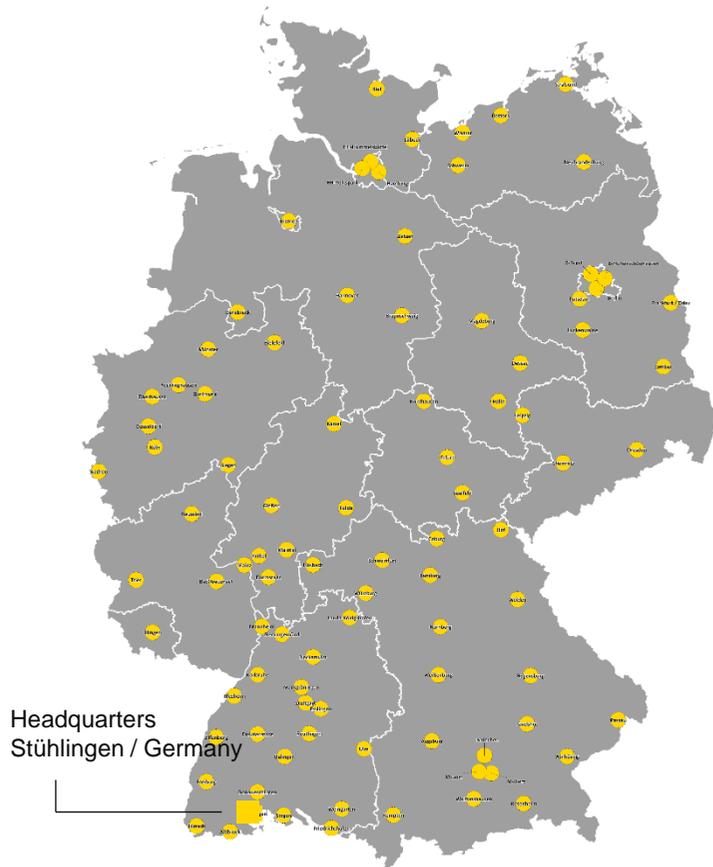


Core target groups



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

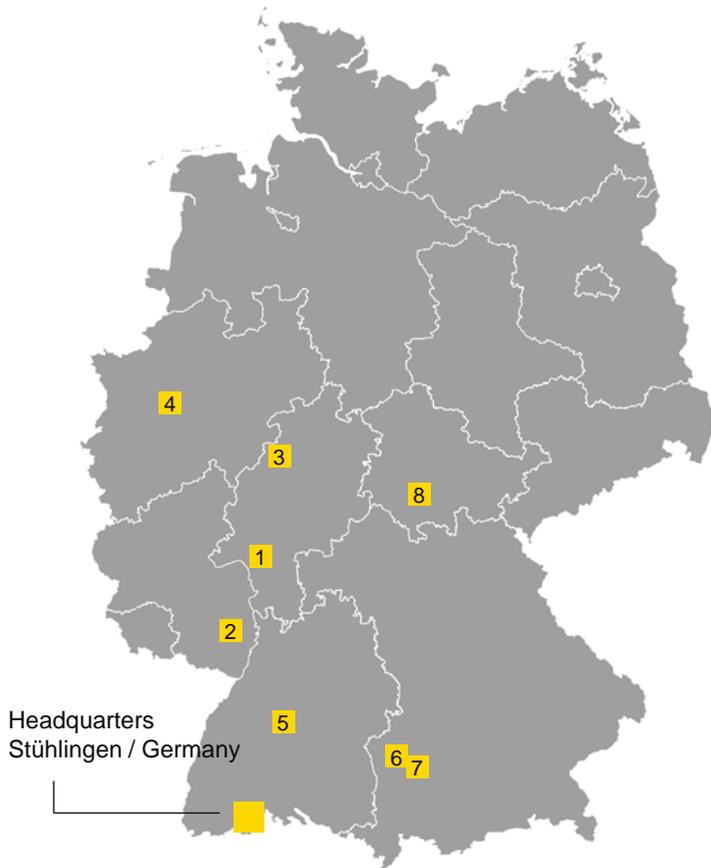


Sto SE & Co. KGaA

- Sales Germany:

91 SalesCenter ●

343 employees in the sales force incl.
application engineering

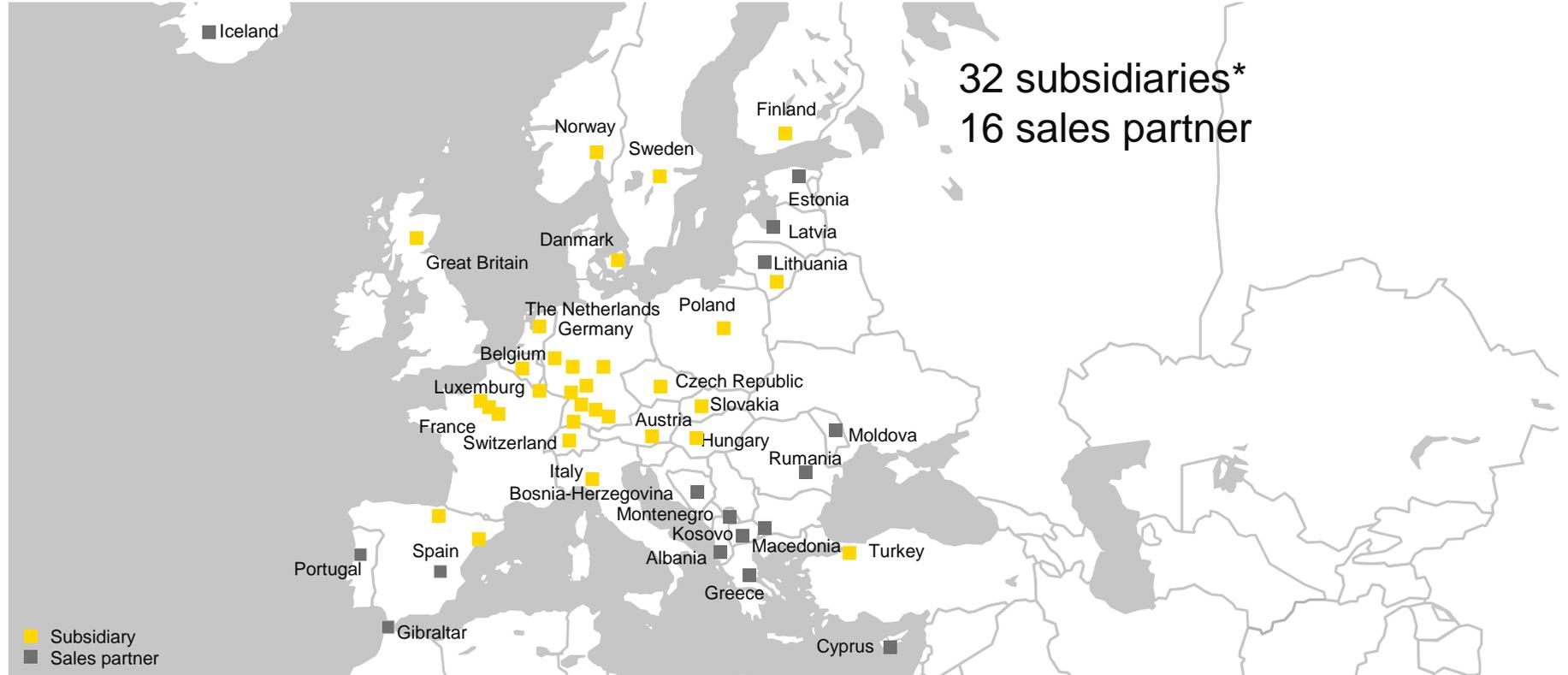


10 Subsidiaries

- 1 StoCretec GmbH
- 2 SÜDWEST Lacke + Farben GmbH & Co KG
- 3 STRÖHER Gruppe
 - STRÖHER GmbH
 - STRÖHER Produktions GmbH & Co. KG
 - GEPADI FLIESEN GmbH
- 4 JONAS Farben GmbH
- 5 VIACOR Polymer GmbH
- 6 Verotec GmbH
- 7 Innolation GmbH
- 8 Liaver GmbH & Co.KG

Sto – international presence

Europe



As at: 15.02.2022

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

Sto – international presence

America, Africa, Asia/Pacific



As at: 15.02.2022

*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.



1

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model**

[From page 3](#)

2

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[From page 19](#)

3

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figures /
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[From page 37](#)

4

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[From page 88](#)

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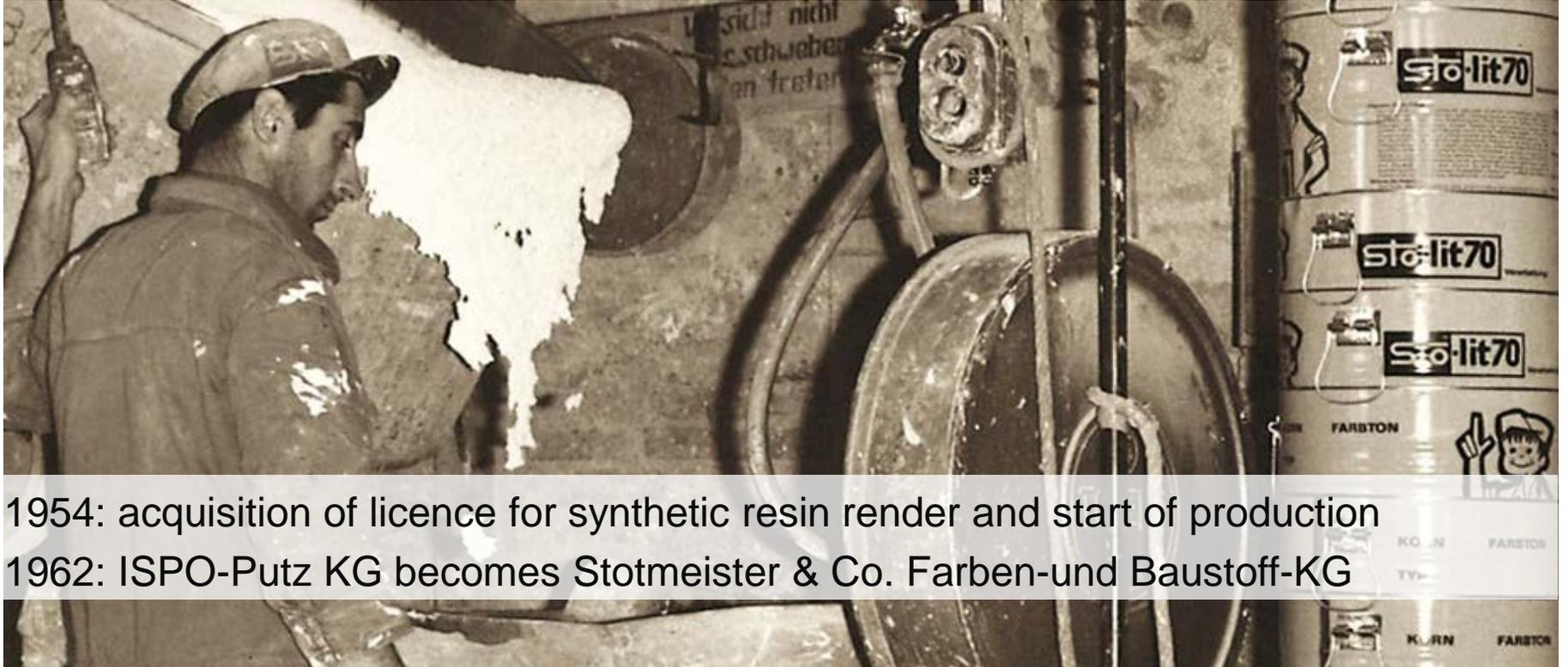
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The history of Sto



1835: founding of lime and cement works in Weizen

The history of Sto



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 ⁽¹⁾, Gerd Stotmeister ⁽²⁾, Fritz Stotmeister († 21.04.2022) ⁽³⁾

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



In memory of Fritz Stotmeister

Our Honorary Chairman of the Supervisory Board of Sto SE & Co. KGaA and founder of ISPO-Putz KG

Fritz Stotmeister

passed away in peace on 21 April 2022 after a fulfilled life.

Executive Board of STO Management SE



Michael Keller

Executive Board

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

Rainer Hüttenberger

Spokesman of the Executive Board

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

Jan Nissen

Executive Board

responsible for Process Engineering, Innovation, Materials Management, and Logistics

Rolf Wöhrle

Executive Board

responsible for Finance, Controlling, Information Technology, Internal Audit, Investor Relations, Legal, and Technical Service



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 **670 million m²** of facade surfaces from 1965 to 2021.

This equates to a saving of **390 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 StoFoundation

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.



3) Sto is a member of Global Compact – a global pact between companies and the UN to make globalisation more socially responsible and eco-friendly.

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 ₂ 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 set by politicians confirm Sto's path

EUROPEAN GREEN DEAL

Objectives:

European Continent climate neutral by 2050

Net greenhouse gas emissions reduced by 55% by 2030



Buildings account for:

> **40%** of energy consumed

> **36%** of energy-related
greenhouse gas emissions

- **35 MILLION** buildings could be **RENOVATED**
- **160,000 ADDITIONAL GREEN JOBS** could be created in the construction sector

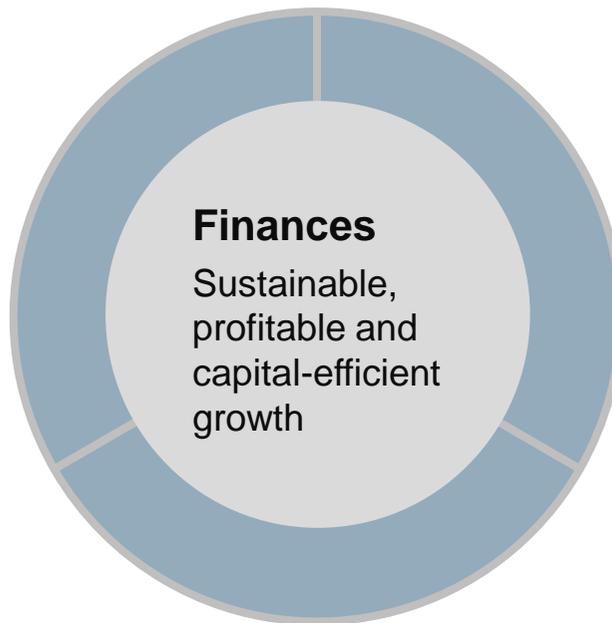
Building sector and Sto play a relevant role in climate protection.

Strategy 2025

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, solutions leadership, and operational excellence

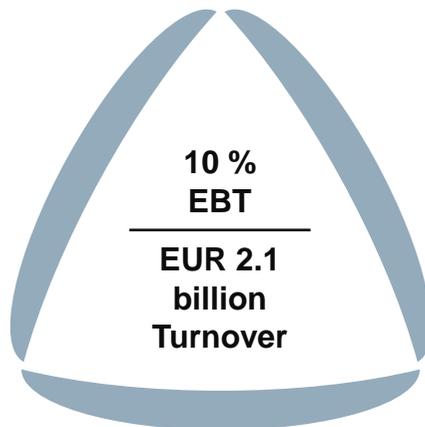
Engaged employees

We train and develop 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 potential 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

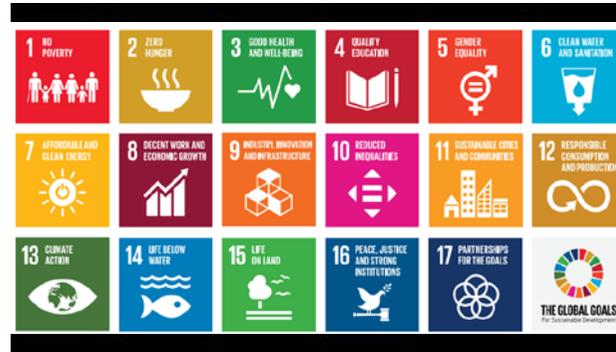
Strategy 2025

Sustainability – Key element of Sto's DNA

Sustainability strategy



Regulations / standards



Product Information



Building with conscience.

Strategy implementation - Example Sustainability goals and measures in 2021

Climate protection	Environmental protection	Recycling economy	Health and well-being	Transparency and social responsibility
				
<ul style="list-style-type: none"> ▪ Increasing energy efficiency (1 % p.a.) ▪ Sto Group climate-neutral by 2025 ▪ Products with low carbon footprint 	<ul style="list-style-type: none"> ▪ ISO 14001 in Sto Group locations and in the supply chain ▪ Avoidance of critical ingredients ▪ Preservation of biodiversity (flower sponsorships, EWIS nesting boxes) 	<ul style="list-style-type: none"> ▪ Recycling of products and packaging ▪ Reuse of raw materials ▪ Long service lives and waste avoidance 	<ul style="list-style-type: none"> ▪ Low-emission products ▪ Health programmes ▪ Reconciling work and family life 	<ul style="list-style-type: none"> ▪ Respecting human rights ▪ Ensuring compliance and fairness ▪ Informing stakeholders ▪ Supporting those in need

Strategy implementation – Example EU taxonomy key figures 2021

Taxonomy key figures

in EUR k	total	taxonomy-eligible	percentage taxonomy-eligible	percentage not taxonomy-eligible
TURNOVER	1,590,529	851,874	53.6%	46.4%
CAPEX	118,526	53,313	45.0%	55.0%
OPEX	38,931	8,635	22.2%	77.8%

The Sto Group operates taxonomy-compliant activities in its core business.

1

**Business
model**

[From page 3](#)

2

**General
conditions &
strategy**

[From page 19](#)

3

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figures /
Information
about the Sto
share**

[From page 37](#)

4

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[From page 88](#)

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3

Key financial figures / Information about the Sto share

[From page 37](#)

Sto at a glance

[From page 39](#)

Consolidated interim report from the Management Board within the second half of 2022

[From page 40](#)

Interim financial report for the period from 1 January to 30 June 2022

[From page 49](#)

Consolidated interim report from the Management Board within the first half of 2022

[From page 63](#)

2021 Annual report

[From page 71](#)

Information about the Sto share

[From page 85](#)

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Sto – at a glance

Sto Group	2017	2018	2019*	2020	2021	Changes In % 21/20
Turnover	1,277.4	1,332.4	1,398.2	1,433.0	1,590.5	11.0
Germany	562.8	596.0	611.3	660.1	692.5	4.9
Outside of Germany	714.6	736.4	786.9	772.9	898.0	16.2
Investments (without: financial assets and IFRS 16)	32.7	32.1	35.3	41.7	41.9	0.5
Depreciation/amortisation (without: financial assets and IFRS 16)	33.3	31.3	33.2	45.5	46.9	3.1
EBITDA	117.3	113.2	138.2	186.5	192.5	3.2
EBIT	84.0	81.9	85.9	120.8	124.5	3.1
EBT	82.2	80.2	83.1	119.0	127.9	7.5
Return on sales (EBT) (%)	6.4	6.0	5.9	8.3	8.0	
EAT (earnings after taxes)	55.8	53.8	56.3	80.7	94.7	17.4
Earnings per limited ordinary share (EUR)	8.62	8.33	9.03	12.54	14.40	14.8
Earnings per limited preference share (EUR)	8.68	8.39	9.09	12.60	14.46	14.8
Cash flow from current operating activities	86.5	80.7	117.0	177.2	111.4	-37.1
per share (EUR)	13.46	12.56	18.21	27.58	17.34	-37.1
ROCE (%)**	16.1	15.6	14.0	19.7	18.9	
Total assets	749.6	784.4	896.1	973.8	1,084.7	11.4
Equity capital	450.1	477.5	486.5	531.4	610.0	14.8
in % of total assets	60.1	60.9	54.3	54.6	56.2	
Employees (year end)	5,308	5,333	5,533	5,545	5,697	2.7
of which in Germany	2,884	2,887	2,943	3,000	3,127	4.2
of which outside of Germany	2,424	2,446	2,590	2,545	2,570	1.0
Sto share						
Dividend per limited ordinary share (EUR)***	0.25/3.78	0.25/3.78	0.25/3.78	0.25/4.69	0.25/4.69	
Dividend per limited preference share (EUR)***	0.31/3.78	0.31/3.78	0.31/3.78	0.31/4.69	0.31/4.69	
Price-to-earnings ratio (31 Dec)	14.5	9.8	12.5	10.3	15.3	
Price-to-book ratio (31 Dec)	1.8	1.1	1.5	1.6	2.3	

(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 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 liabilities

*** 2021: proposal by the personally liable partner STO Management SE and the Supervisory Board

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[From page 37](#)

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[From page 63](#)

2021 Annual report

[From page 71](#)

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[From page 85](#)

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1,381.6

EUR million Turnover

+13.2% vs. PY



24.5

EUR million Investments*

-11.6% vs. PY



5,839

Employees

+1.3% vs. PY



Consolidated EBIT
below the previous
year's value

Summary

01 – 09 2022: Turnover above previous year, EBIT under pressure

- ✓ Turnover of the Sto Group up by 13.2 % to EUR 1,381.6 million in the first nine months of 2022.
- ✓ 10.0 % growth within Germany and 15.8 % growth outside of Germany.
- ✓ Income situation under pressure due to rises in procurement prices: gross profit margin falls from 52.5 % to 50.0 %.
- ✓ Consolidated EBIT decreases in comparison with the same period the previous year despite a larger business volume.
- ✓ As at the end of September, the number of employees in the Group up by 75 to 5,839.

Overview of the Group	01 January 2022 - 30 September 2022	01 January 2021 - 30 September 2021	Change in %
Turnover	1,381.6	1,220.2	13.2
Germany	595.4	541.2	10.0
Outside of Germany	786.2	679.0	15.8
Turnover by segment			
Western Europe	1,085.1	957.0	13.4
Northern/Eastern Europe	136.8	121.1	13.0
America/Asia/Pacific	159.7	142.1	12.4
Investments (without financial assets and IFRS 16)	24.5	27.7	-11.6
Employees	5,839	5,764	1.3
Germany	3,174	3,157	0.5
Outside of Germany	2,665	2,607	2.2

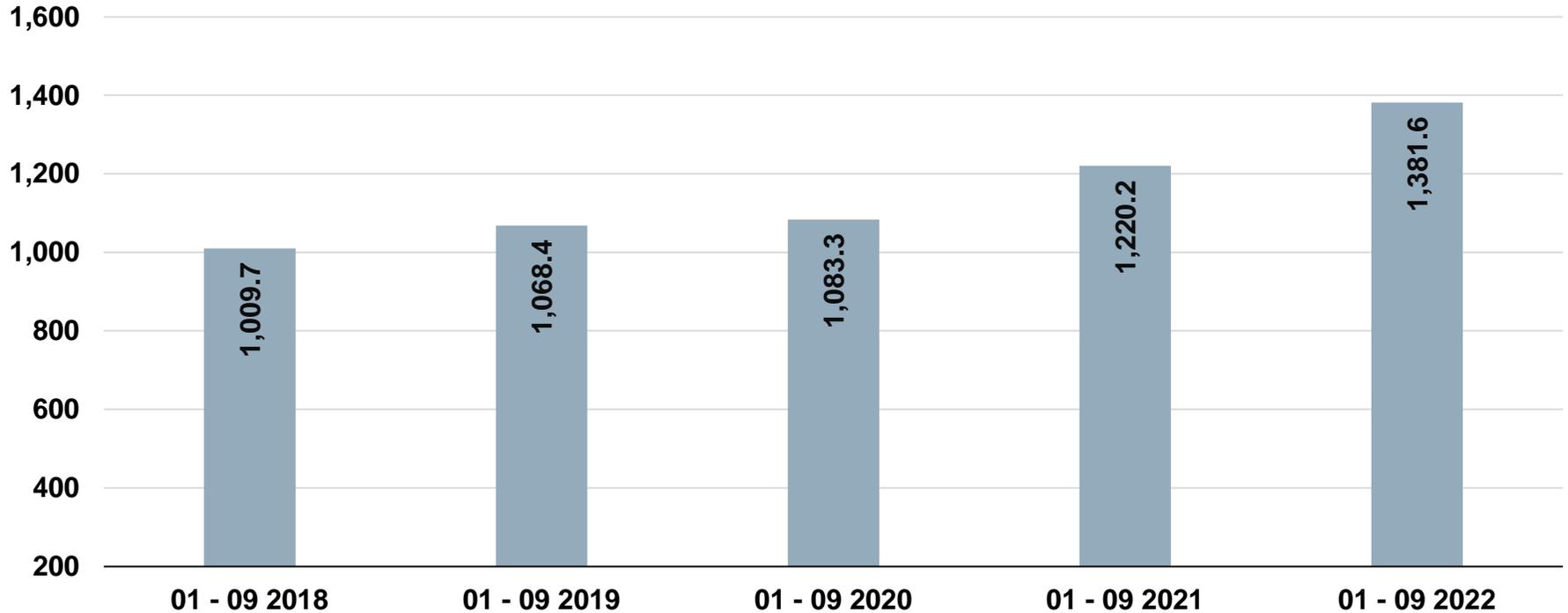
(Figures in EUR million unless otherwise indicated)

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Sto Group turnover

01 – 09 2022: Continuous growth continued

in EUR million

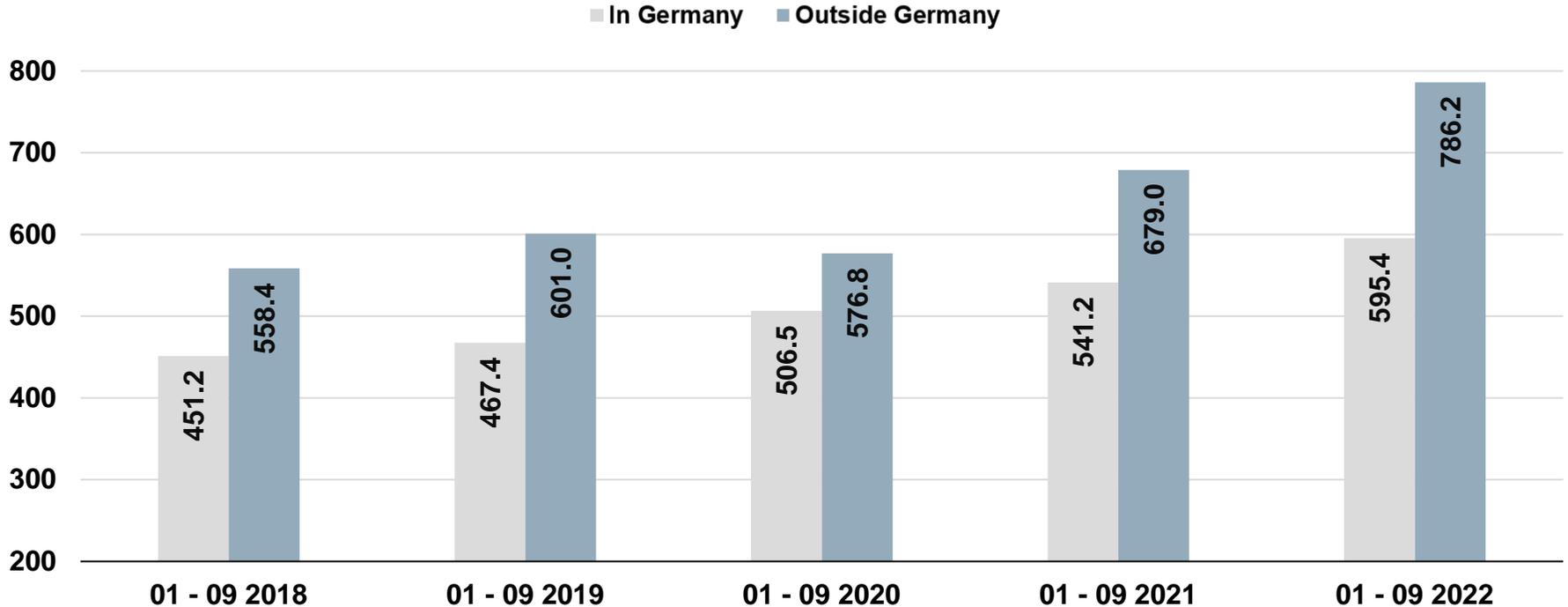


Information in accordance to IFRS.

Sto Group turnover

01 – 09 2022: Germany +10.0%; Outside Germany +15.8% vs. previous year

In EUR million

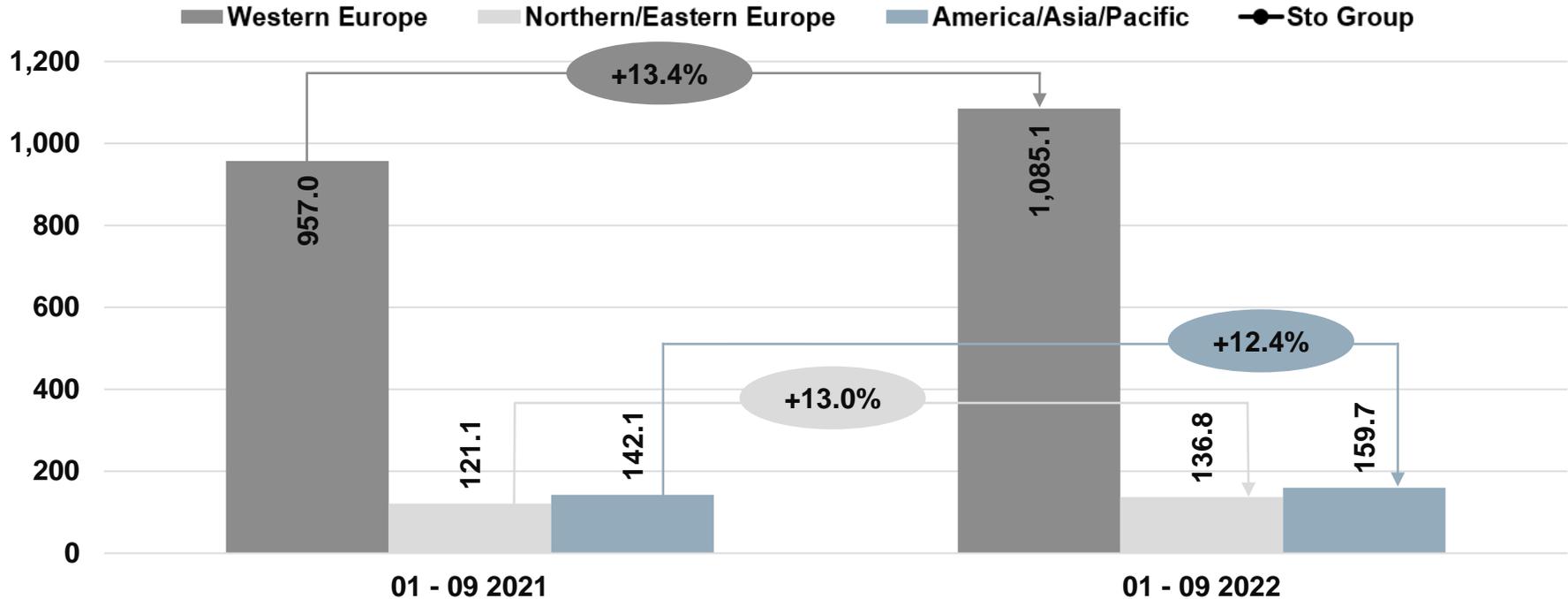


Information in accordance to IFRS.

Sto Group turnover

01 – 09 2022: Growth in all segments

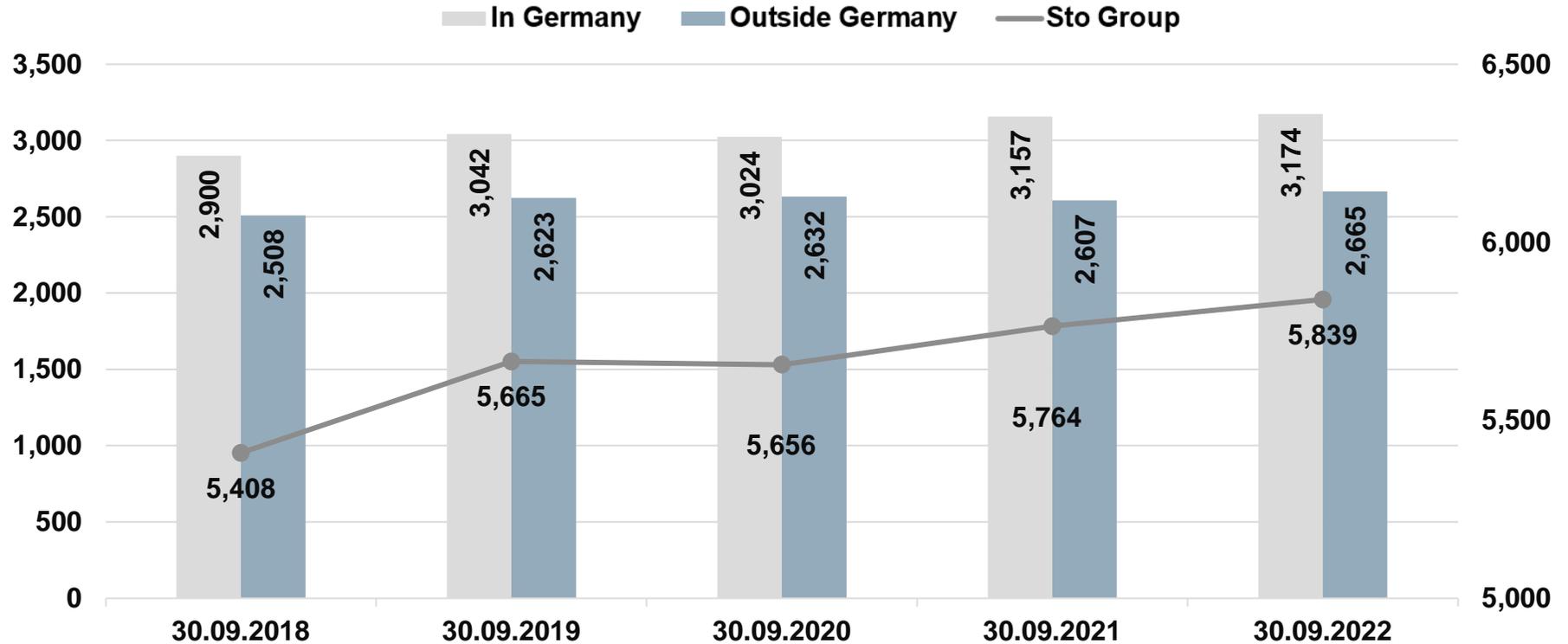
in EUR million



Information in accordance to IFRS.

Sto Group employees

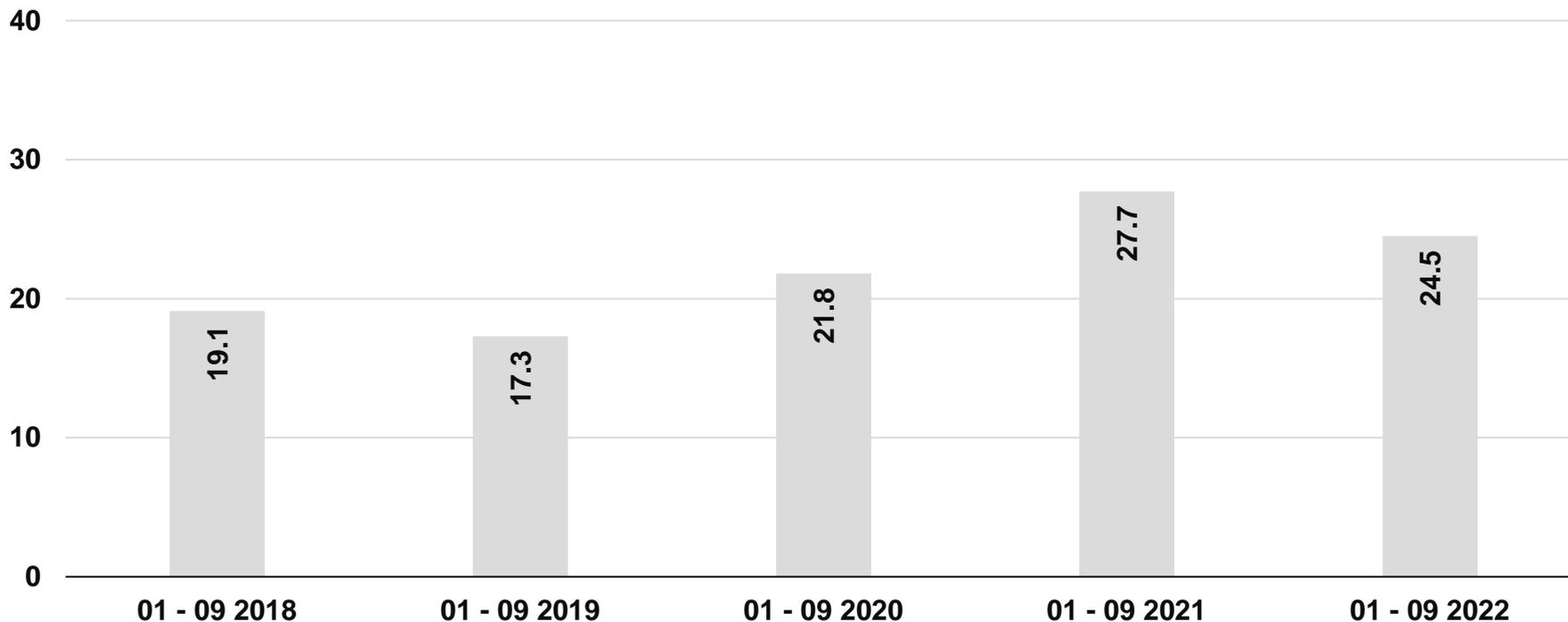
01 – 09 2022: Slight increase in workforce numbers



Sto Group investments

01 – 09 2022: Investment volume less than previous year

in EUR million



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

3

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[From page 37](#)

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[From page 39](#)

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[From page 49](#)

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[From page 63](#)

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[From page 71](#)

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[From page 85](#)

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Highlights 01 – 06 2022



888.4

EUR million Turnover

+14.2% vs. PY



14.4

EUR million Investments*

-16.8% vs. PY



5,796

Employees

+1.5% vs. PY



62.9

EUR million EBT

-12.4% vs PY

Information acc. to IFRS; * without: financial assets and IFRS 16.

01 – 06 2022: Sales and profit above previous year

- ✓ Significant growth in the first half of 2022: consolidated turnover up by 14.2 % to EUR 888.4 million compared to the same period of the previous year.
- ✓ Turnover in Germany increases by 9.2 % to EUR 373.4 million and volume outside of Germany by 18.1 % to EUR 515.0 million.
- ✓ Income situation under pressure due to rising procurement prices: gross profit margin falls from 53.5 % to 50.2 %.
- ✓ Despite higher business volume, consolidated EBIT decreases by 7.1 % to EUR 64.0 million and consolidated EBT by 12.4 % to EUR 62.9 million.
- ✓ Number of employees in the Group grows by 83 to 5,796.

Sto – Overview First half of 2022

Sto at a glance	1 January 2022- 30 June 2022	1 January 2021- 30 June 2021	Changes in %
Turnover	888.4	778.1	14.2
Germany	373.4	342.1	9.2
Outside of Germany	515.0	436.0	18.1
Investments (without: financial assets and IFRS 16)	14.4	17.3	-16.8
EBITDA	94.0	97.0	-3.1
EBIT	64.0	68.9	-7.1
EBT	62.9	71.8	-12.4
Return on sales (EBT) (%)	7.1	9.2	
ROCE (%)*	8.7	10.9	
Cash flow from operating activities	-22.2	23.1	-196.1
Employees	5,796	5,713	1.5
of which in Germany	3,116	3,101	0.5
of which outside of Germany	2,680	2,612	2.6

(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 liabilities.

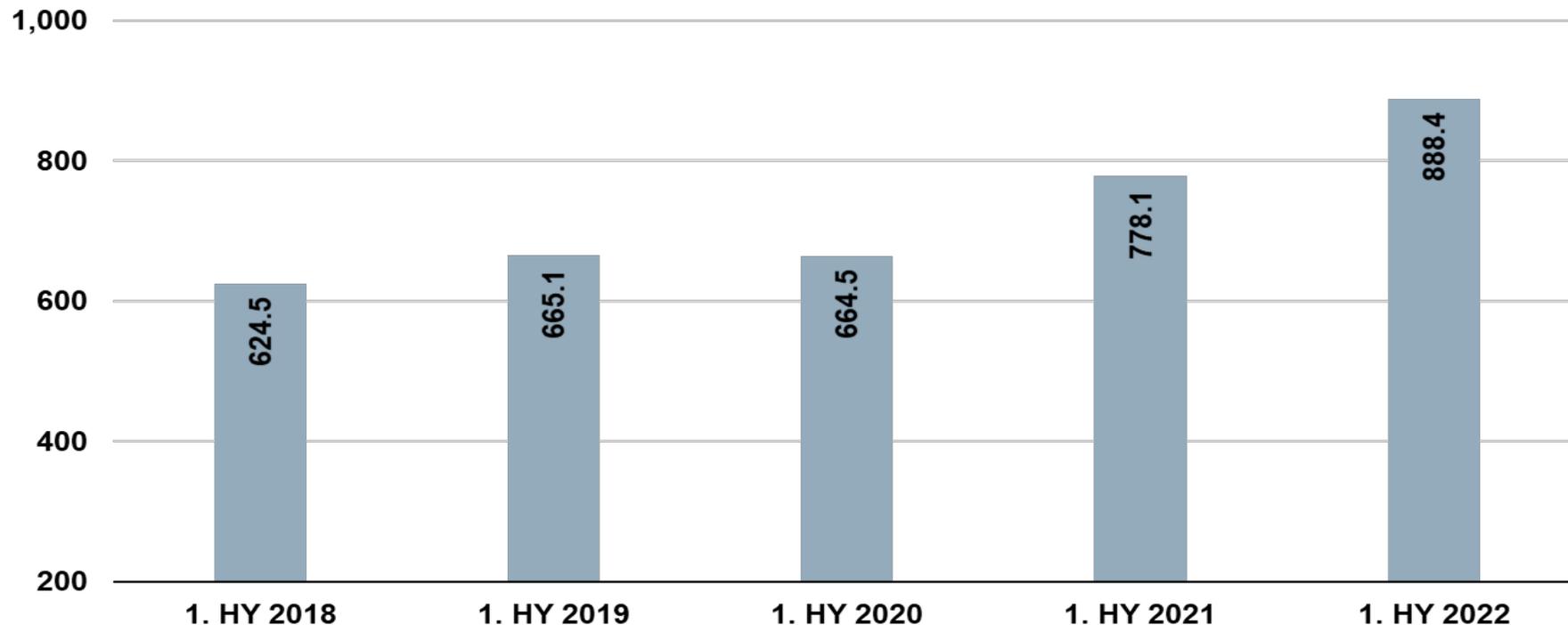
** From 2019 including IFRS 16

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

Sto Group turnover

01 – 06 2022: Continuous growth

in EUR million

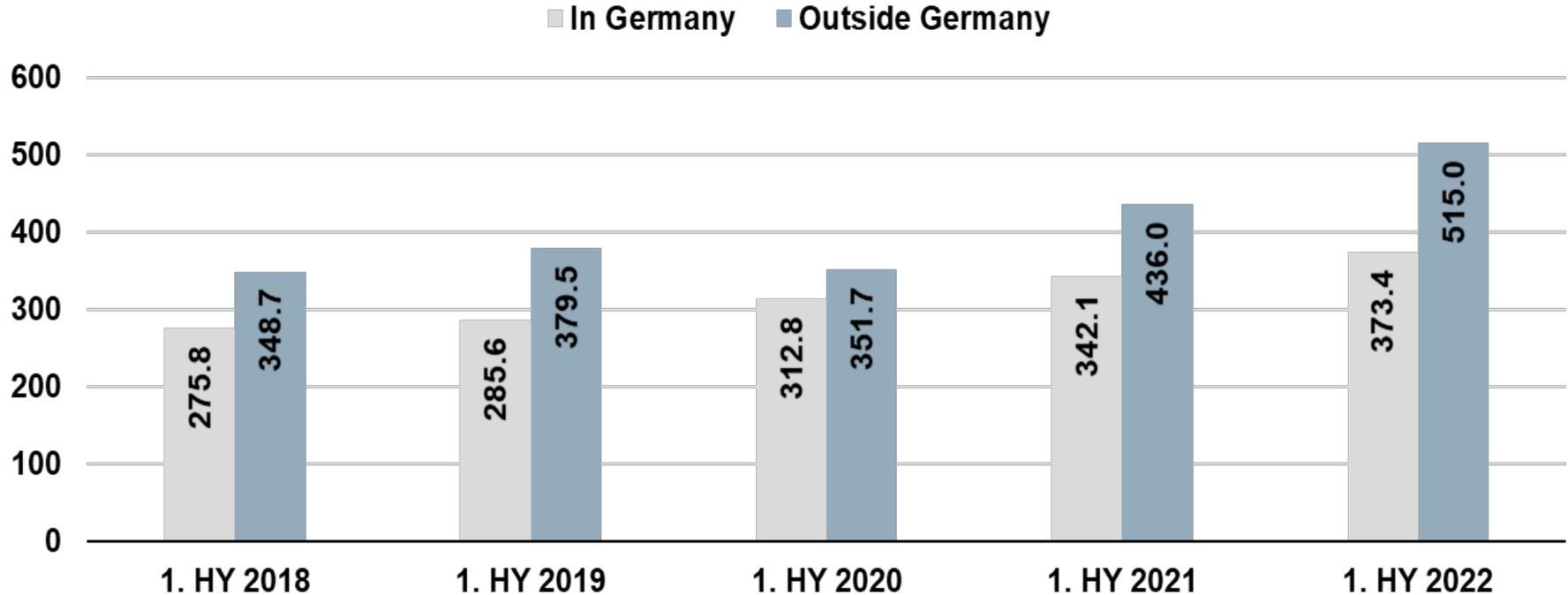


Information in accordance to IFRS.

Sto Group turnover

01 – 06 2022: Germany +9.2%; Outside Germany +18.1%, best value to date

in EUR million

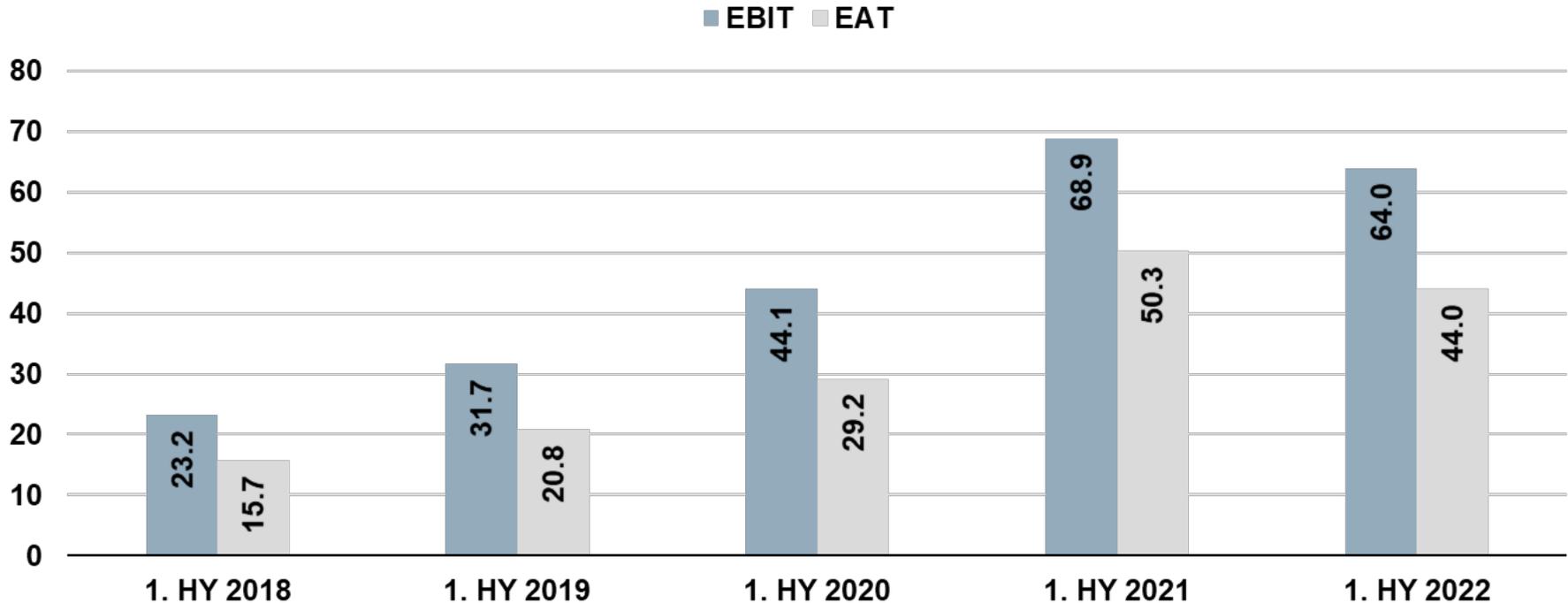


Information in accordance to IFRS.

Sto Group EBIT & EAT

Income situation under pressure

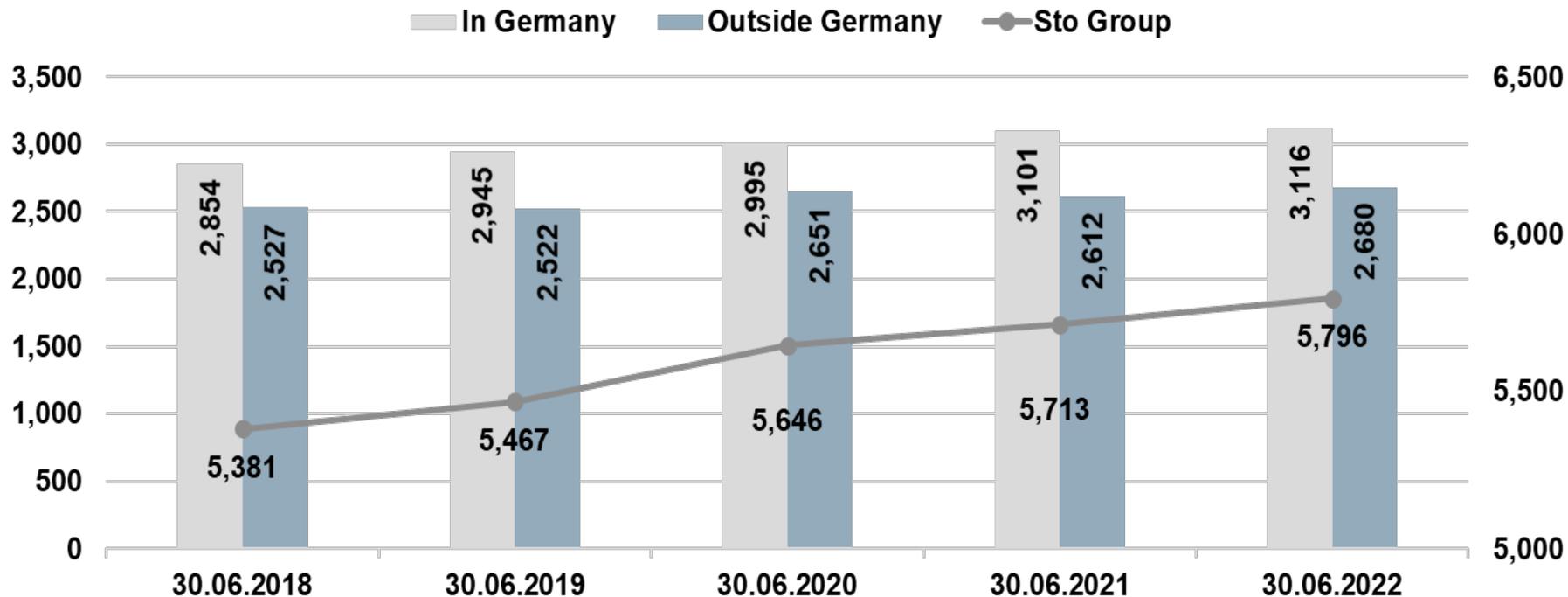
in EUR million



Information in accordance to IFRS.

Sto Group employees

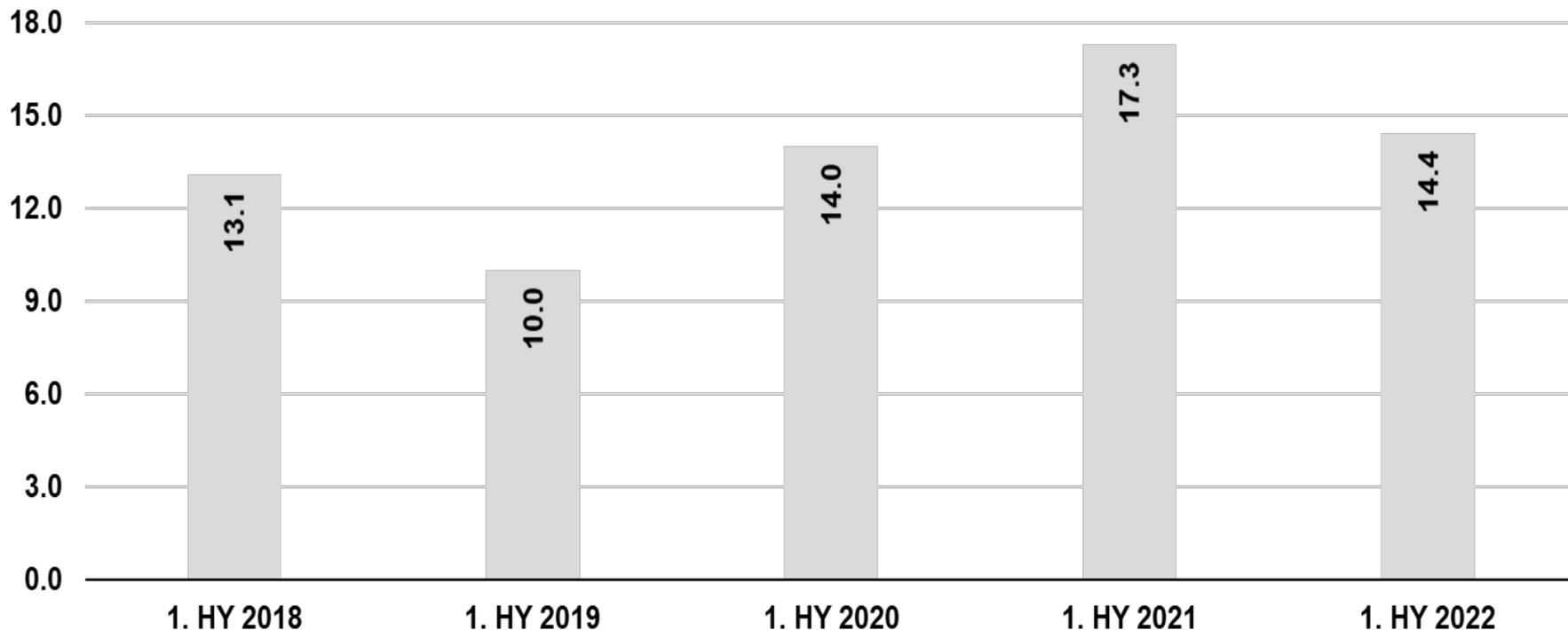
01 – 06 2022: Slight increase in workforce numbers



Sto Group investments

01 – 06 2022: Investment volume still less than previous year

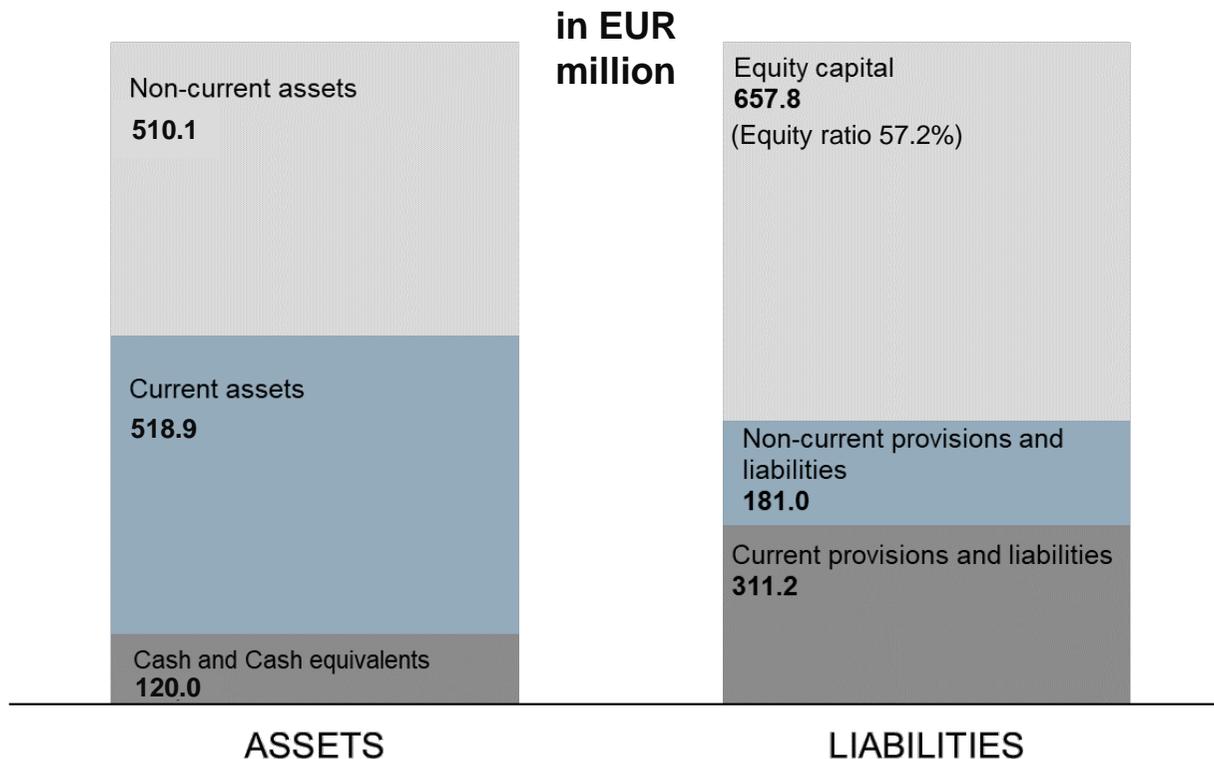
in EUR million



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 30.06.2022, strong equity base



Sto Group first half of 2022 – P & L

Best figures to date for turnover; Gross profit margin and profit under pressure

in EUR million	1. HY 2022	1. HY 2021	Difference (in EUR million / %)	
Revenue	888.4	778.1	110.4	14.2
Total revenues	896.8	783.0	113.7	14.5
Other operating income	12.1	8.6	3.5	41.2
Cost of material	-446.2	-364.1	-82.1	-22.5
Personnel expenditure	-210.9	-198.7	-12.2	-6.1
Other operating expenses	-153.1	-128.4	-24.7	-19.3
EBITDA	94.0	97.0	-3.1	-3.2
Depreciation and amortisation	-30.0	-28.1	-1.8	-6.5
EBIT	64.0	68.9	-4.9	-7.1
Financial income	-1.1	2.9	-4.0	-135.8
EBT	62.9	71.8	-8.9	-12.4
Taxes on income and earnings	-18.9	-21.5	2.6	12.1
EAT	44.0	50.3	-6.3	-12.5

Gross profit margin falls to 50.2 % in first half of 2022 (1. HY 2021: 53.5%).

Information in accordance to IFRS.

Sto Group first half of 2022 – cash flow statement

Building with conscience.

Cash and cash equivalents at the end of the period above previous year

in EUR million	30 June 2022	30 June 2021
from operating activities	-22.2	23.1
from investment activities	49.3	-1.9
from financing activities	-46.6	-44.9
changes in exchange rates & IFRS 9 effects	3.4	1.4
Cash and cash equivalents at the beginning of the period	137.1	130.0
Change in cash and cash equivalents	-16.1	-22.2
Cash and cash equivalents at the end of the period	121.0	107.8

Cash flow from current operating activities below previous year, in particular due to the significantly higher amount of capital that was tied up in net current assets.

Sto Group balance sheet

Comparison of balance sheet as at 30 June 2022 with previous year

in EUR million	30 June 2022	30 June 2021	Difference	
Total assets	1,150.0	1,056.2	93.8	8.9%
Non-current assets	510.1	477.1	33.0	6.9%
of which fixed assets	427.7	415.1	12.6	3.0%
of which other non-current assets	82.4	62.0	20.4	32.8%
Current assets	639.9	579.1	60.8	10.5%
of which cash and cash equivalents	121.0	107.8	13.2	12.3%
of which other current assets*	518.9	471.3	47.6	10.1%

*of which inventories: 194.9 EUR million (1. HY 2021: 132.1 EUR million).

Sto Group balance sheet

Comparison of balance sheet as at 30 June 2022 with previous year

in EUR million	30 June 2022	30 June 2021	Difference	
Equity and liabilities	1,150.0	1,056.2	93.8	8.9%
Equity	657.8	560.6	97.2	17.3%
Debt capital	492.2	495.6	-3.4	-0.7%
of which non-current provisions and liabilities	181.0	197.9	-17.0	-8.6%
of which current provisions and liabilities	311.2	297.7	13.5	4.5%

3

Key financial figures / Information about the Sto share

[From page 37](#)

Sto at a glance

[From page 39](#)

Consolidated interim report from the Management Board within the second half of 2022

[From page 40](#)

Interim financial report for the period from 1 January to 30 June 2022

[From page 49](#)

Consolidated interim report from the Management Board within the first half of 2022

[From page 63](#)

2021 Annual report

[From page 71](#)

Information about the Sto share

[From page 85](#)

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



368.0

EUR million Turnover

+21.2% vs. PY



5.6

EUR million Investments*

-50.4% vs. PY



5,773

Employees

+1.2% vs. PY



consolidated earnings
exceeded PY

* without: financial assets and IFRS 16; Information acc. to IFRS.

Summary

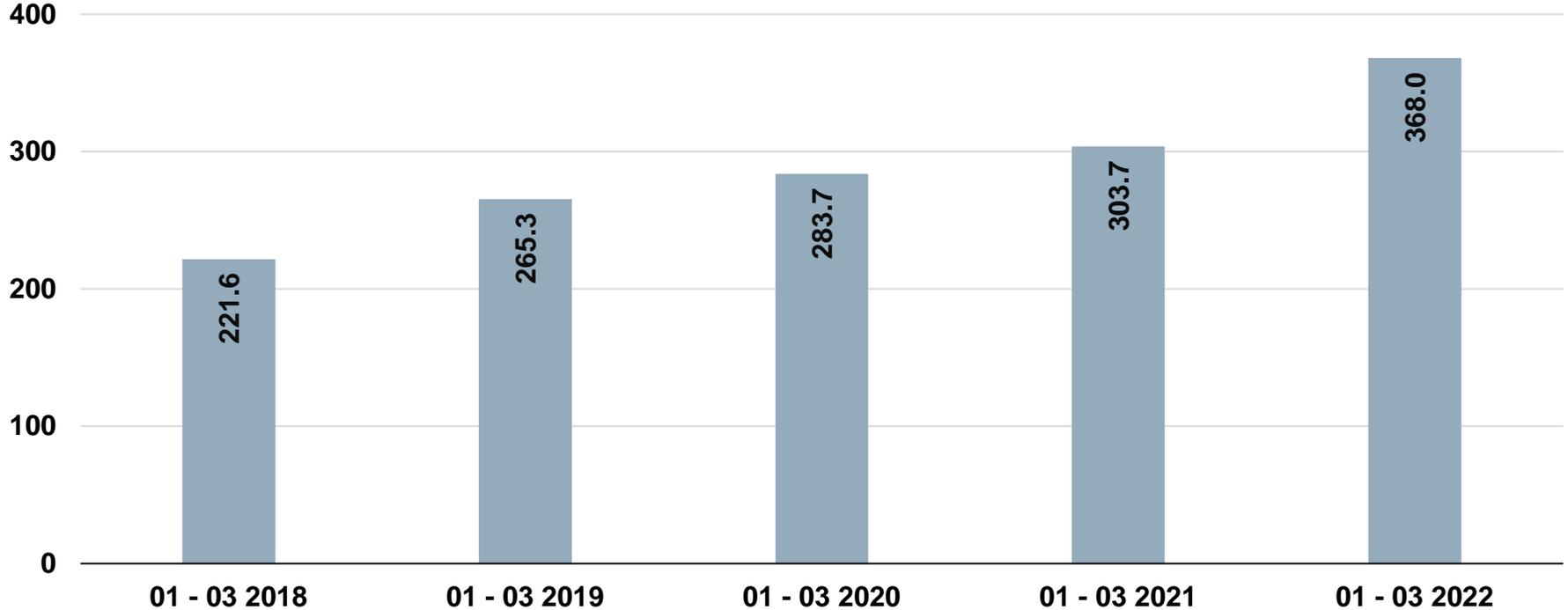
01 – 03 2022: Turnover and consolidated earnings exceeded previous year

- ✓ Consolidated turnover up by 21.2 % to EUR 368.0 million in the first quarter of 2022 compared to corresponding period of the previous year.
- ✓ As usual, negative Q1 earnings only slightly improved due to high pricing pressure in procurement.
- ✓ Slight increase in the number of personnel worldwide by 68 to 5,773.

Sto Group turnover

01 – 03 2022: Continuous growth

in EUR
million

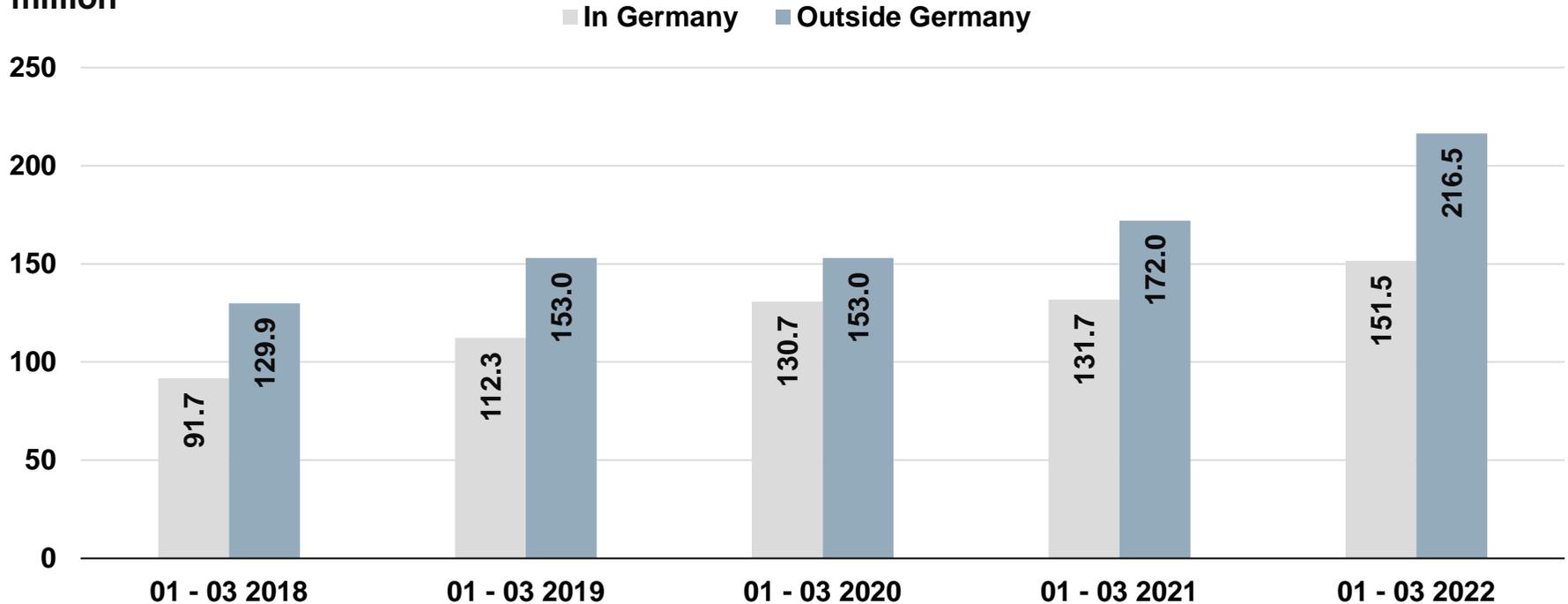


Information acc. to IFRS.

Sto Group turnover

01 – 03 2022: Germany +15.0%; Outside Germany +25.9%

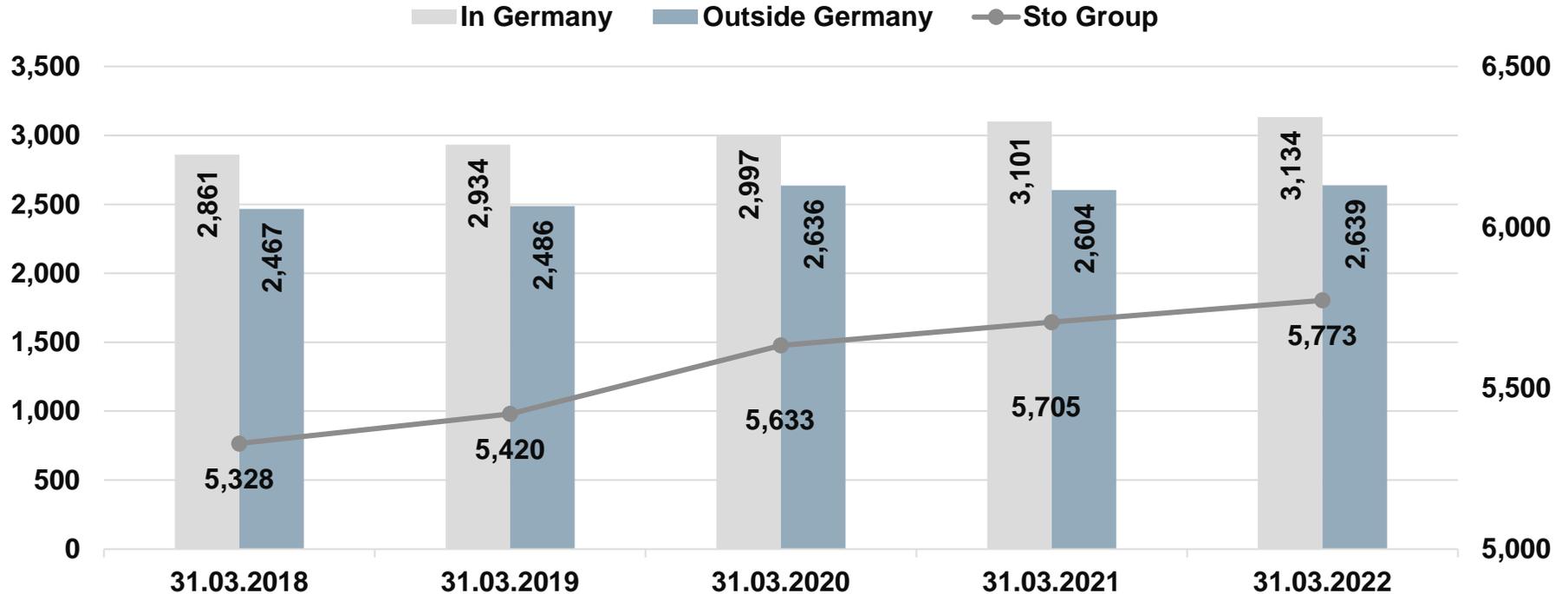
in EUR
million



Information acc. to IFRS.

Sto Group employees

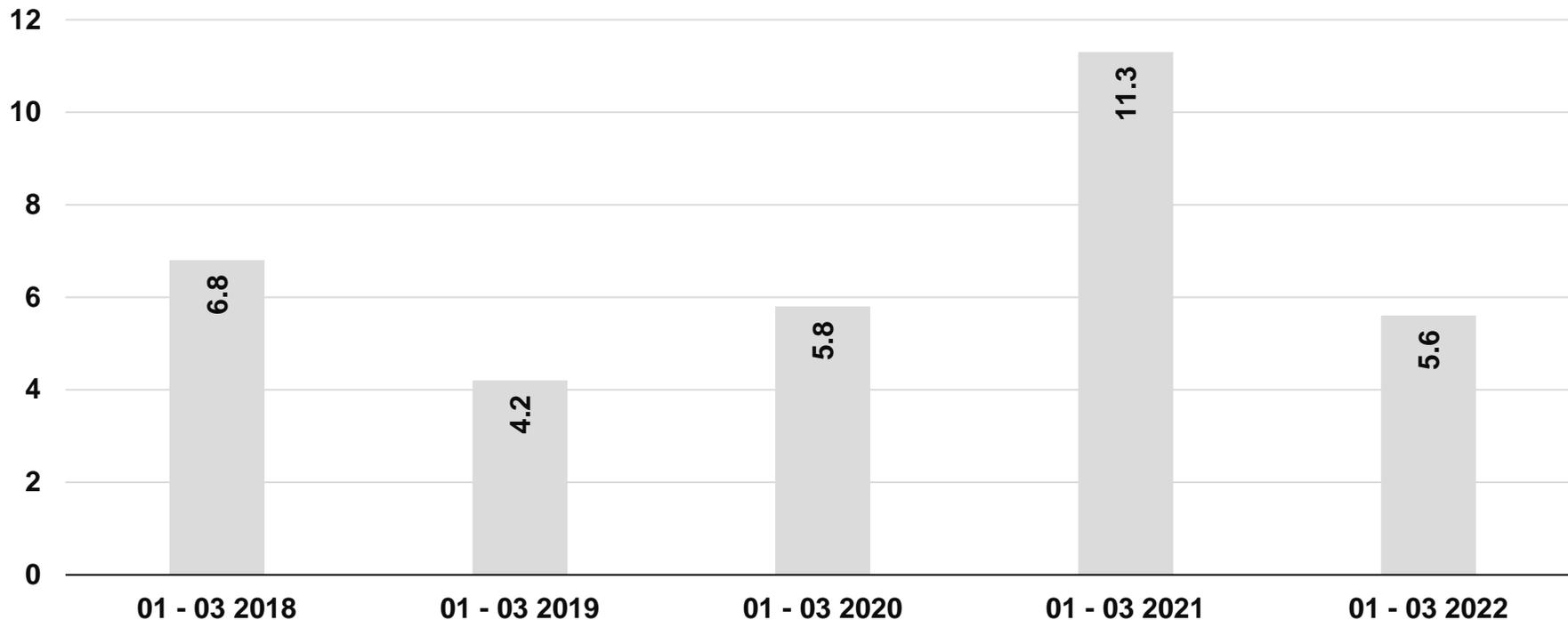
01 – 03 2022: Slight increase in workforce numbers



Sto Group investments

01 – 03 2022: Investment volume still less than previous year

in EUR
million



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

Sto Group 01 – 03 2022 - Overview

Positive business development overall

in EUR million	Q1 2022	Q1 2021	Difference	
Turnover	368.0	303.7	64.3	21.2%
Germany	151.5	131.7	19.8	15.0%
Outside of Germany	216.5	172.0	44.5	25.9%
Investments (without: financial assets and IFRS 16)	5.6	11.3	-5.7	-50.4%
Employee (31.03.)	5,773	5,705	68	1.2%
Germany	3,134	3,101	33	1.1%
Outside of Germany	2,639	2,604	35	1.3%

3

Key financial figures / Information about the Sto share

[From page 37](#)

Sto at a glance

[From page 39](#)

Consolidated interim report from the Management Board within the second half of 2022

[From page 40](#)

Interim financial report for the period from 1 January to 30 June 2022

[From page 49](#)

Consolidated interim report from the Management Board within the first half of 2022

[From page 63](#)

2021 Annual report

[From page 71](#)

Information about the Sto share

[From page 85](#)

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



About the title image

A long-lasting building is one that has been built the right way: with the help of professional tradespeople, using the optimum technologies and materials – and with functions that have been well thought out. Fit for the future. Together with its construction partners, Sto believes in offering sustainable, functional, aesthetically appealing, and service-oriented solutions for facades and interiors. Its long-standing claim neatly captures this belief in just three words: Building with conscience. In 2021, Sto added an emotional layer to its claim by developing a brand campaign called «For the love of building. **Building with conscience.**». This brings together the emotional and rational aspects that undergird day-to-day work by the Sto team and their external partners so that great things can be achieved.

Photo: Martin Baitinger, Böblingen/Germany

Sto Group financial figures 2021

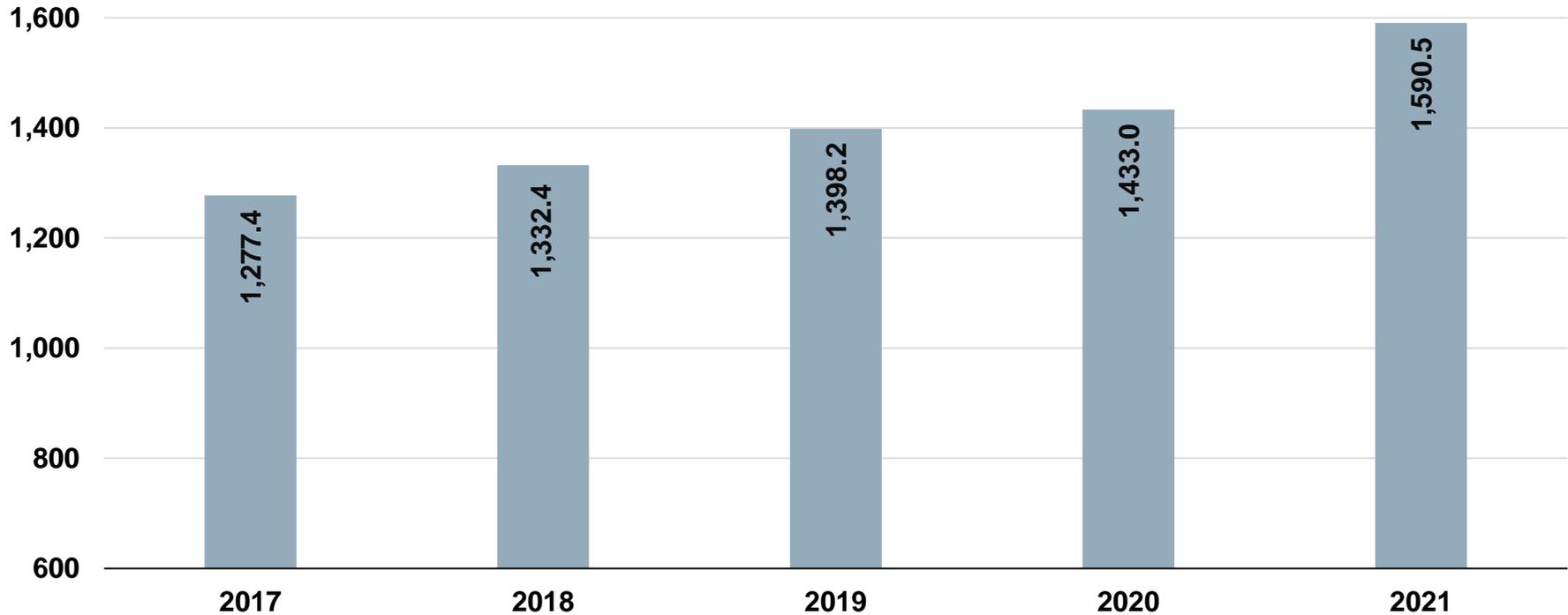
Summary

- ✓ Consolidated turnover up by 11.0 % to EUR 1,590.5 million in 2021.
- ✓ Considerable growth of 16.2 % outside of Germany, turnover in Germany increases by 4.9 %, mainly as a result of first-time consolidations.
- ✓ Improved earnings in spite of significant disruptions to procurement markets: EBIT improves by 3.1 % to EUR 124.5 million and EBT by 7.5 % to EUR 127.9 million.
- ✓ Cash flow from operating activities amounts to EUR 111.4 million (previous year: EUR 177.2 million).
- ✓ Mainly due to first-time consolidation, the size of the Group workforce increases by 152 to 5,697 employees as at the 2021 year end.

Sto Group turnover

Continuous growth, best value to date

In EUR million

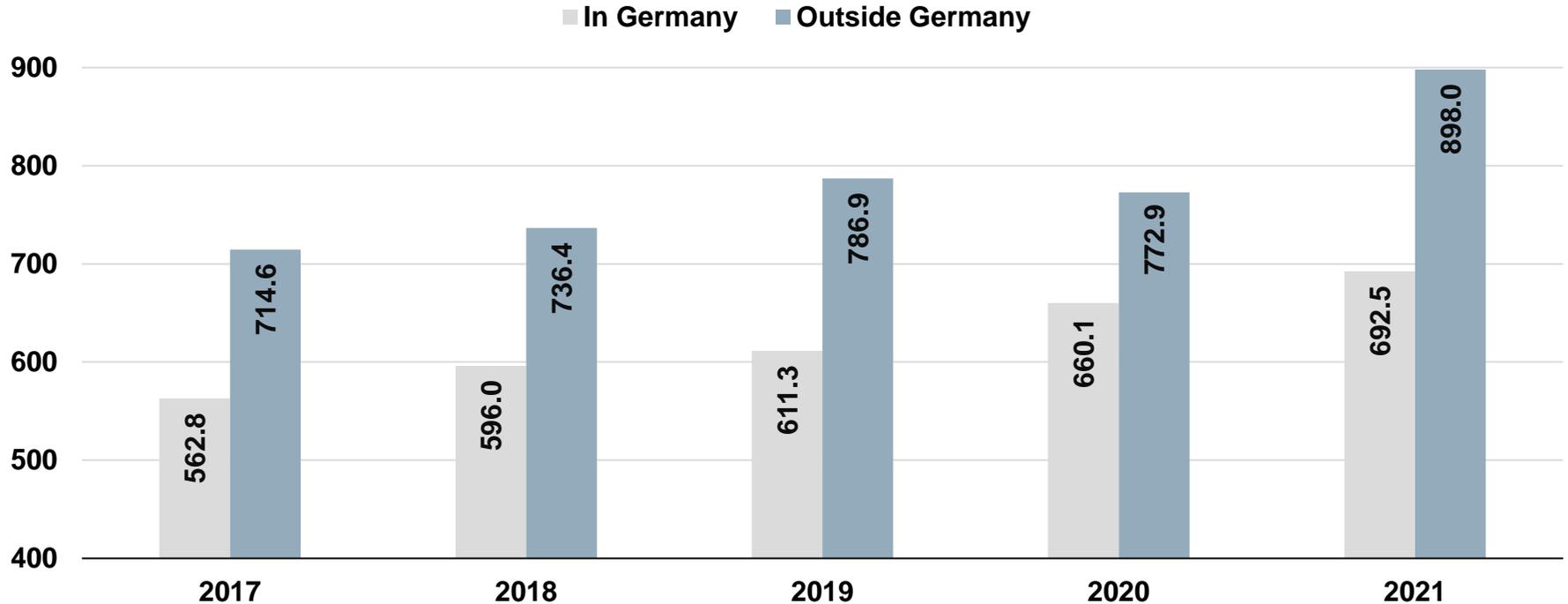


Information in accordance to IFRS.

Sto Group turnover

Positive development in Germany, as well as outside Germany

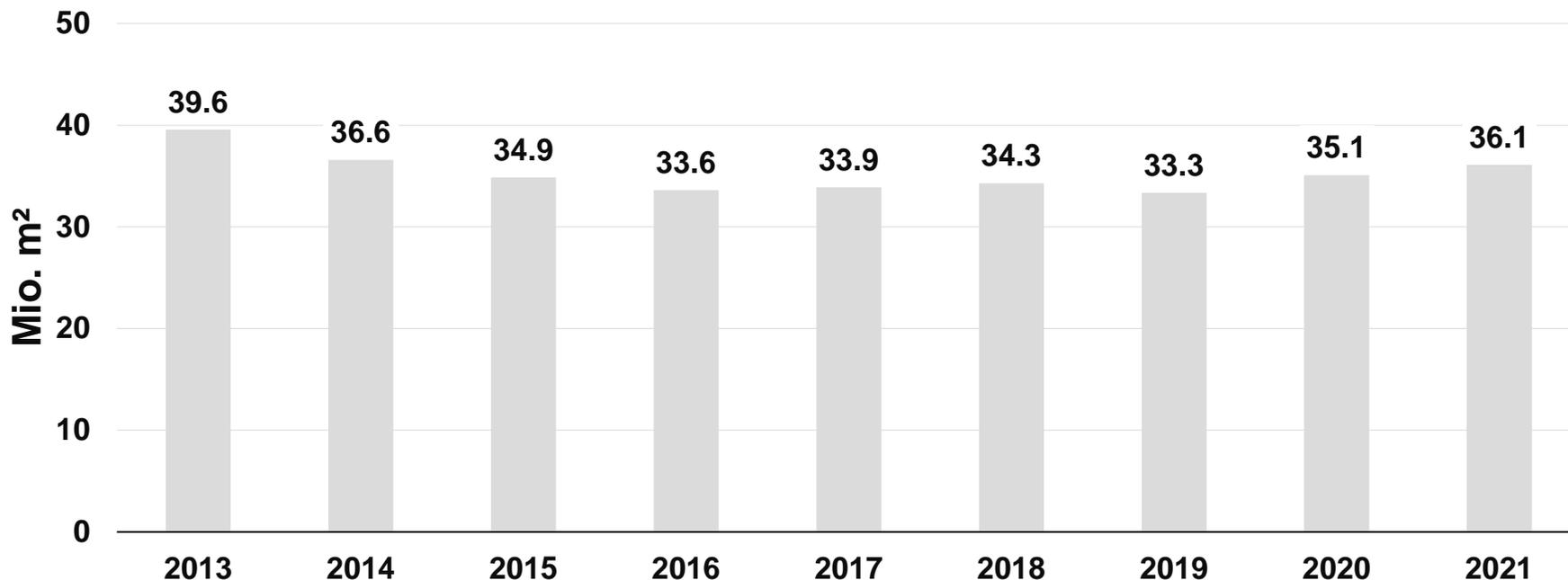
In EUR million



Information in accordance to IFRS.

Development of EWIS market in Germany

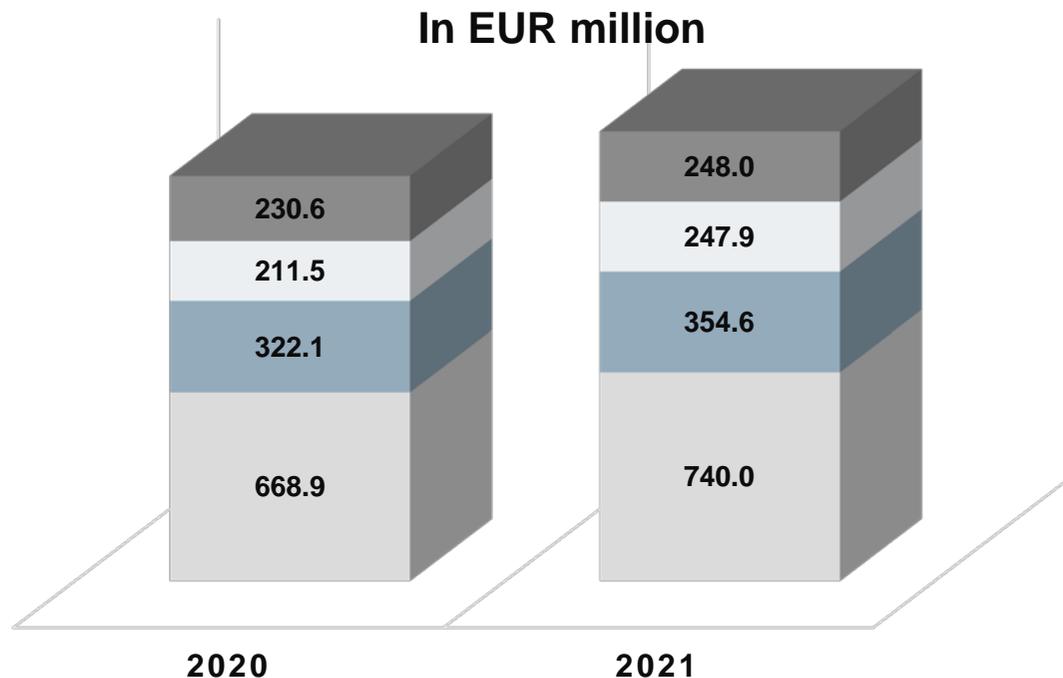
Market volume in 2020 increased to 7-year high



Sto Group turnover

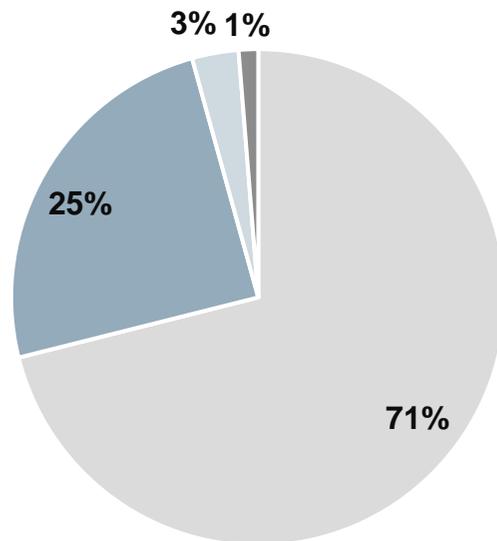
Growth in all product groups

■ Facade systems ■ Facade coatings ■ Interior ■ Other product groups

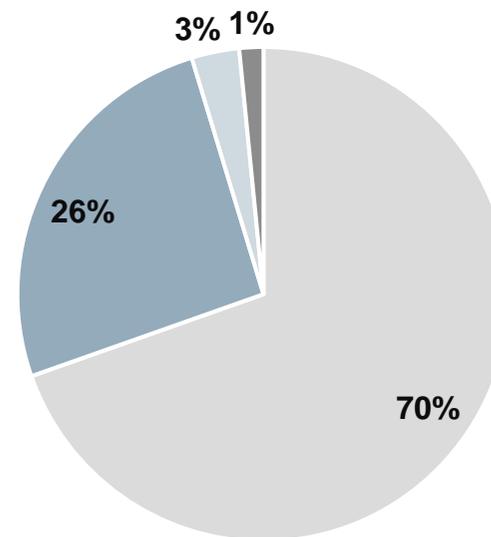


Sto Group shares of insulation board sales*

as at 12/2020



as at 12/2021

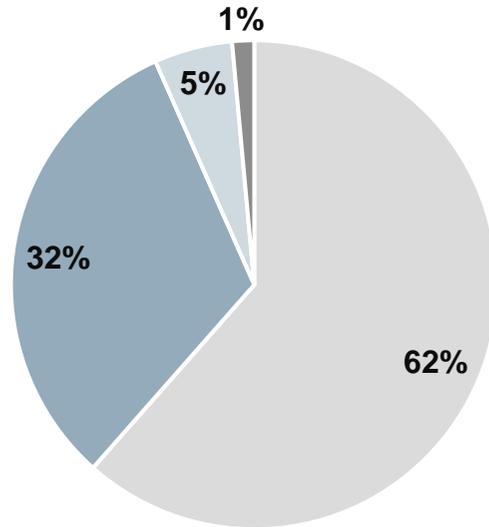


- EPS / XPS
- Mineral wool/glass wool
- Soft wood fibre
- Other insulation

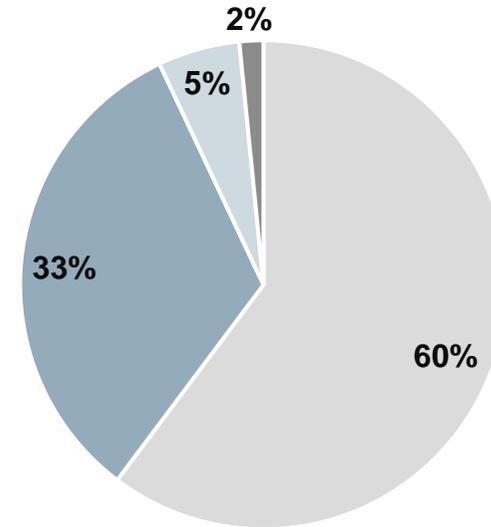
*only associates with ERP SAP, sales basis in m².

Shares of insulation board sales Sto SE & Co. KGaA

as at 12/2020



as at 12/2021



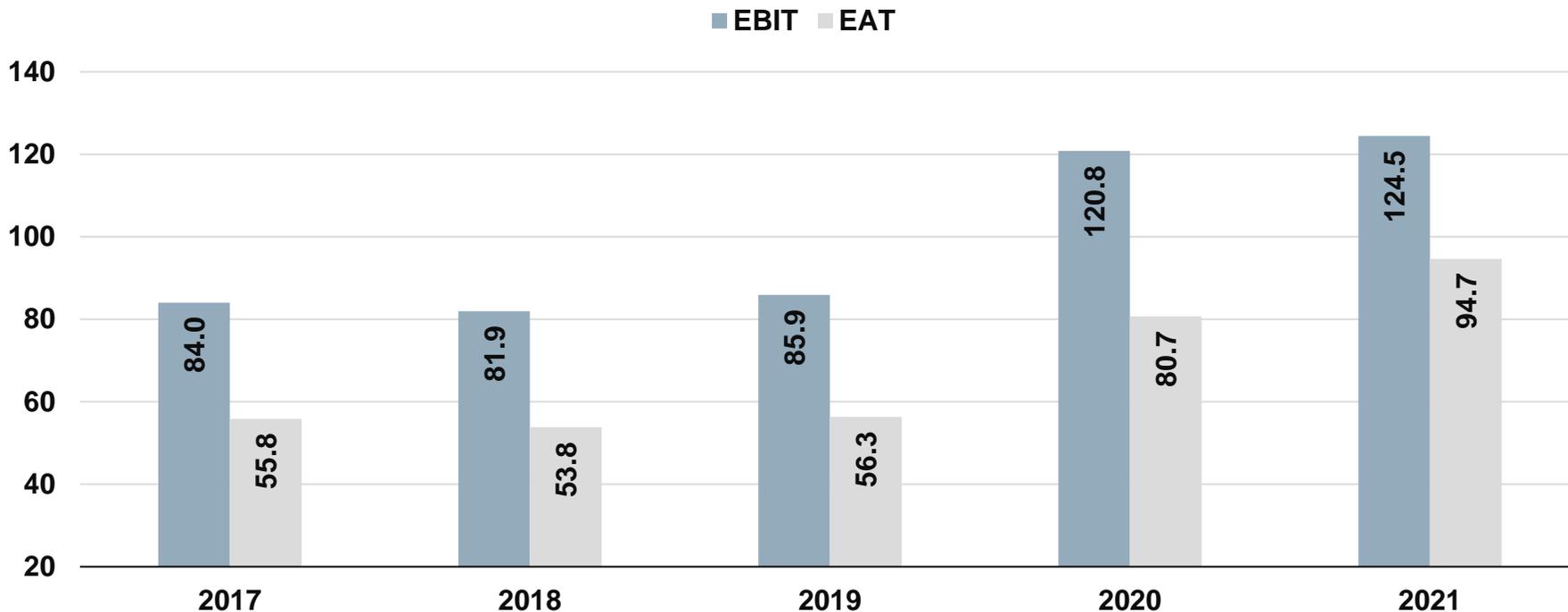
■ EPS / XPS ■ Mineral wool/glass wool ■ Soft wood fibre ■ Other insulation

*Sales basis in m².

EBIT & EAT Sto Group

Significant improvement in comparison to PY, best values to date

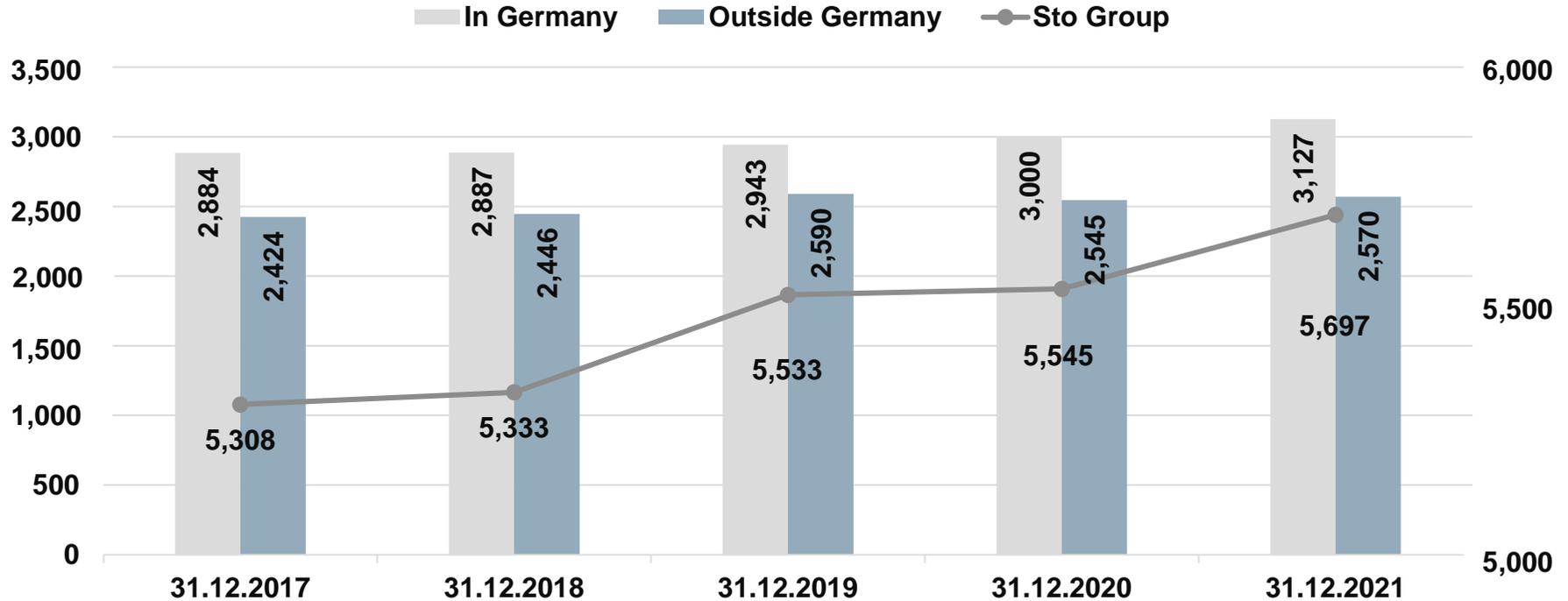
in EUR million



Information in accordance to IFRS.

Sto Group employees

Moderate increase in 2021

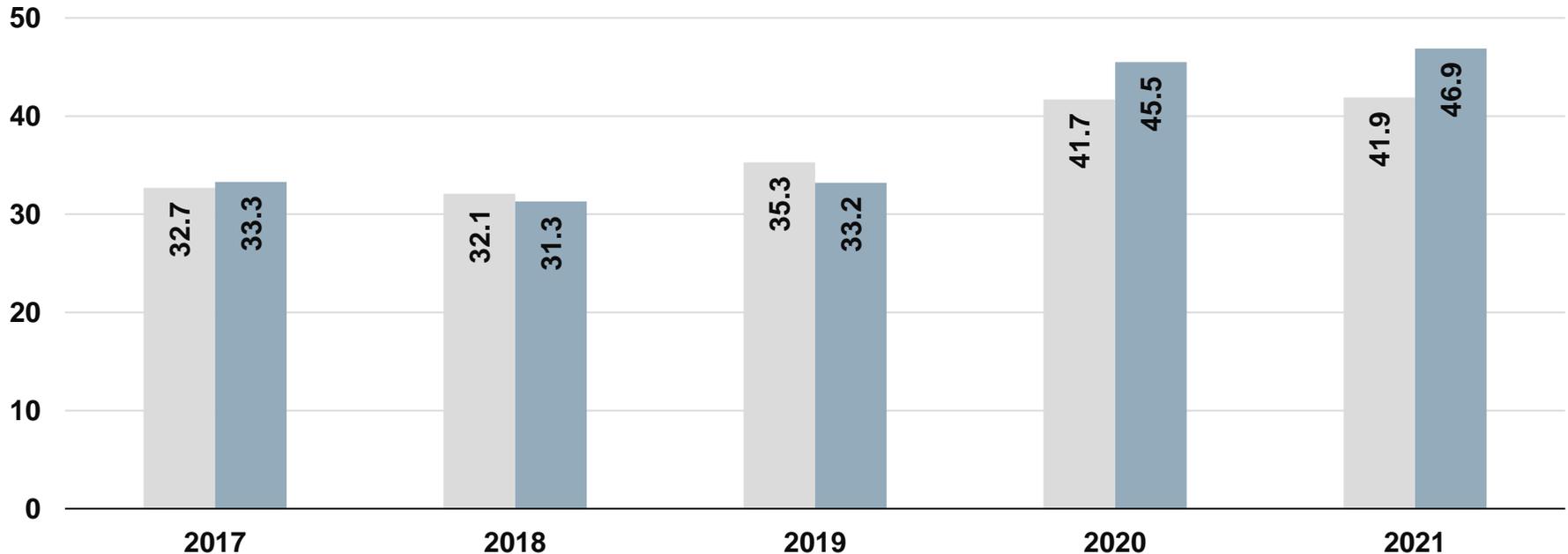


Sto Group investments and depreciation/ amortisation

Continual investments in further growth

in EUR million

■ Investments ■ Depreciation/amortisation

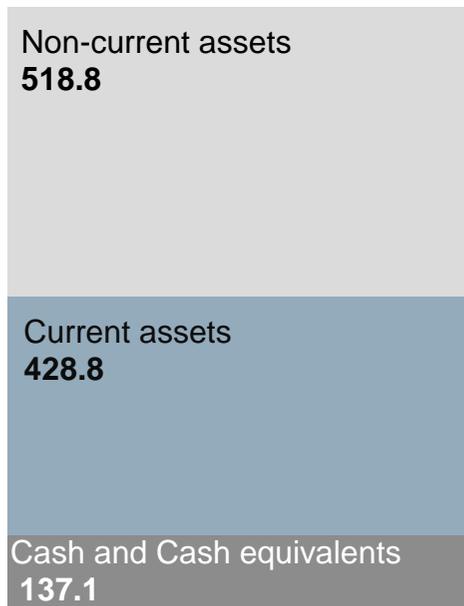


Information in accordance to IFRS; however, without effects from IFRS 16, without investments and depreciation/amortisation of financial assets.

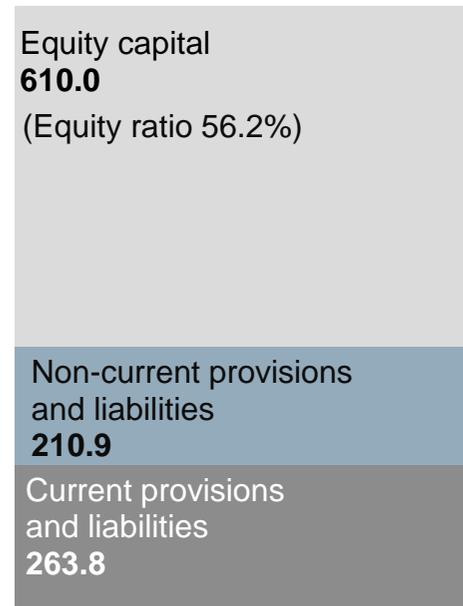
Sto Group balance sheet

Very solid balance sheet structure as at 31/12/2021, strong equity base

in EUR million



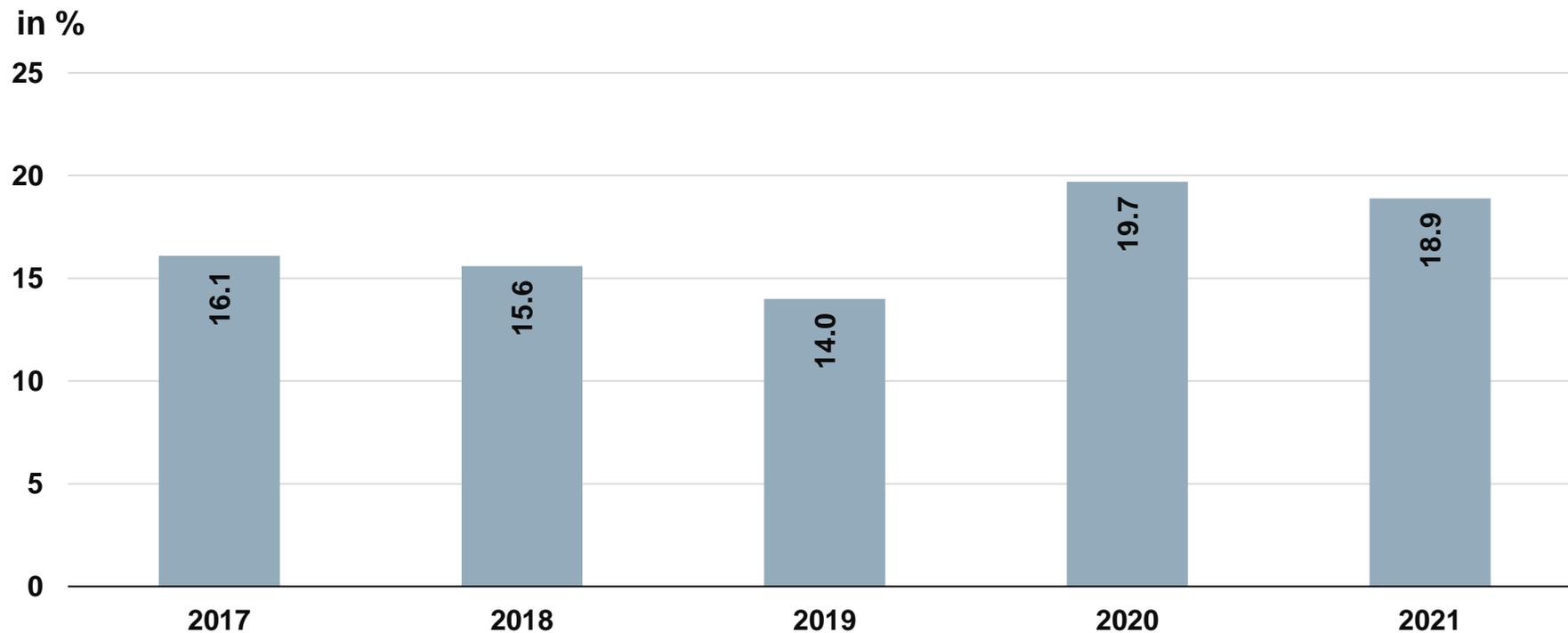
ASSETS



LIABILITIES

ROCE Sto Group

ROCE in 2021 remains at a high level



ROCE 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 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 liabilities

3

Key financial figures / Information about the Sto share

[From page 37](#)

Sto at a glance

[From page 39](#)

Consolidated interim report from the Management Board within the second half of 2022

[From page 40](#)

Interim financial report for the period from 1 January to 30 June 2022

[From page 49](#)

Consolidated interim report from the Management Board within the first half of 2022

[From page 63](#)

2021 Annual report

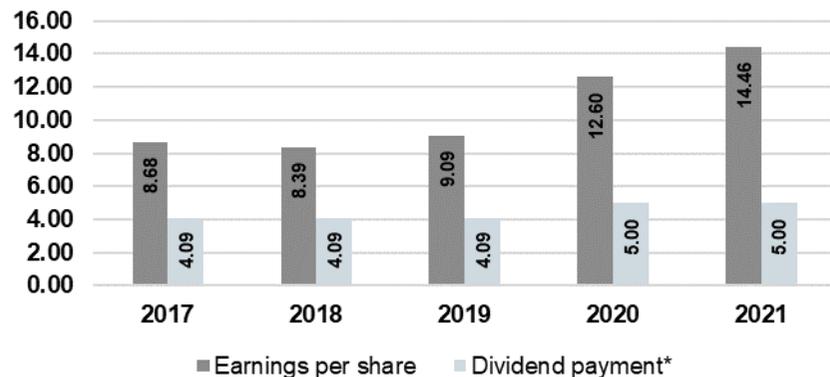
[From page 71](#)

Information about the Sto share

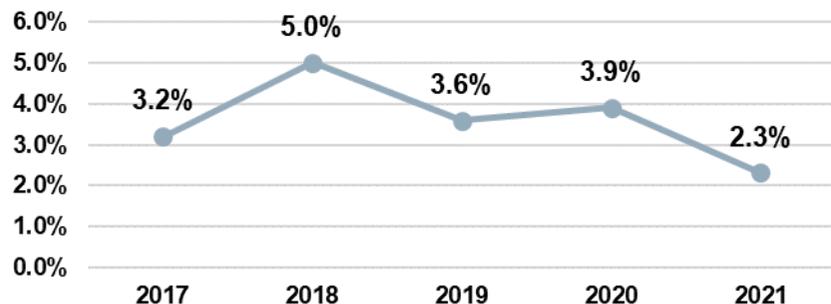
[From page 85](#)

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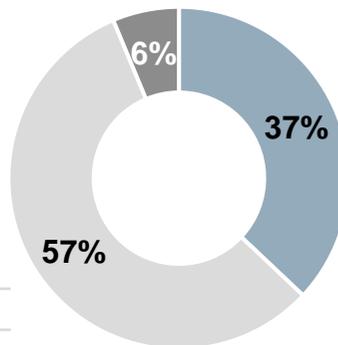
Shareholder structure and dividend information



Dividend yield**



Shareholder structure



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

- Preference shares (tax ownership)
- Ordinary shares Family Stotmeister
- Ordinary shares owned by Sto SE & Co. KGaA

Information based on preference shares; * Dividend + bonus; ** Dividend yields based on the closing price of the corresponding year in each case; 2021: dividend proposal.

Sto share – Share price trend

Overall positive trend compared to the benchmark indices (compared to 30.12.2020)



1

**Business
model**

[From page 3](#)

2

**General
conditions &
strategy**

[From page 19](#)

3

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

[From page 37](#)

4

**Forecast and
outlook**

[From page 88](#)

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 risks and opportunities 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.

Outlook

Outlook for 2022 as a whole

	2022*
Turnover	EUR 1.79 billion
EBIT	EUR 114 - 134 million
EBT	EUR 112 - 132 million
Return on Sales	6.3 - 7.4 %
ROCE	15.9 - 18.7 %

*in each case without factoring in the quantitative influence of the Russia-Ukraine conflict, which cannot be reliably assessed at present

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 2022 fiscal year. The visibility of demand for the remainder of the year remains substantially limited due to the Russia-Ukraine conflict and the coronavirus pandemic. The risks and opportunities for 2022 fiscal year are described in detail in the Interim financial report for the period from 1 January to 30 June 2022.

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.

Contact

Investor Relations

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



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E-mail: s.buehner@sto.com

Thank you for your interest!

Sto SE & Co. KGaA

Date: 18/11/2022

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

