

# Presentation for investors

## Sto SE & Co. KGaA

31/08/2023

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 18](#)

3

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

[From page 36](#)

4

**Forecast and  
outlook**

[From page 82](#)

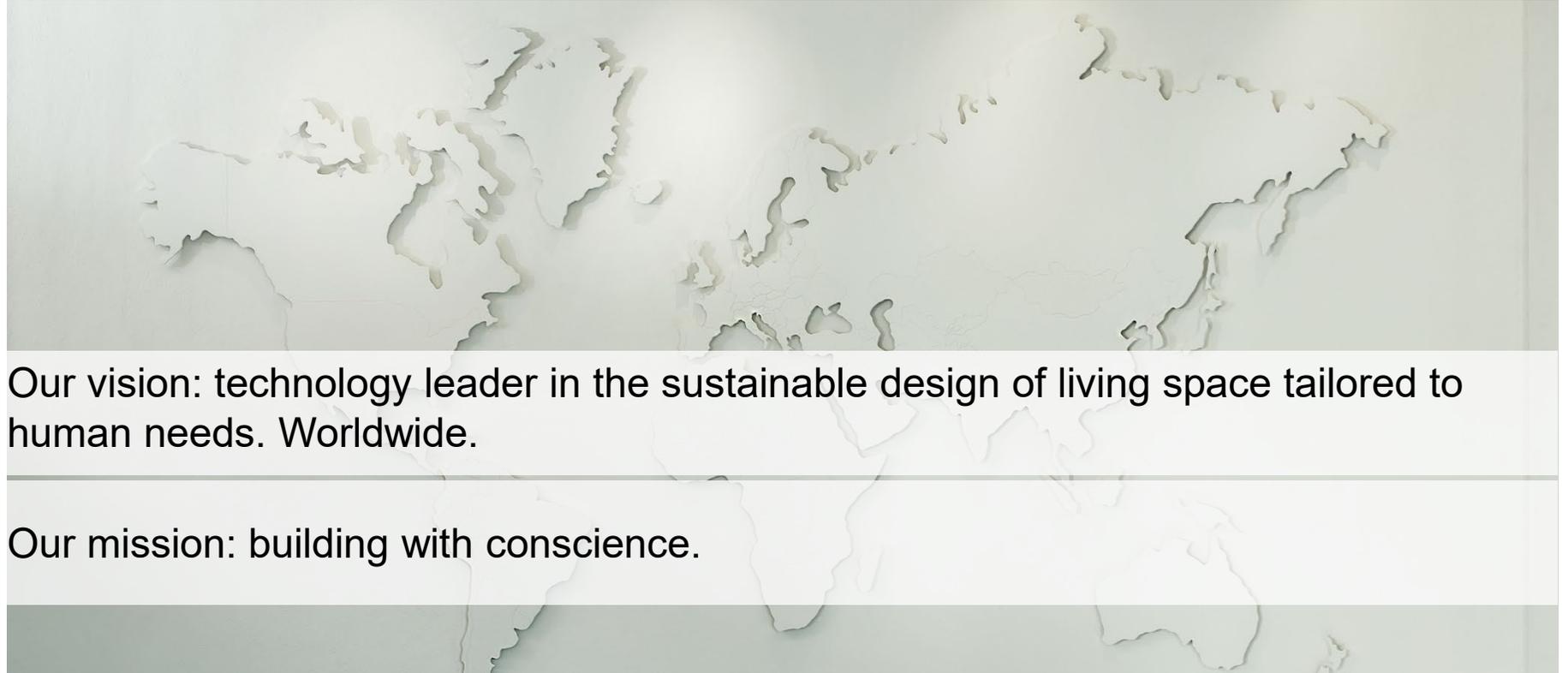
**Disclaimer:**

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.

# From our Guiding Principles



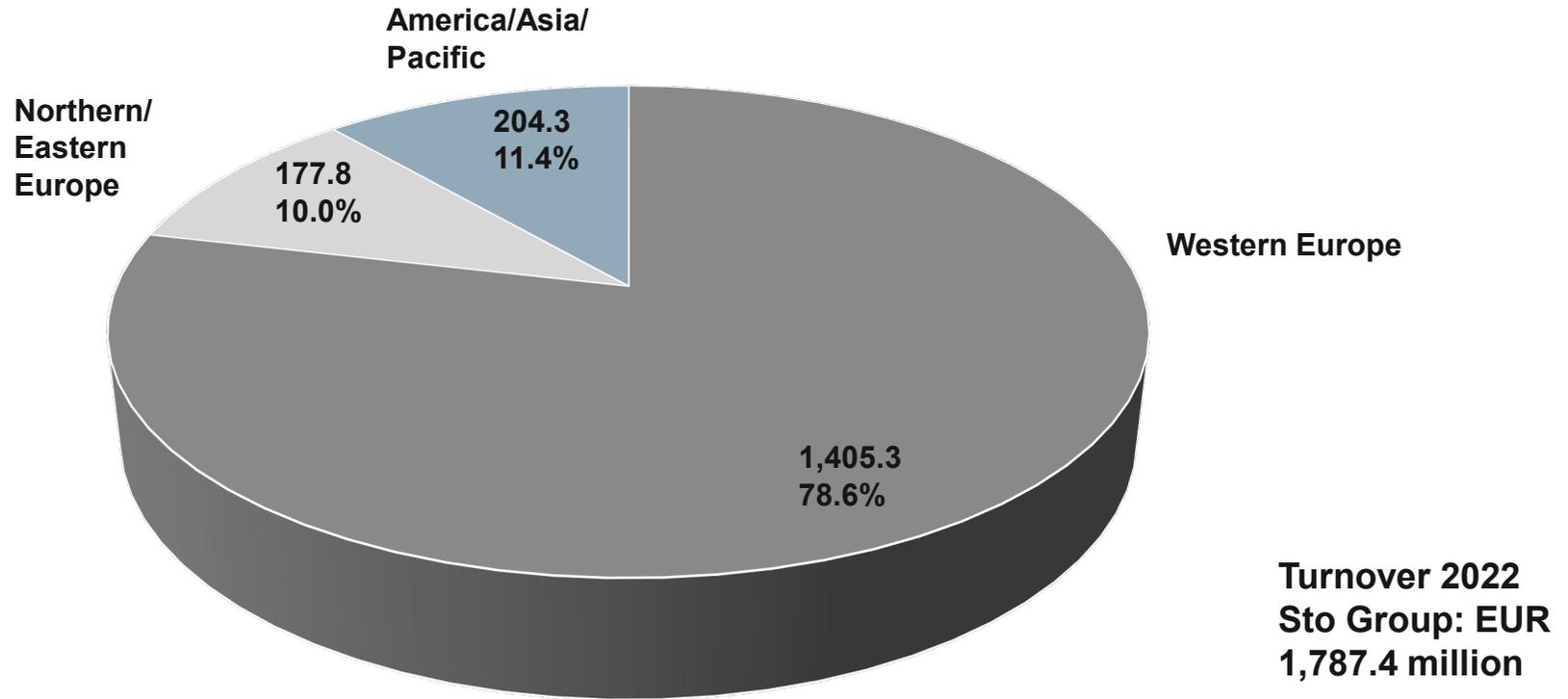
Our vision: technology leader in the sustainable design of living space tailored to human needs. Worldwide.

Our mission: building with conscience.

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

# Sto — segment turnover

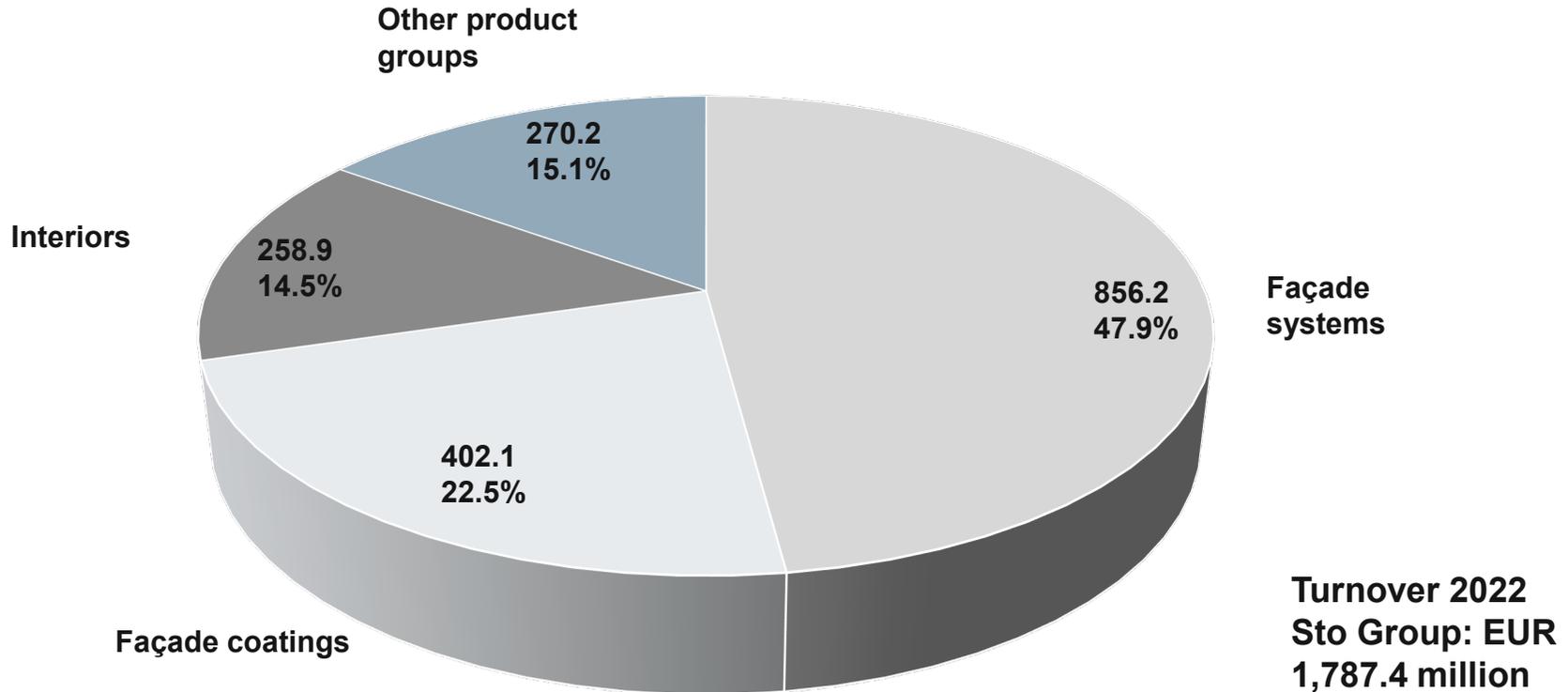
Share of Sto Group consolidated turnover for 2022



Figures in EUR million and %.

# Sto — product groups

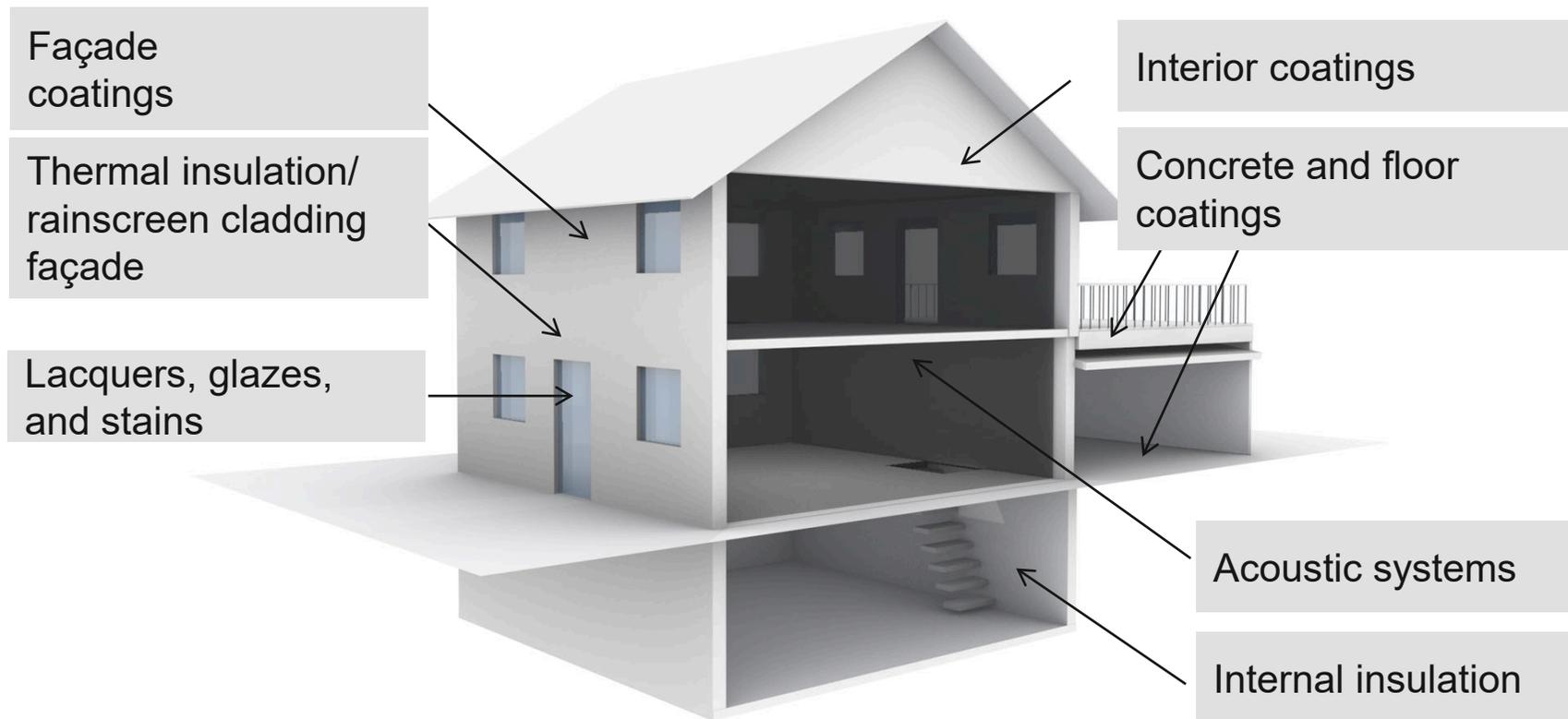
Share of Sto Group consolidated turnover for 2022



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

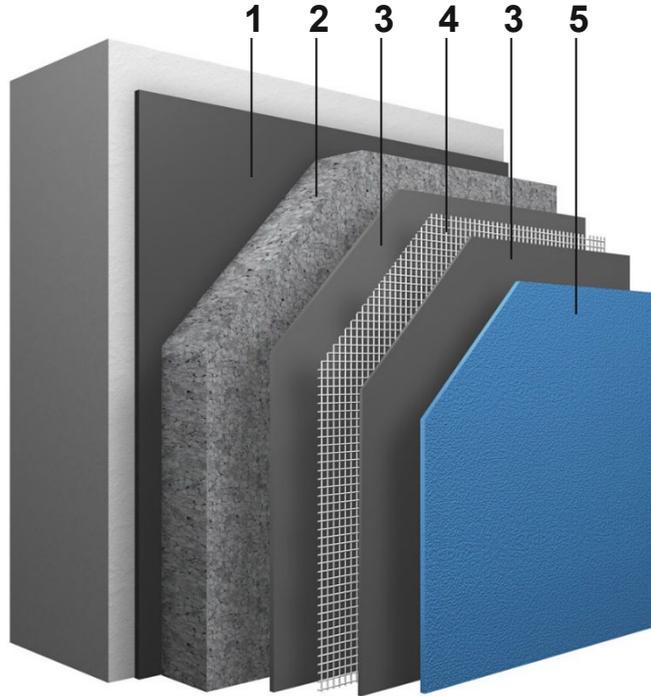
The energy savings from the use of Sto facade insulation systems correspond to around **120 billion litres of heating oil**



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 CO<sub>2</sub> 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

Sto products — reducing particulates and nitrogen oxides

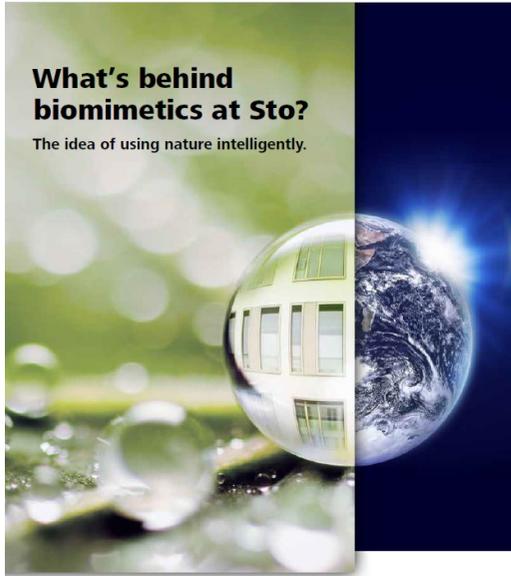
**“Paint combats driving ban”:**  
this was the eye-catching headline  
of the newspaper *Bild* some time  
ago, highlighting the possibility of  
using paint to significantly reduce  
air pollution in city centres.

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?

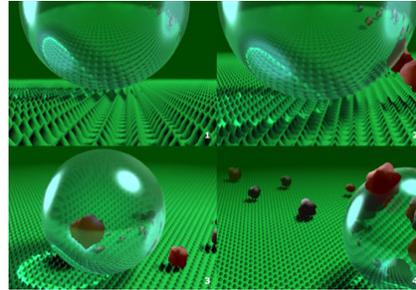
The idea of using nature intelligently.

### Durability thanks to the experience of nature

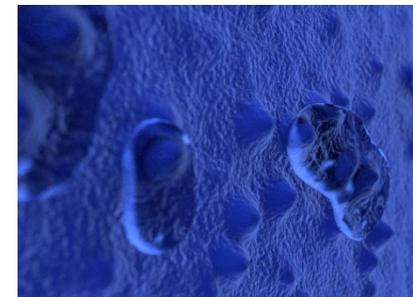
For 20 years, we have been developing products based on the most efficient solutions from nature. Our inspiration: 3430 million years of evolution – constant optimisation through further development. The benefit to you: radiant colour intensity, UV protection, weather protection, surfaces that clean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

## Lotusan: dirt runs off with the rain



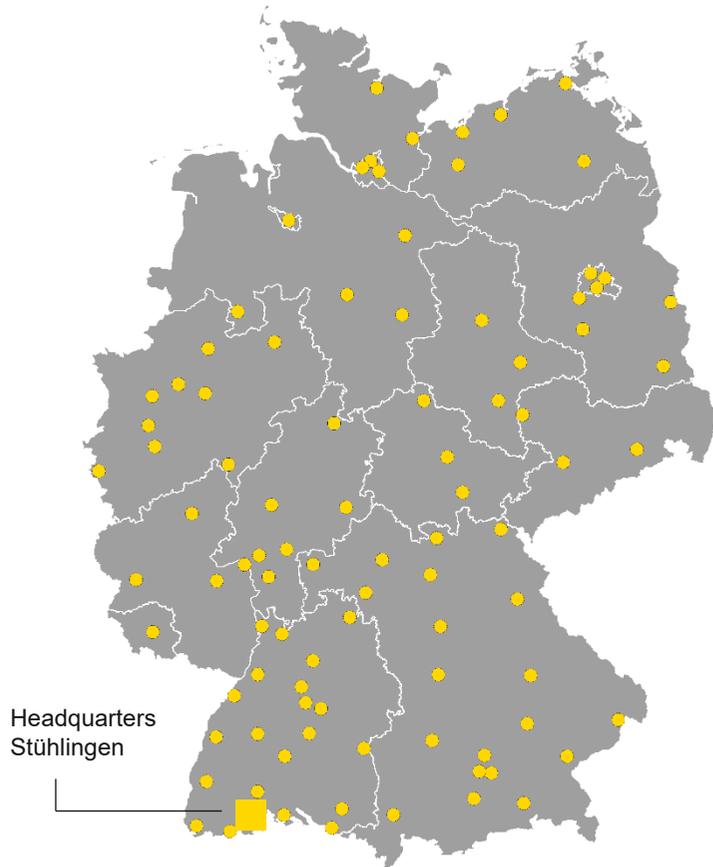
## StoColor Dryonic: nice and dry, come what may



# Core target groups



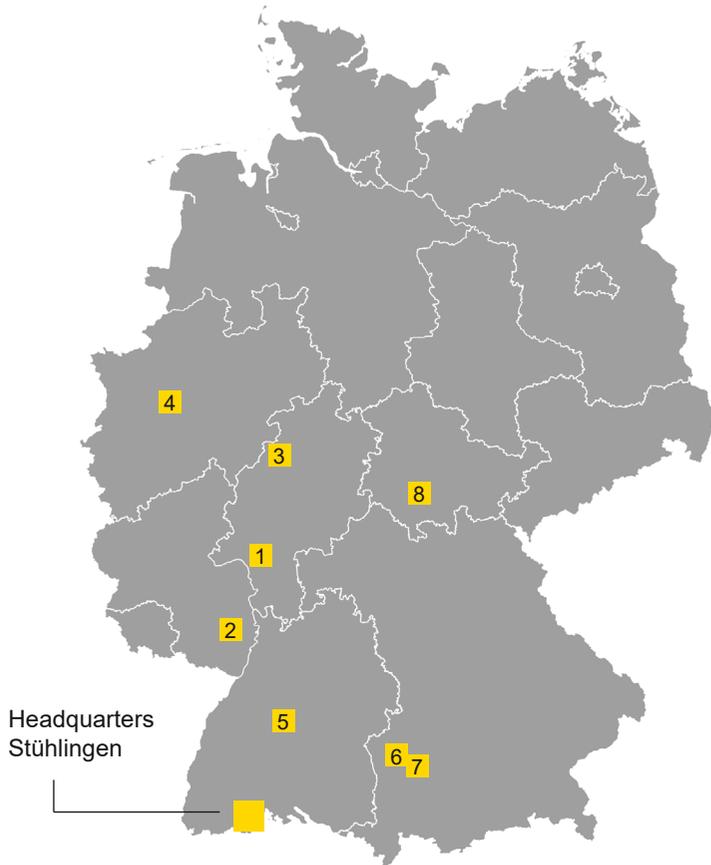
The customers that purchase from the Sto brand are generally tradespeople or specialist companies. The market cultivation activities for the Sto brand focus on these three target groups.



## Distribution Germany status March 2023

91 SalesCentres •  
343 employees in the sales force  
incl. application engineering

As at: 20.04.2023

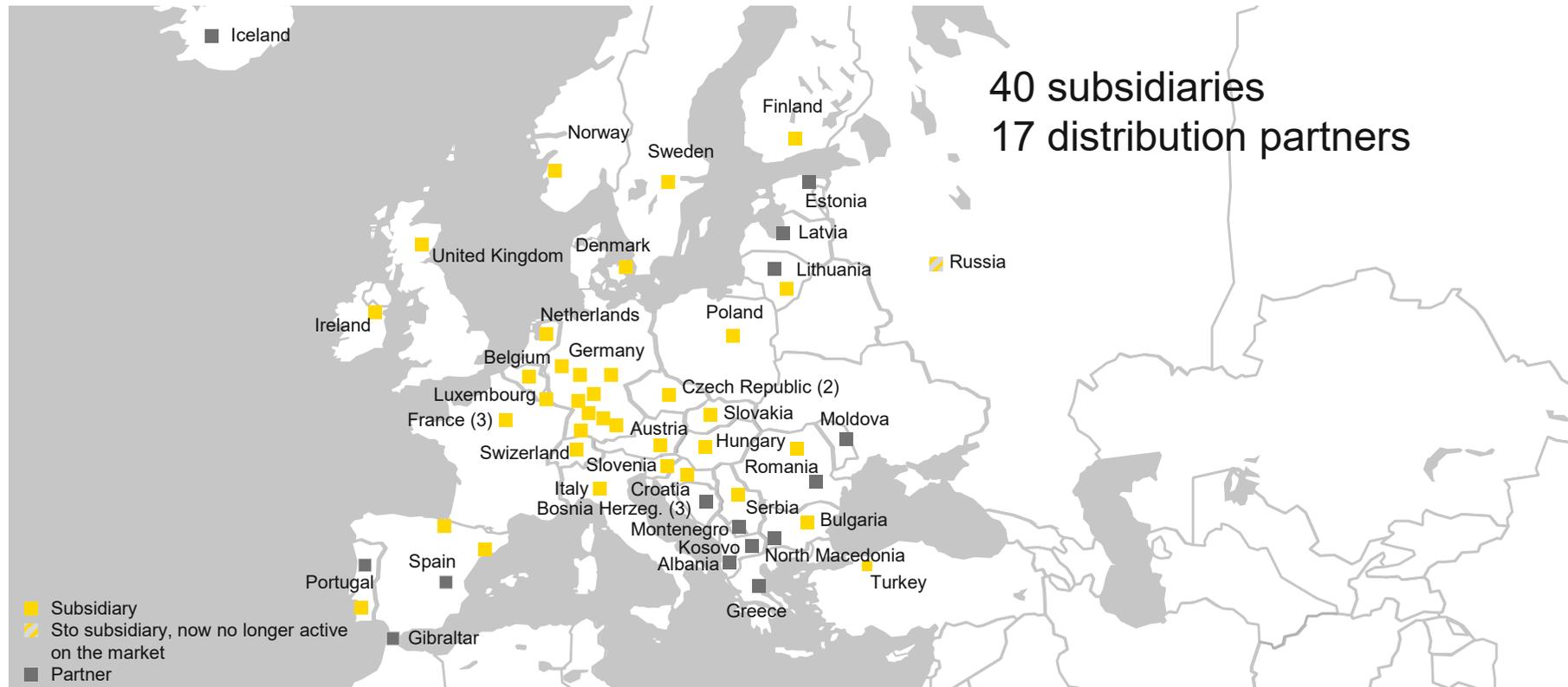


## 10 subsidiaries

- 1 StoCretec GmbH
- 2 SÜDWEST Lacke + Farben GmbH & Co. KG
- 3 STRÖHER Group
  - STRÖHER GmbH
  - STRÖHER Produktions GmbH
  - 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

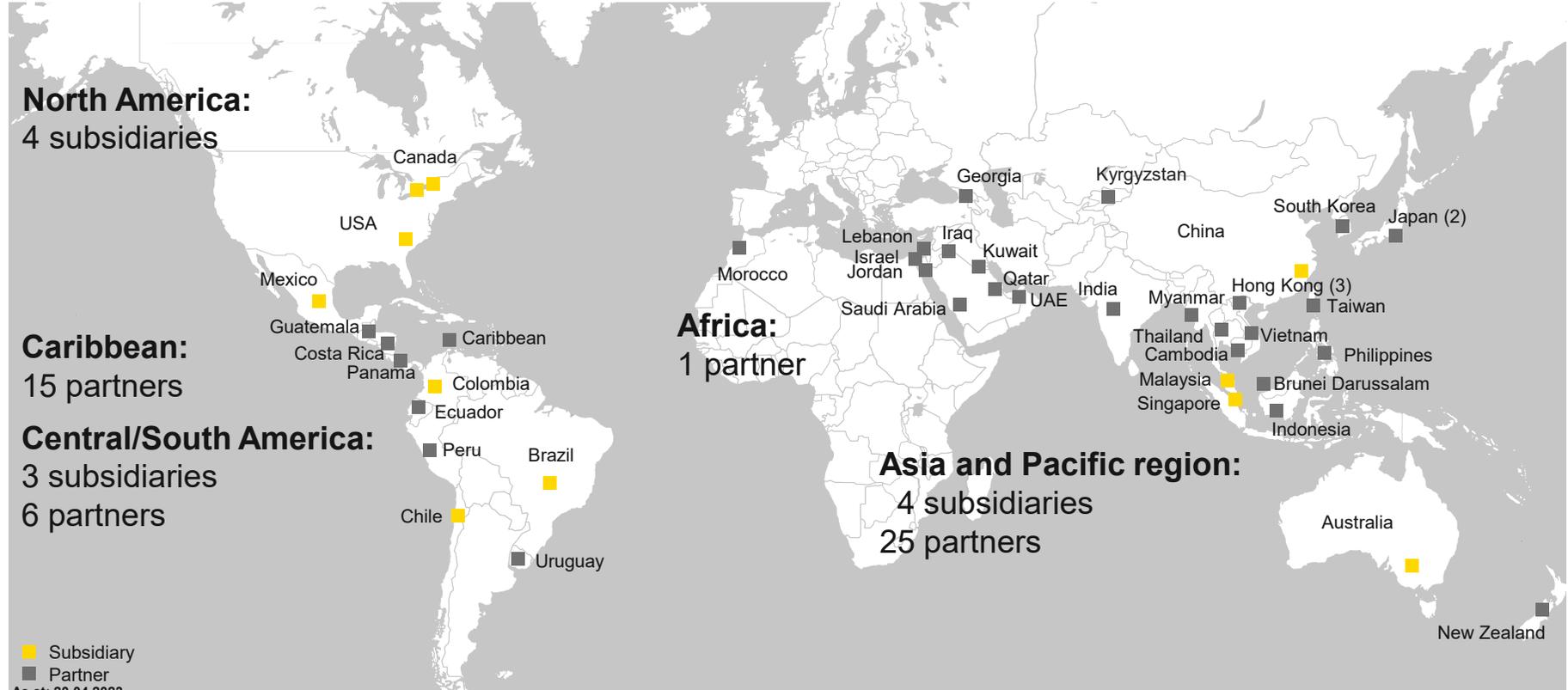
## Europe



As at: 20.04.2023

# Sto – international presence

## America, Africa, Asia/Pacific



## Sto Group

### Company brand



### Mixed brand presence



### Individual/family brand



1

**Business  
model**

[From page 3](#)

2

**General  
conditions &  
strategy**

[From page 18](#)

3

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

[From page 36](#)

4

**Forecast and  
outlook**

[From page 82](#)

**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.

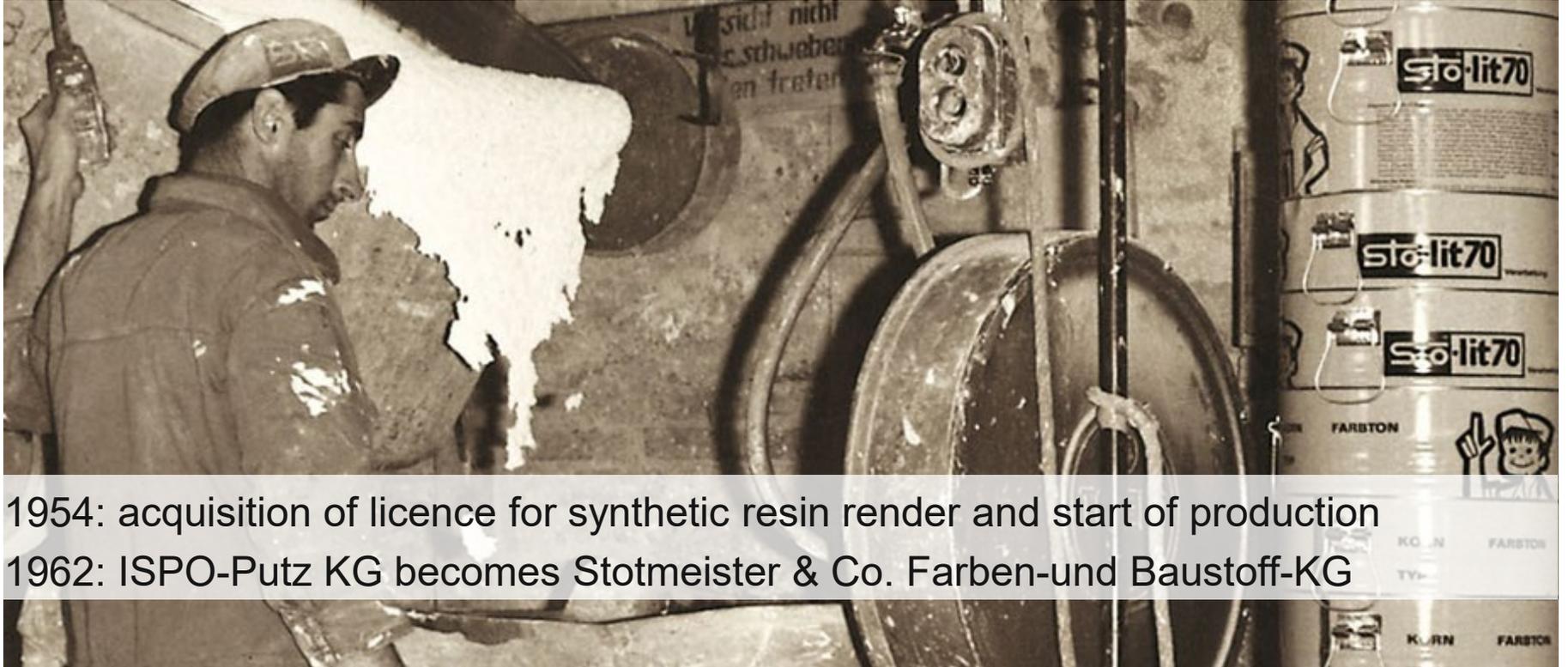
No liability is assumed and no guarantees are made, either expressly or by implication, regarding the up-to-dateness, accuracy, and completeness of the data and information in this presentation.

# 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 <sup>(1)</sup>, Gerd Stotmeister <sup>(2)</sup>, Fritz Stotmeister († 21.04.2022) <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, 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 m<sup>2</sup>** 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 <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

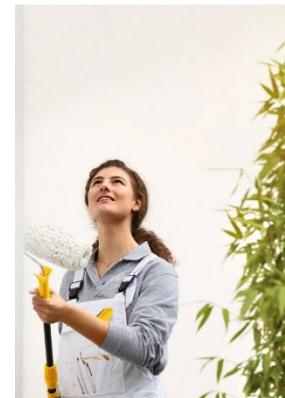
Climate targets set by politicians confirm Sto's path

## 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.**

The Green Deal will give us tailwind - but we also have to do something about it

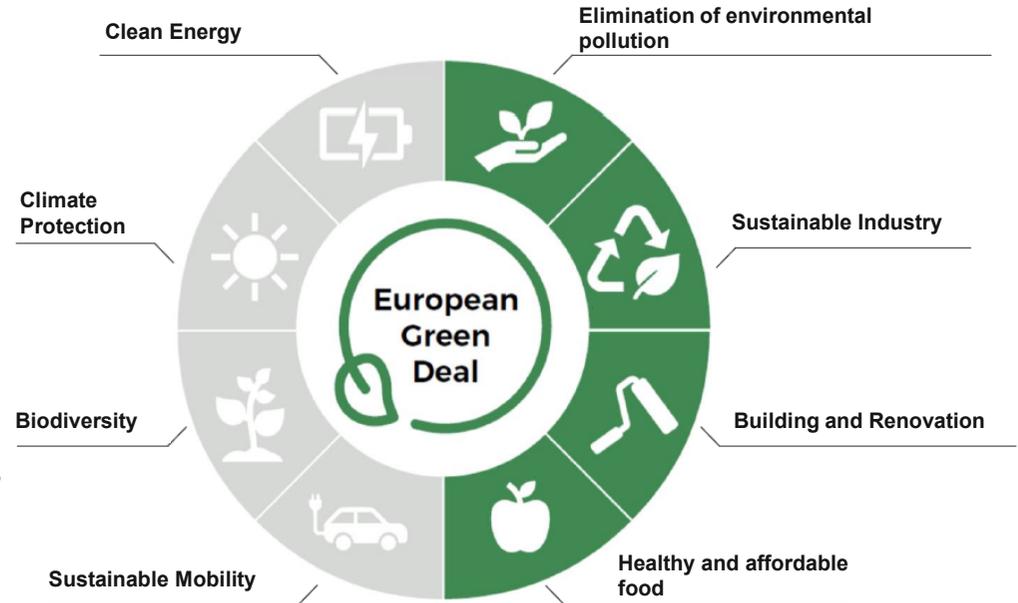
The European Green Deal is a **concept** presented by the European Commission with the **goal** of becoming **climate neutral** in the European Union by 2050.

The Green Deal offers great **opportunities** for Sto:

- Significant increase in the annual renovation rate (renovation wave)
- EU budget with financial resources for Climate Protection
- Additional funding at country level

However, the Green Deal also includes **challenges** for the future:

- EU Chemicals Strategy
- Circular economy
- Bio-based building materials

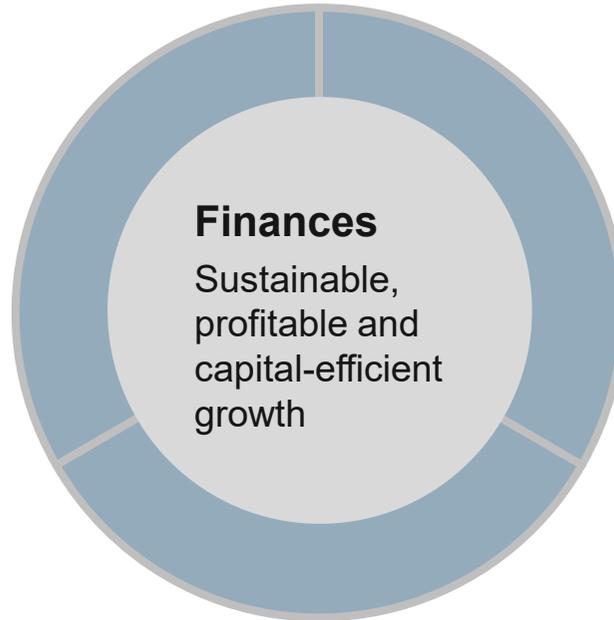


# Strategy 2025

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

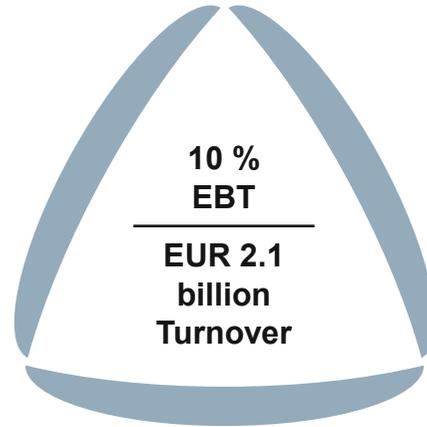
## Dedicated employees

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

## Sustainability gaining importance at a global level

Sto is aware of its responsibility to contribute to the fulfilment of the **17 Sustainable Development Goals (SDGs)** of the United Nations and to respond to key trends: increased customer and stakeholder requirements, demand for “sustainable products”, green building systems, EU Green Deal, national legislation, funding initiatives, etc.



Sentinel-Haus  
wohngesunde Baukonzepte



XERTIFIX  
Naturische über Kinderarbeit



### Our vision

Technology leader in the sustainable design of living space tailored to human needs. Worldwide.

### Our mission: Building with conscience



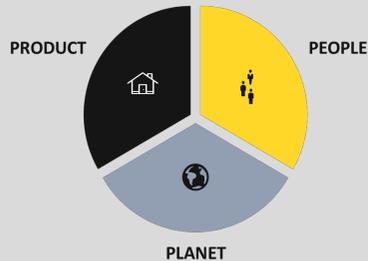
Sustainability

Function

Aesthetic appeal

Service

#### Holistic approach



#### Key areas of focus

Climate protection	Environmental protection	Recycling economy	Health and well-being	Transparency and social responsibility	Employees
					

#### Objectives

## Our core objectives for the Sto Group up to 2025 – relating to our company

Climate protection	Environmental protection	Recycling economy	Health and well-being	Transparency and social responsibility	Employees
					
<p>We are <b>100 %</b> climate-neutral.</p> <p>CO2 balance sheets will be available for <b>all</b> subsidiaries by 2024.</p> <p>Compensation will be reduced by <b>5 %</b> each year after 2025.</p> <p>Investments include a CO2 assessment.</p> <p>Energy management systems (based on ISO 50001) in <b>all</b> countries with production facilities.</p>	<p>We are reducing waste at our own production facilities – by <b>5 %</b> each year.</p> <p>We have environmental management systems <b>at all</b> production sites (certified in accordance with ISO 14001).</p> <p><b>50 %</b> of all suppliers are certified to ISO 14001.</p>	<p>We are encouraging recycling and the avoidance of waste in the company.</p> <p>We are implementing upcoming legislation regarding waste disposal at our sites proactively and ahead of schedule.</p>	<p>We ensure the highest levels of occupational safety and record <b>zero</b> serious injuries at our own production facilities.</p> <p>We are promoting employee health and providing an annual budget and a wide range of measures for this purpose.</p>	<p><b>100 %</b> of suppliers have accepted the supplier code of conduct and have undergone a risk assessment (tier 1 and relevance).</p> <p><b>Zero</b> convictions relating to compliance.</p>	<p><b>Equal</b> pay for equal work.</p> <p>We are increasing spending on employee skills, training, and knowledge transfer <b>by 60 %</b> (compared with 2019).</p> <p><b>20 %</b> of management positions are filled by women.</p> <p>We promote a good work-life balance.</p>

1

**Business  
model**

[From page 3](#)

2

**General  
conditions &  
strategy**

[From page 18](#)

3

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

[From page 36](#)

4

**Forecast and  
outlook**

[From page 82](#)

**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.

## 3

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

[From page 36](#)

#### Sto at a glance

[From page 37](#)

#### Interim financial report for the period from 1 January to 30 June 2023

[From page 40](#)

#### Consolidated interim report from the Management Board within the first half of 2023

[From page 55](#)

#### 2022 Annual report

[From page 64](#)

#### Information about the Sto share

[From page 79](#)

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

Sto Group	2018	2019*	2020	2021	2022	Changes in % 22/21
<b>Turnover</b>	1,332.4	1,398.2	1,433.0	1,590.5	1,787.4	12.4
Germany	596.0	611.3	660.1	692.5	761.8	10.0
Outside of Germany	736.4	786.9	772.9	898.0	1,025.6	14.2
<b>Investments</b> (without: financial assets and IFRS 16)	32.1	35.3	41.7	41.9	47.4	13.1
<b>Depreciation/amortisation</b> (without: financial assets and IFRS 16)	31.3	33.2	45.5	46.9	42.0	-10.4
<b>EBITDA</b>	113.2	138.2	186.5	192.5	194.5	1.0
<b>EBIT</b>	81.9	85.9	120.8	124.5	129.7	4.2
<b>EBT</b>	80.2	83.1	119.0	127.9	128.3	0.3
<b>Return on sales</b> (EBT) (%)	6.0	5.9	8.3	8.0	7.2	
<b>EAT</b>	53.8	56.3	80.7	94.7	89.1	-5.9
Earnings per limited ordinary share (EUR)	8.33	9.03	12.54	14.40	14.00	-2.8
Earnings per limited preference share (EUR)	8.39	9.09	12.60	14.46	14.06	-2.8
<b>Cash flow from operating activities</b>	80.7	117.0	177.2	111.4	95.3	-14.5
per share (EUR)	12.56	18.21	27.58	17.34	14.83	-14.5
<b>ROCE (%)**</b>	15.6	14.0	19.7	18.9	17.3	
<b>Total assets</b>	784.4	896.1	973.8	1,084.7	1,097.7	1.2
<b>Equity</b>	477.5	486.5	531.4	610.0	685.1	12.3
in % of total assets	60.9	54.3	54.6	56.2	62.4	
<b>Employees</b> (year end)	5,333	5,533	5,545	5,697	5,735	0.7
of which in Germany	2,887	2,943	3,000	3,127	3,130	0.1
of which outside of Germany	2,446	2,590	2,545	2,570	2,605	1.4
<b>Sto share</b>						
Dividend per limited ordinary share (EUR)***	0.25/3.78	0.25/3.78	0.25/4.69	0.25/4.69	0.25/4.69	
Dividend per limited preference share (EUR)***	0.31/3.78	0.31/3.78	0.31/4.69	0.31/4.69	0.31/4.69	
Price-to-earnings ratio (31 Dec)	9.8	12.5	10.3	15.3	10.7	
Price-to-book ratio (31 Dec)	1.1	1.5	1.6	2.3	1.4	

(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

\*\*\* 2022: proposal by the personally liable partner STO Management SE and the Supervisory Board.

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

## Group segment reporting as at 31 December 2022

Information on geographic segments by sales markets	Western Europe		Northern/Eastern Europe		America/Asia/Pacific		Reconciliation/consolidation booking entries		Group	
	2022	2021	2022	2021	2022	2021	2022	2021	2022	2021
in EUR K										
External revenues	1,405,267	1,246,458	177,833	155,891	204,286	188,180	0	0	1,787,386	1,590,529
Inter-segment revenues	56,525	45,748	2,634	2,082	1	51	-59,160	-47,882	0	0
<b>Segment turnover</b>	<b>1,461,792</b>	<b>1,292,206</b>	<b>180,467</b>	<b>157,973</b>	<b>204,287</b>	<b>188,232</b>	<b>-59,160</b>	<b>-47,882</b>	<b>1,787,386</b>	<b>1,590,529</b>
EBITDA	163,221	156,658	20,937	22,220	10,559	14,514	-208	-857	194,509	192,535
Depreciation/amortisation	49,346	53,939	7,919	7,761	7,564	6,366	0	0	64,829	68,067
<b>EBIT</b>	<b>113,875</b>	<b>102,719</b>	<b>13,018</b>	<b>14,459</b>	<b>2,995</b>	<b>8,148</b>	<b>-208</b>	<b>-857</b>	<b>129,680</b>	<b>124,468</b>
Interest income	1,950	1,059	392	89	747	316	-1,453	-815	1,636	648
Interest expenses	3,939	2,739	557	222	372	274	-1,453	-815	3,414	2,420
<b>EBT</b>	<b>111,886</b>	<b>101,039</b>	<b>12,853</b>	<b>14,326</b>	<b>3,370</b>	<b>8,189</b>	<b>190</b>	<b>4,382</b>	<b>128,299</b>	<b>127,936</b>
<b>Segment assets</b>	<b>833,994</b>	<b>807,462</b>	<b>110,090</b>	<b>114,601</b>	<b>130,260</b>	<b>129,033</b>	<b>23,362</b>	<b>33,610</b>	<b>1,097,706</b>	<b>1,084,706</b>
<b>Investments</b>	<b>39,676</b>	<b>35,081</b>	<b>1,851</b>	<b>2,481</b>	<b>5,892</b>	<b>4,370</b>	<b>0</b>	<b>0</b>	<b>47,419</b>	<b>41,930</b>
<b>Employees as at the reference date</b>	<b>4,394</b>	<b>4,360</b>	<b>617</b>	<b>623</b>	<b>724</b>	<b>714</b>	<b>0</b>	<b>0</b>	<b>5,735</b>	<b>5,697</b>

## 3

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

[From page 36](#)

#### Sto at a glance

[From page 37](#)

#### Interim financial report for the period from 1 January to 30 June 2023

[From page 40](#)

#### Consolidated interim report from the Management Board within the first half of 2023

[From page 55](#)

#### 2022 Annual report

[From page 64](#)

#### Information about the Sto share

[From page 79](#)

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

# Sto Group financial figures 1. HY 2023

## Summary (1/2)



**856.3**

EUR million Turnover

-3.6% vs. PY



**14.1**

EUR million Investments\*

-2.0% vs. PY



**5,801**

Employees

+0.1% vs. PY



**57.9**

EUR million EBT

-7.9% vs. PY

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

# Sto Group financial figures 1. HY 2023

## Summary (2/2)

- ✓ Consolidated turnover down by 3.6 % to EUR 856.3 million in the first half of 2023, mainly due to the weather conditions
- ✓ Decline in turnover of 4.4 % in Germany and 3.0 % outside of Germany
- ✓ Gross profit margin improves to 52.8 % as compared to previous year (50.2 %)
- ✓ Consolidated EBIT down by 9.1 % to EUR 58.2 million and consolidated EBT down by 7.9 % to EUR 57.9 million
- ✓ EBT return on sales falls from 7.1 % to 6.8 %
- ✓ Group workforce expands slightly to 5,801 employees

# Sto Group 1. HY 2023 - Overview

Overview of the Group	01 Jan 2023 – 30 June 2023	01 Jan 2022 – 30 June 2022	Changes in %
<b>Turnover</b>	856.3	888.4	-3.6
Germany	356.9	373.4	-4.4
Outside of Germany	499.4	515.0	-3.0
<b>Turnover by segment</b>			
Western Europe	674.0	704.4	-4.3
Northern/Eastern Europe	82.1	86.1	-4.6
America/Asia/Pacific	100.2	97.9	2.3
<b>Investments</b> (without: financial assets and IFRS 16)	14.1	14.4	-2.0
<b>EBITDA</b>	88.7	94.0	-5.6
<b>EBIT</b>	58.2	64.0	-9.1
<b>EBT</b>	57.9	62.9	-7.9
<b>Return on sales (EBT) (%)</b>	6.8	7.1	
<b>ROCE (%)*</b>	7.2	8.7	
<b>Cash flow from operating activities</b>	33.1	-22.2	249.1
<b>Employees</b>	5,801	5,796	0.1
Germany	3,125	3,116	0.3
Outside of Germany	2,676	2,680	-0.1

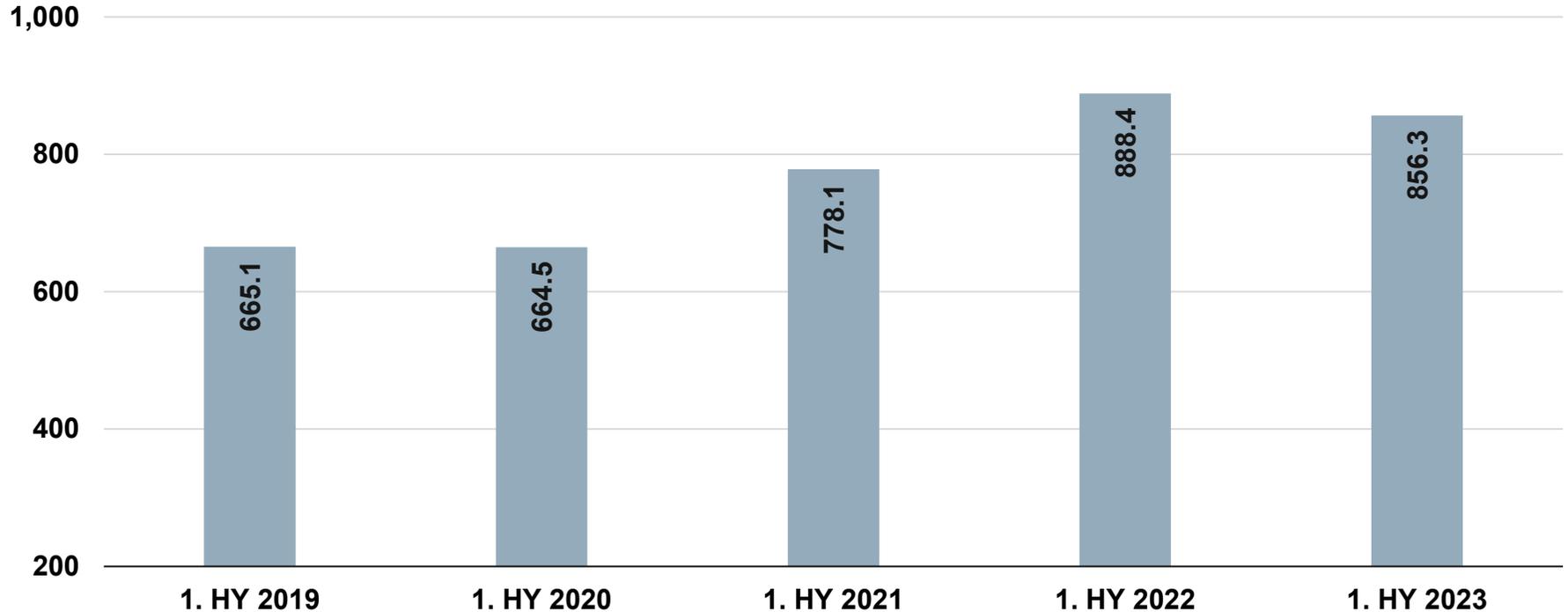
(Figures in EUR million unless otherwise indicated)

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

# Sto Group turnover

1. HY 2023: Mainly negatively influenced by weather conditions

in EUR million

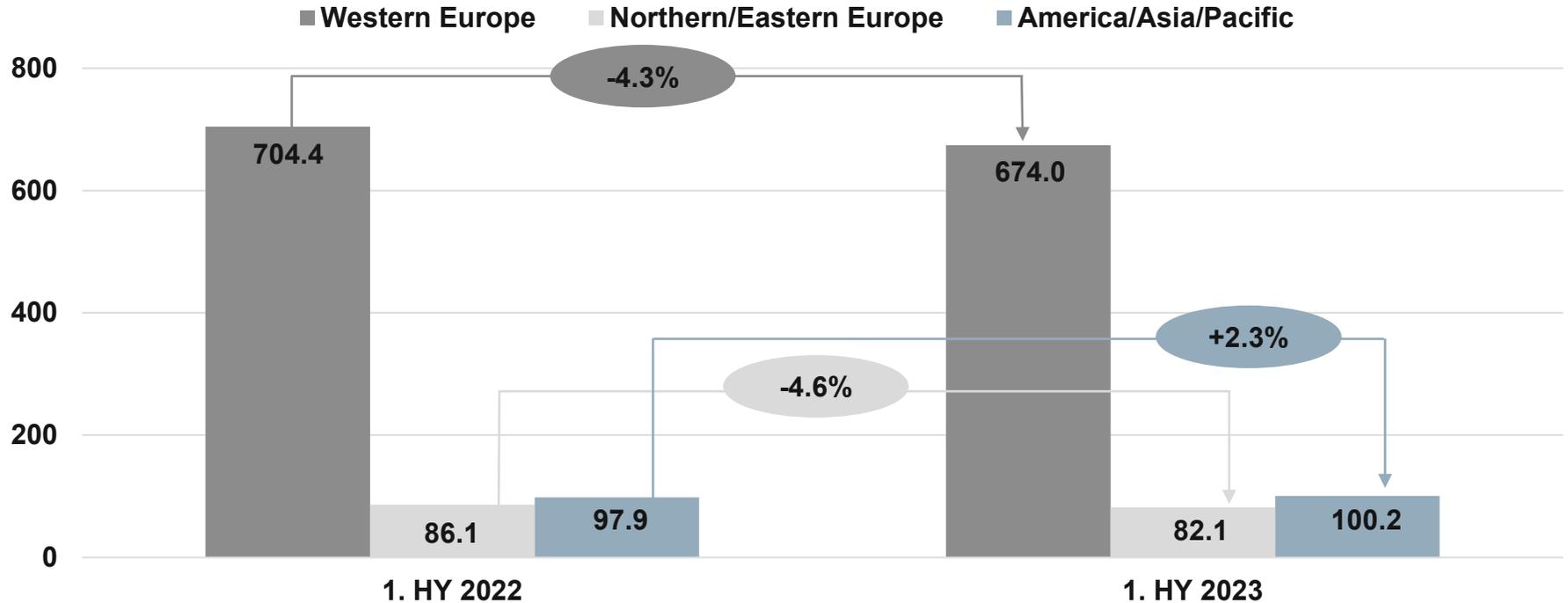


Information acc. to IFRS.

# Sto Group turnover

## 1. HY 2023: Group segment reporting

in EUR million



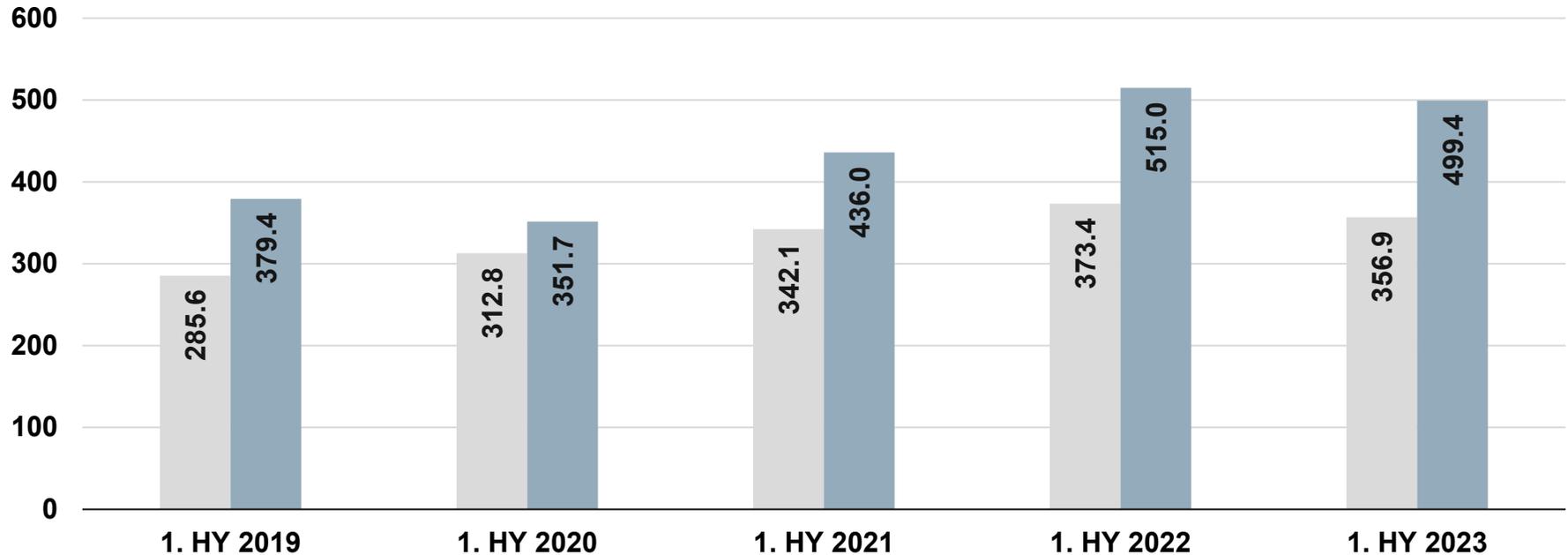
Information acc. to IFRS.

# Sto Group turnover

## 1. HY 2023: Turnover in Germany and outside Germany

in Mio. €

■ In Germany ■ Outside Germany

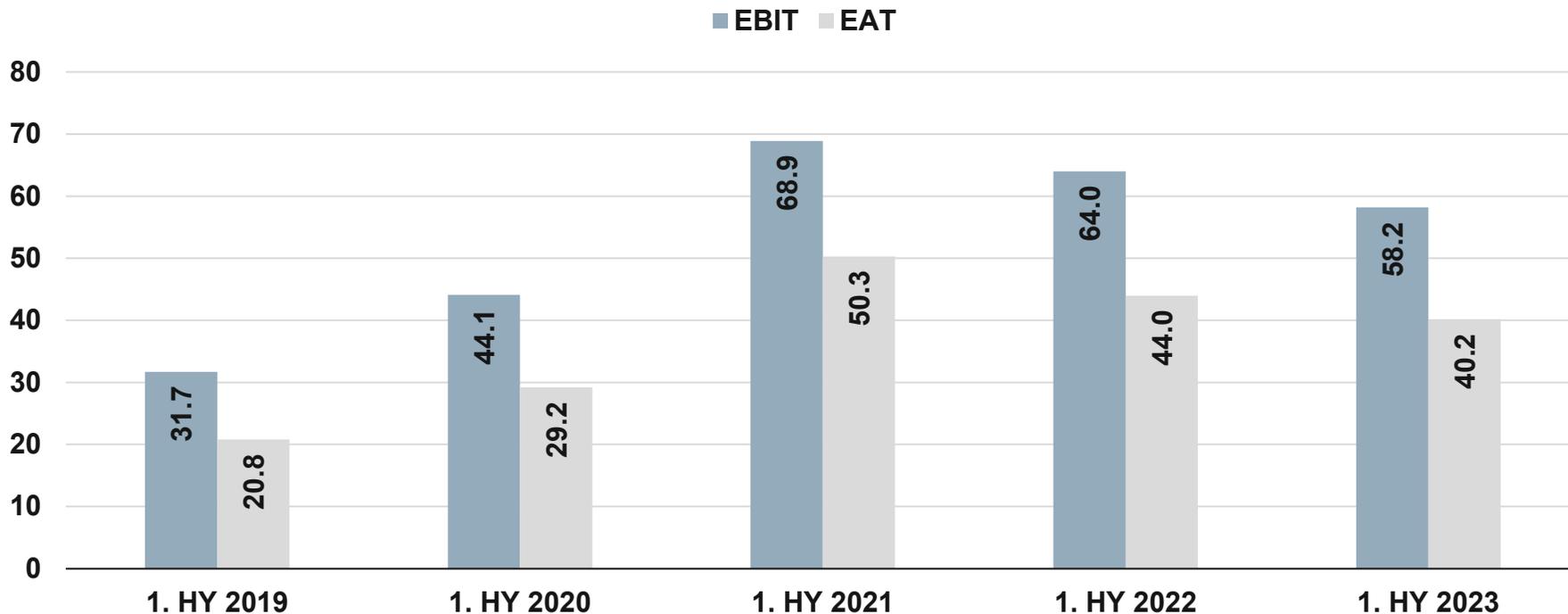


Information acc. to IFRS.

# Sto Group EBIT & EAT

## 1. HY 2023: EBIT and EAT

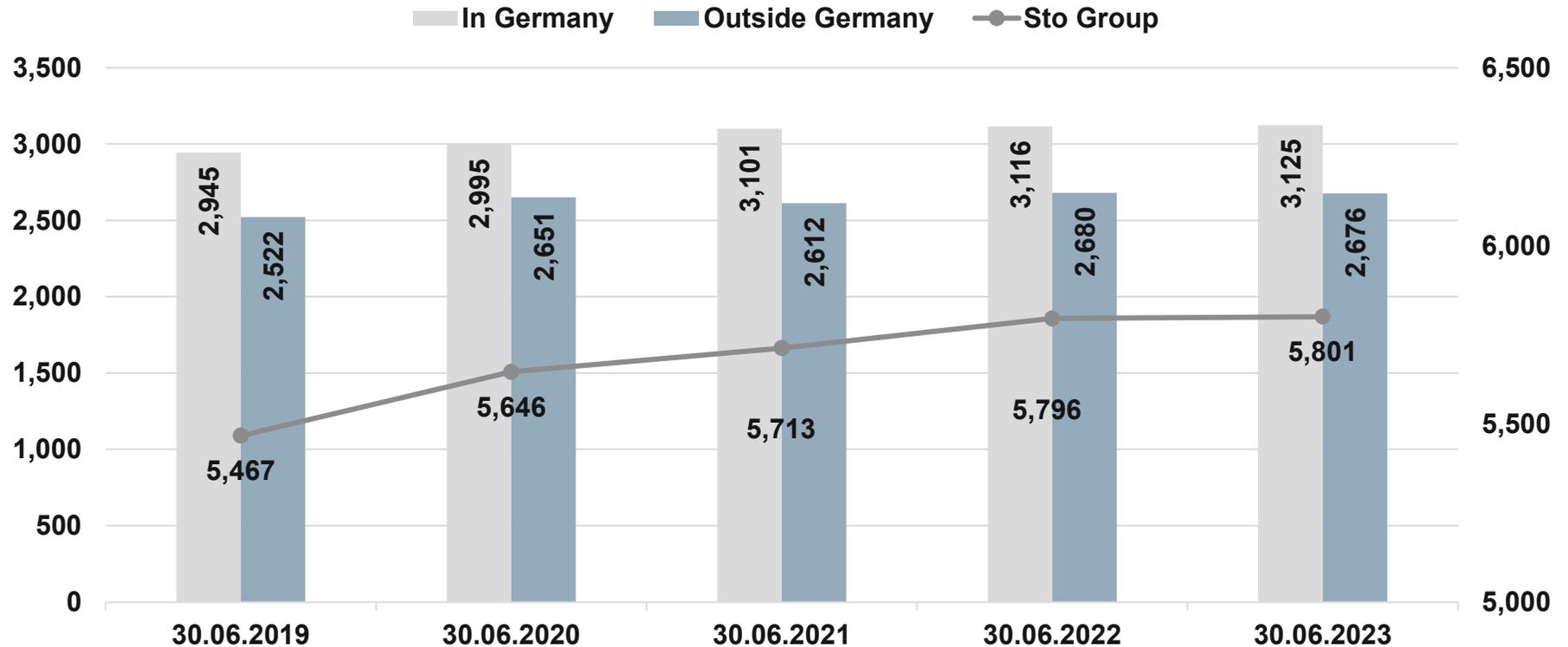
in EUR million



Information acc. to IFRS.

# Sto Group employees

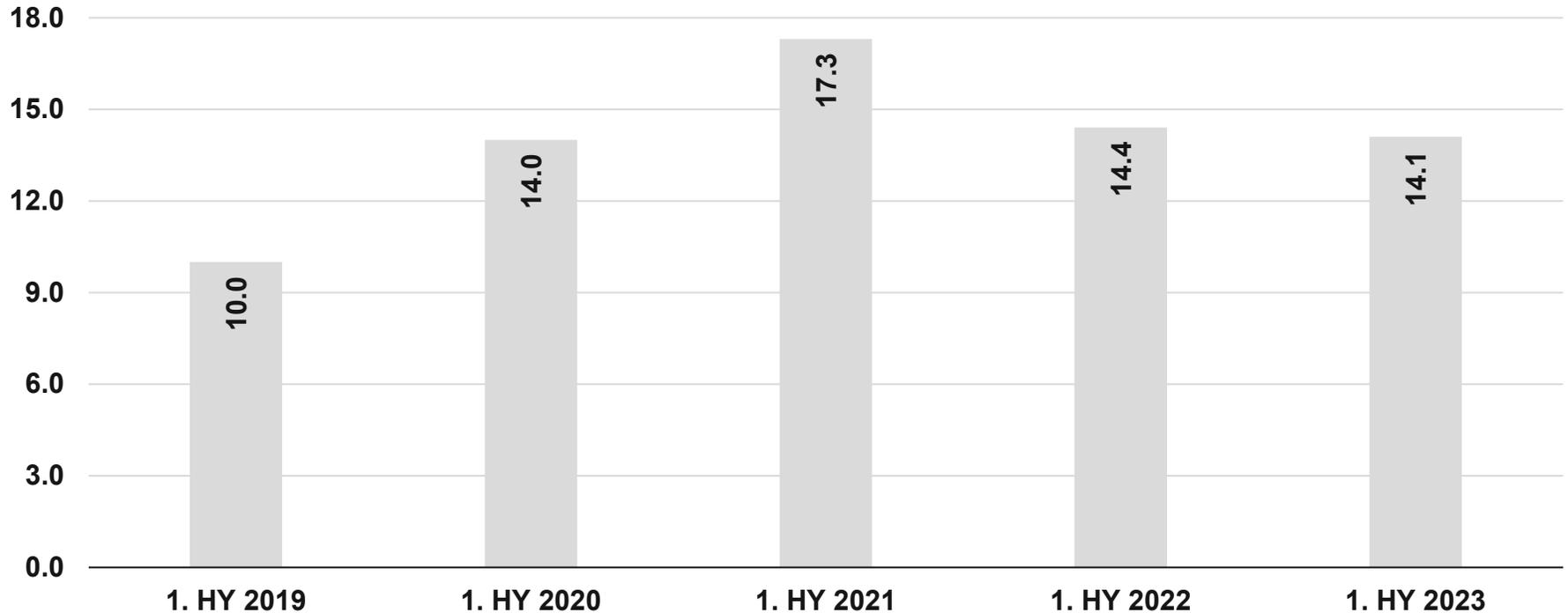
## 1. HY 2023: Marginal build-up of the Group workforce



# Sto Group investments

1. HY 2023: Investment volume still slightly below previous year

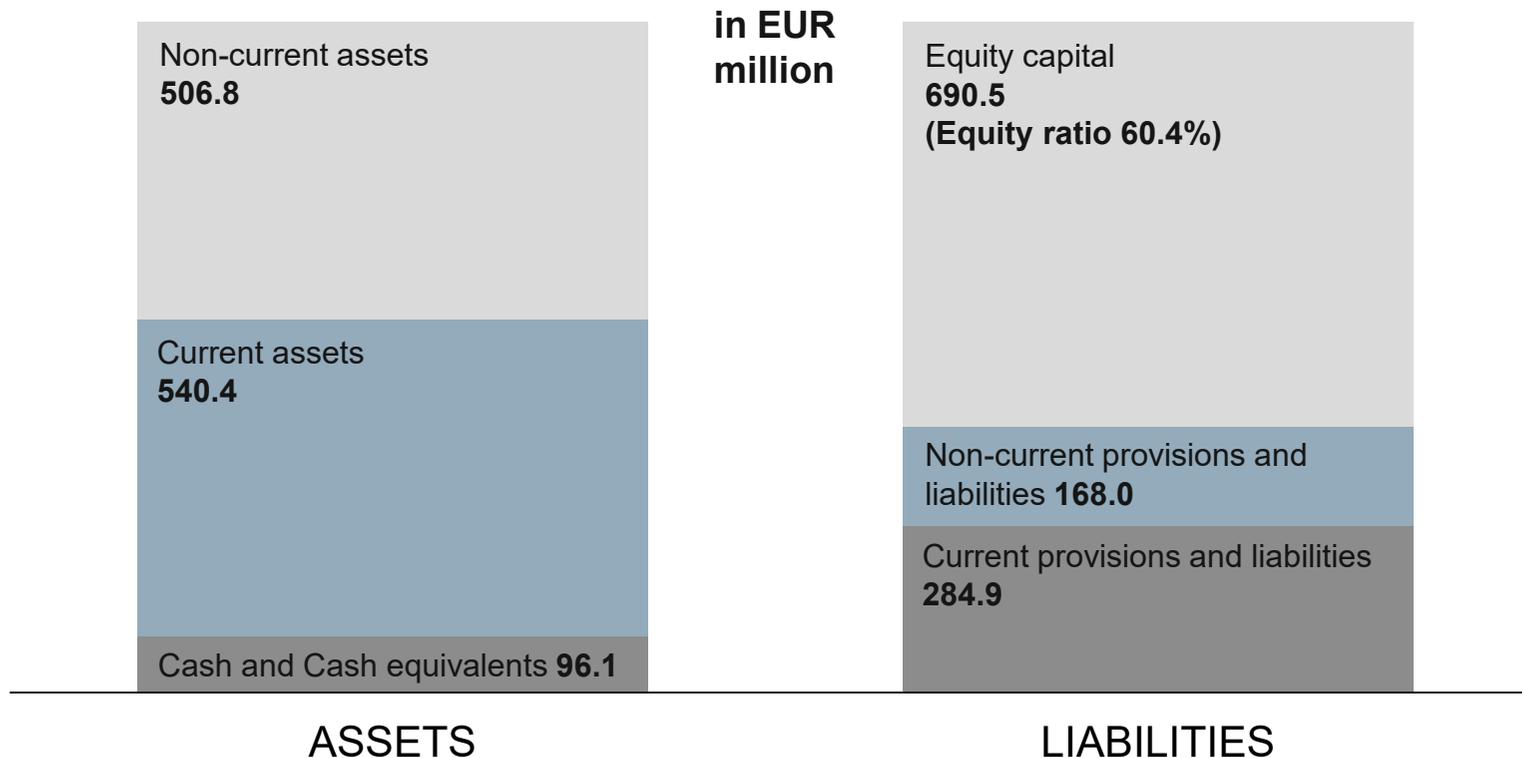
in EUR million



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 30/06/2023, strong equity base



# Sto Group 1. HY 2023 – P&L

in EUR million	1. HY 2023	1. HY 2022	Difference (in EUR million / %)	
<b>Revenue</b>	<b>856.3</b>	<b>888.4</b>	<b>-32.1</b>	<b>-3.6</b>
<b>Total revenues</b>	<b>854.9</b>	<b>896.8</b>	<b>-41.9</b>	<b>-4.7</b>
Other operating income	11.9	12.1	-0.2	-1.7
Cost of material	-403.1	-446.2	43.1	9.7
Personnel expenditure	-216.1	-210.9	-5.2	-2.5
Other operating expenses	-155.7	-153.1	-2.6	-1.7
<b>EBITDA</b>	<b>88.7</b>	<b>94.0</b>	<b>-5.3</b>	<b>-5.6</b>
Depreciation and amortisation	-30.5	-30.0	-0.5	-1.8
<b>EBIT</b>	<b>58.2</b>	<b>64.0</b>	<b>-5.8</b>	<b>-9.0</b>
Financial income	-0.4	-1.1	0.7	64.6
<b>EBT</b>	<b>57.9</b>	<b>62.9</b>	<b>-5.0</b>	<b>-8.0</b>
Taxes on income and earnings	-17.7	-18.9	1.2	6.6
<b>EAT</b>	<b>40.2</b>	<b>44.0</b>	<b>-3.8</b>	<b>-8.6</b>

Gross profit margin risen to 52.8% in 1. HY 2023 (1. HY 2022: 50.2%).

Information acc. to IFRS.

# Sto Group 1. HY 2023 – Cash Flow Statement

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

in EUR million	30.06.2023	30.06.2022
from operating activities	33.1	-22.2
from investment activities	-9.9	49.3
from financing activities	-44.8	-46.6
changes in exchange rates & IFRS 9 effects	-1.8	3.4
<b>Cash and cash equivalents at the beginning of the period</b>	<b>119.4</b>	<b>137.1</b>
Change in cash and cash equivalents	-23.3	-16.1
<b>Cash and cash equivalents at the end of the period</b>	<b>96.1</b>	<b>121.0</b>

Cash flow from current operating activities above previous year, in particular due to significantly reduced funds commitment in net working capital and lower income tax payments.

# Sto Group balance sheet

Comparison of balance sheet as at 30 June 2023 with previous year

in EUR million	30.06.2023	30.06.2022	Difference	
<b>Total assets</b>	<b>1,143.3</b>	<b>1,150.0</b>	<b>-6.7</b>	<b>-0.6%</b>
<b>Non-current assets</b>	<b>506.8</b>	<b>510.1</b>	<b>-3.3</b>	<b>-0.6%</b>
of which fixed assets	426.7	427.7	-1.0	-0.2%
of which other non-current assets	80.1	82.4	-2.3	-2.8%
<b>Current assets</b>	<b>636.5</b>	<b>639.9</b>	<b>-3.4</b>	<b>-0.5%</b>
of which cash and cash equivalents	96.1	121.0	-24.9	-20.6%
of which other current assets*	540.4	518.9	21.5	4.1%

\*of which inventories: 180.3 EUR million (1. HY 2022: 194.9 EUR million).

# Sto Group balance sheet

Comparison of balance sheet as at 30 June 2023 with previous year

in EUR million	30.06.2023	30.06.2022	Difference	
<b>Equity and liabilities</b>	<b>1,143.3</b>	<b>1,150.0</b>	<b>-6.7</b>	<b>-0.6%</b>
<b>Equity</b>	<b>690.5</b>	<b>657.8</b>	<b>32.7</b>	<b>5.0%</b>
<b>Debt capital</b>	<b>452.8</b>	<b>492.2</b>	<b>-39.4</b>	<b>-8.0%</b>
of which non-current provisions and liabilities	168.0	181.0	-13.0	-7.2%
of which current provisions and liabilities	284.9	311.2	-26.4	-8.5%

## 3

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

[From page 36](#)

#### Sto at a glance

[From page 37](#)

#### Interim financial report for the period from 1 January to 30 June 2023

[From page 40](#)

#### Consolidated interim report from the Management Board within the first half of 2023

[From page 55](#)

#### 2022 Annual report

[From page 64](#)

#### Information about the Sto share

[From page 79](#)

# Sto Group financial figures 01 – 03 2023

## Highlights



**361.8**

EUR million Turnover

*-1.7% vs. PY*



**6.0**

EUR million Investments\*

*+7.1% vs. PY*



**5,771**

Employees

*-0.0% vs. PY*



Seasonal deficit higher compared to previous year.

# Sto Group financial figures 01 – 03 2023

## Summary

- ✓ Consolidated turnover decreases by 1.7 % in the first quarter of 2023 compared to the high value achieved in the previous year, mainly as a result of the weather conditions
- ✓ Gross profit margin improves to 50.6 % as compared to previous year (previous year: 49.7 %), but still lower than expected
- ✓ Negative Q1 result that is typical for the season is significantly more severe in comparison to the previous year
- ✓ At 5,771 employees, the size of the Group's workforce is virtually at the previous year's level

# Sto Group 01 – 03 2023 – Overview

Business development mainly influenced by weather conditions

	01 Jan 2023 – 31 Mar 2023	01 Jan 2022 – 31 Mar 2022	Change in %
<b>Turnover</b>	<b>361.8</b>	<b>368.0</b>	<b>-1.7</b>
Germany	146.6	151.5	-3.2
Outside of Germany	215.2	216.5	-0.6
<b>Turnover by segment</b>			
Western Europe	288.0	294.7	-2.3
Northern/Eastern Europe	31.3	31.1	+0.6
America/Asia/Pacific	42.5	42.2	+0.7
<b>Investments</b> (without financial assets and IFRS 16)	<b>6.0</b>	<b>5.6</b>	<b>+7.1</b>
<b>Employees (at end of the quarter)</b>	<b>5,771</b>	<b>5,773</b>	<b>0.0</b>
Germany	3,125	3,134	-0.3
Outside of Germany	2,646	2,639	+0.3

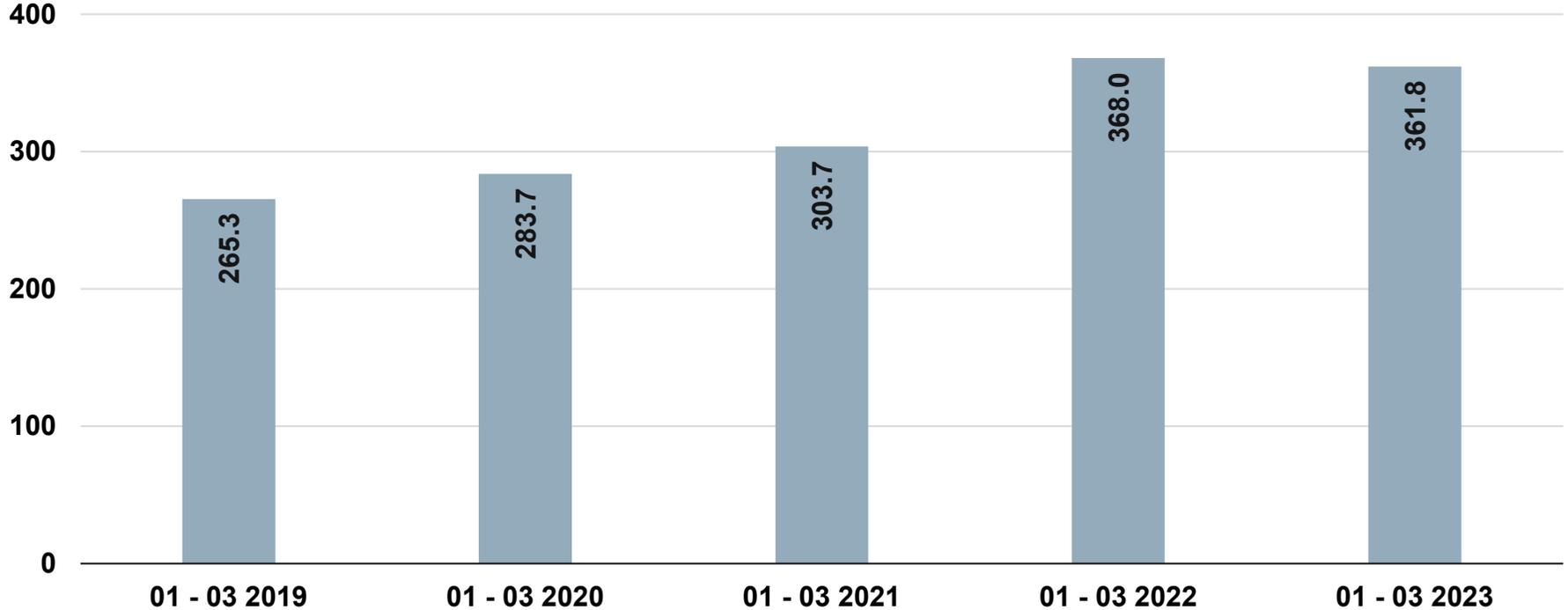
(Figures in EUR million unless otherwise indicated)

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

# Sto Group turnover

01 – 03 2023: Group turnover slightly below PY's figure due to weather conditions

in EUR million

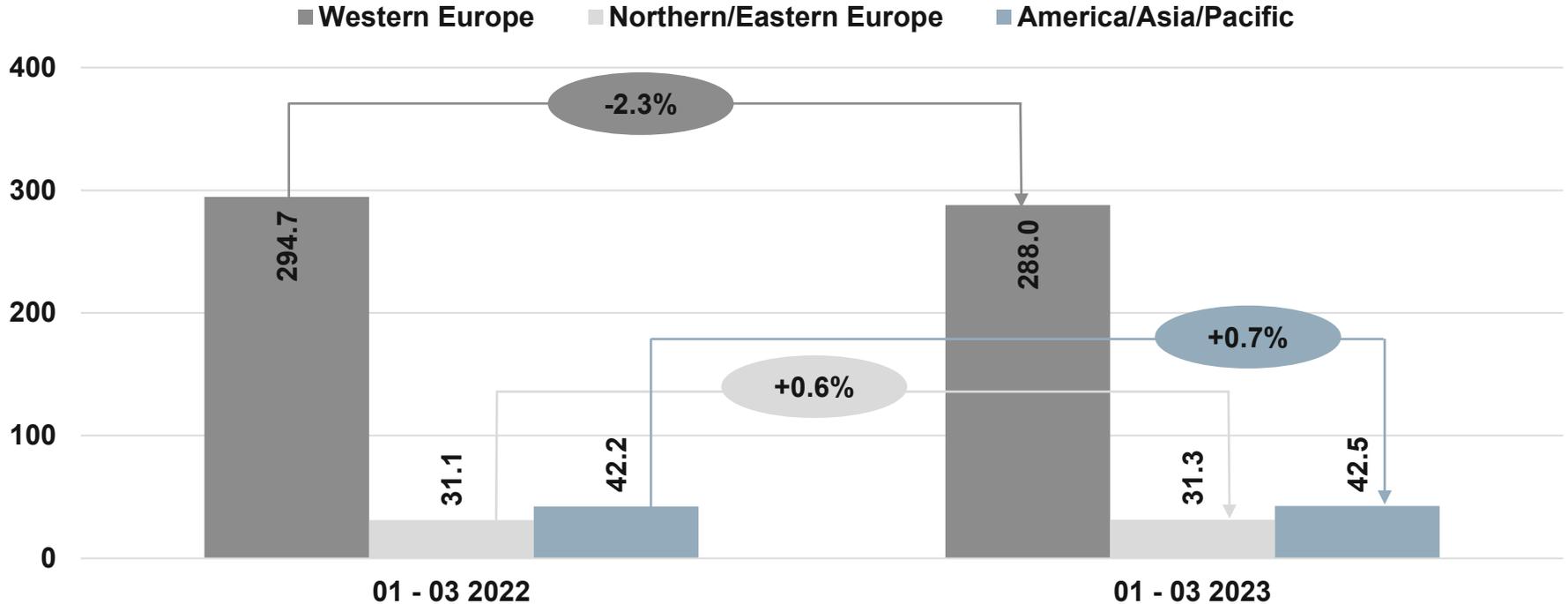


Information acc. to IFRS.

# Sto Group turnover

01 – 03 2023: Group segment reporting

in EUR million

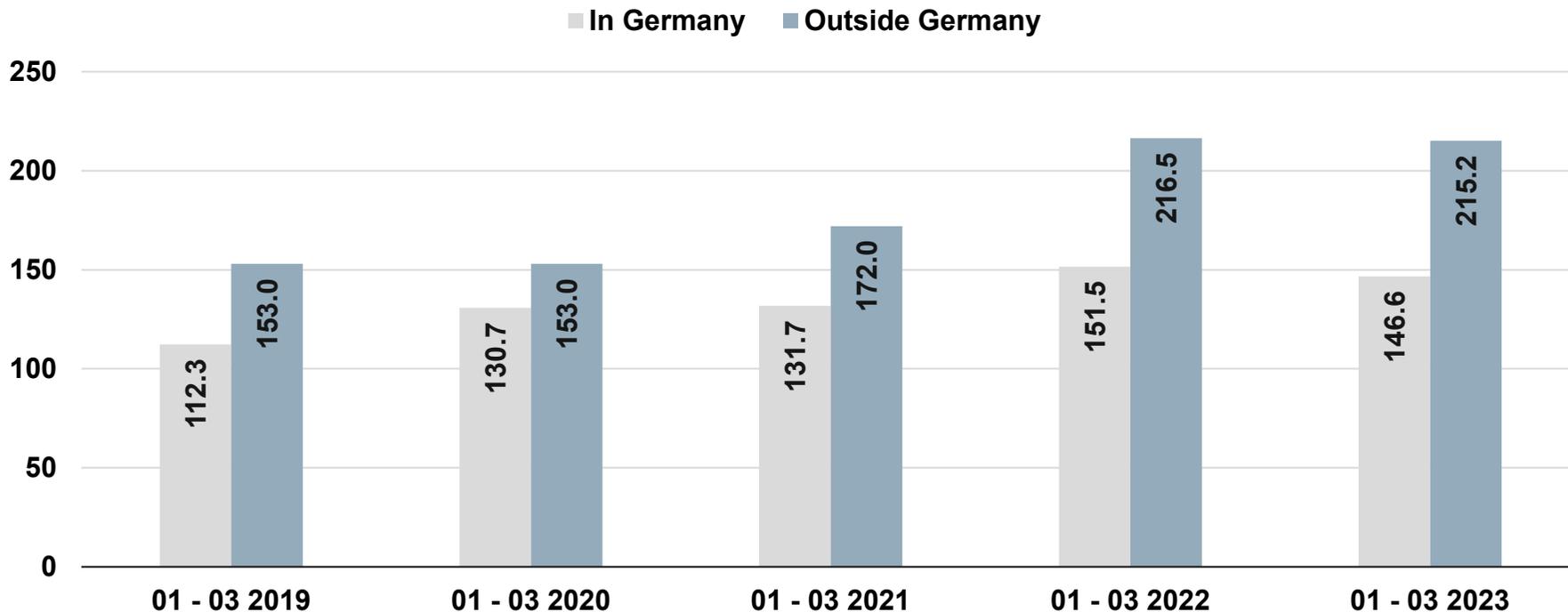


Information acc. to IFRS.

# Sto group turnover

01 – 03 2023: Germany -3.2 %; Outside Germany -0.6%

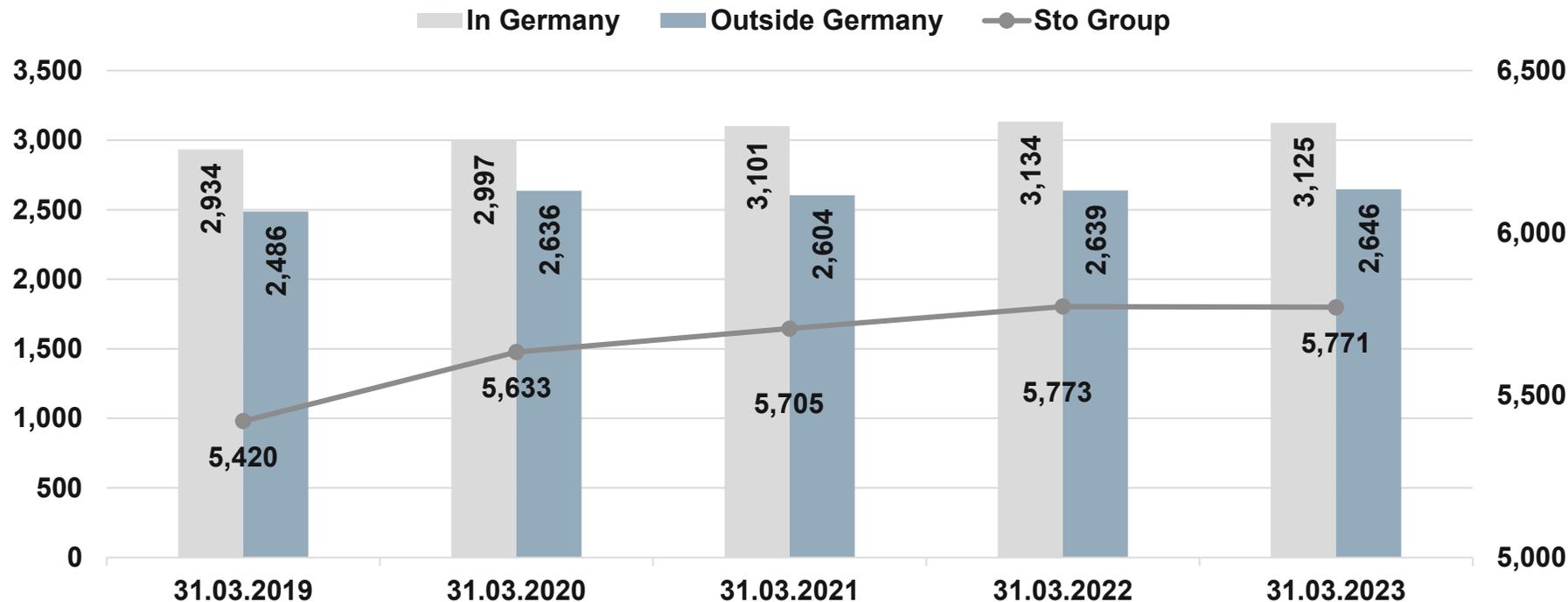
in EUR million



Information acc. to IFRS.

# Sto group employees

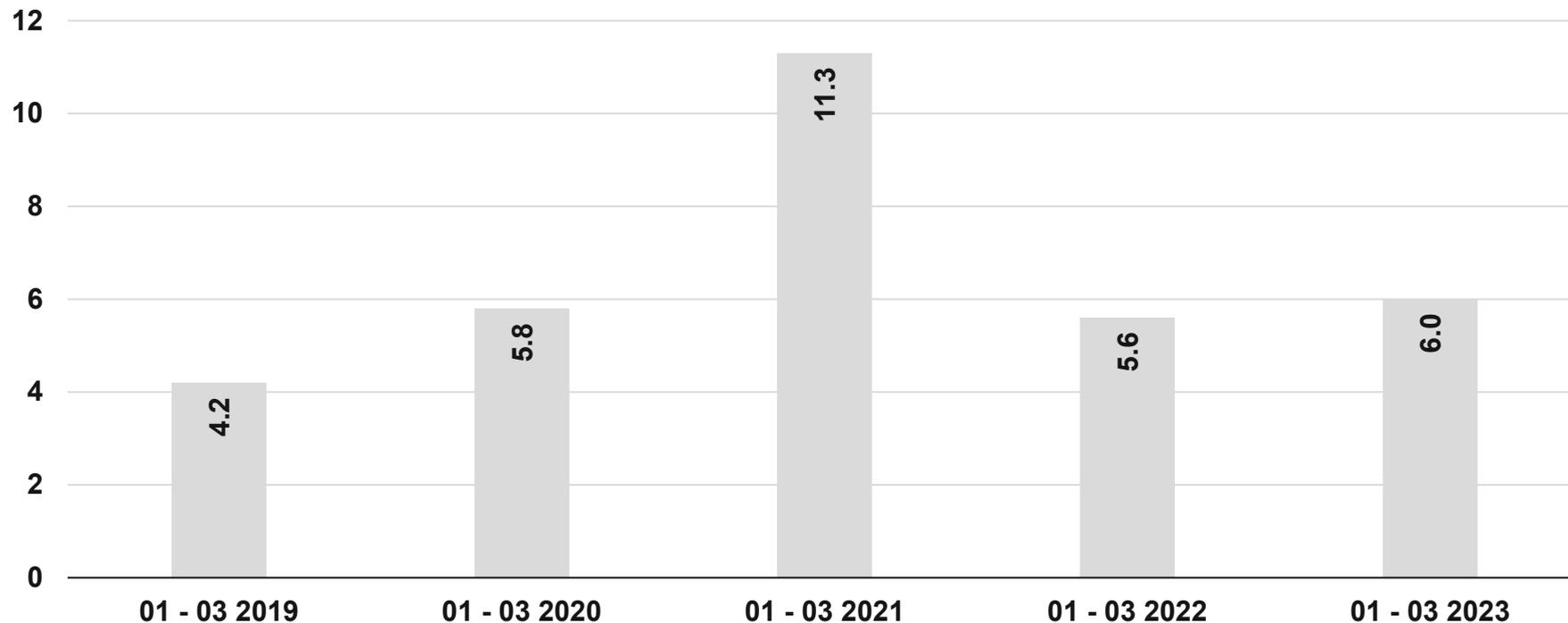
01 – 03 2023: Employees almost at PY's level



# Sto Group investments

01 – 03 2023: 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.

## 3

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

[From page 36](#)

#### Sto at a glance

[From page 37](#)

#### Interim financial report for the period from 1 January to 30 June 2023

[From page 40](#)

#### Consolidated interim report from the Management Board within the first half of 2023

[From page 55](#)

#### 2022 Annual report

[From page 64](#)

#### Information about the Sto share

[From page 79](#)

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

Earnings improved and earnings forecast significantly exceeded, best values to date



**About the title image:**

A significant part of the future of building lies in the existing stock. Nevertheless, new construction will of course continue in the future. A project by the Italian architecture firm quattroassociati proves that the two can also go hand in hand.

During the construction of a new NH hotel in Milan, a church that was no longer in use was integrated into the project as a foyer. In this way, various goals could be achieved in one step: The grey energy of the church building was preserved, as was its function as a defining element of urban development, and the modern hotel insulated with StoTherm Classic and designed with StoDeco profiles was given a unique entrance.

Photo: Andrea Martiradonna, Milan/Italy

# Sto Group financial figures 2022

## Highlights 2022



**1,787.4**

EUR million Turnover

+12.4% vs. PY



**47.4**

EUR million Investments\*

+13,1% vs. PY



**5,735**

Employees

+0.7% vs. PY



**128.3**

EUR million EBT

+0.3% vs. PY

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

# Sto Group financial figures 2022

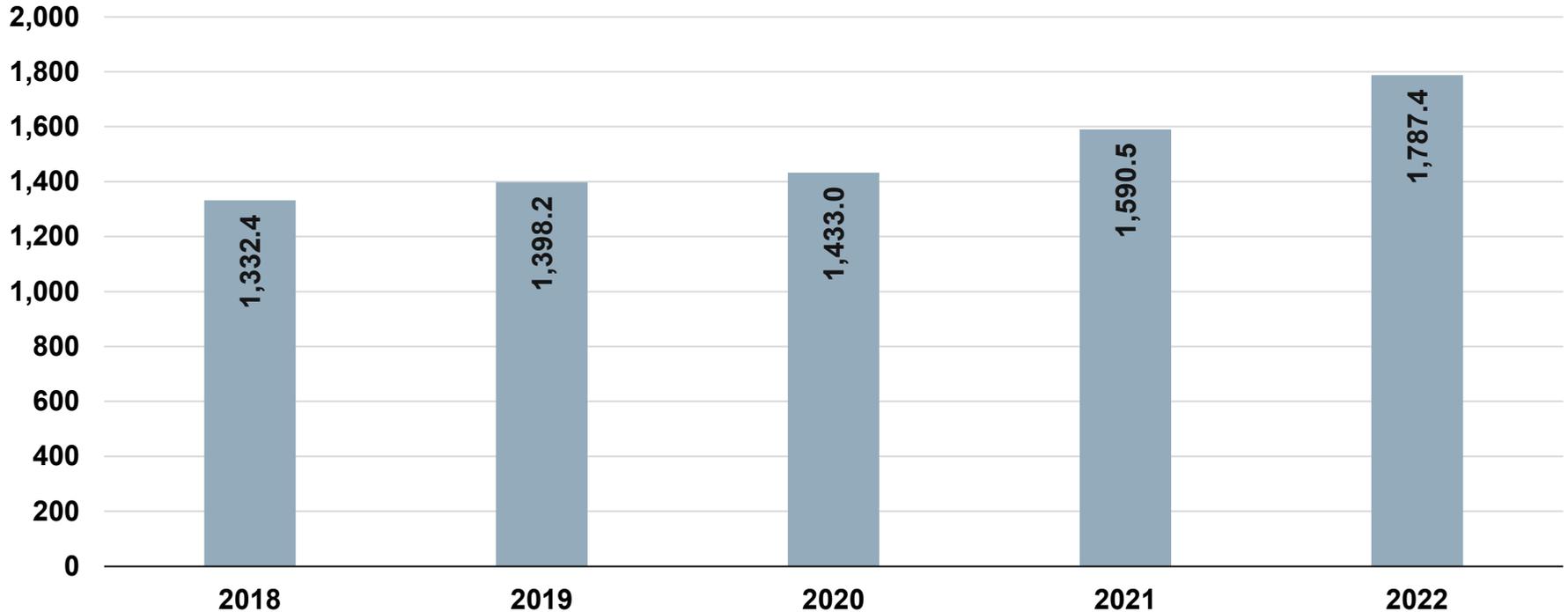
## Summary

- ✓ Sto continues to grow in 2022 despite the difficult general conditions, and achieves the forecast turnover and earnings objectives
- ✓ Consolidated turnover up by 12.4 % to EUR 1,787.4 million compared to previous year
- ✓ Intense pressure on the gross profit margin causes EBT return on sales to fall from 8.0 % to 7.2 %
- ✓ Consolidated EBIT improves by 4.2 % to EUR 129.7 million and EBT by 0.3 % to EUR 128.3 million, despite enormous hikes in procurement prices
- ✓ Cash flow from operating activities amounts to EUR 95.3 million (previous year: EUR 111.4 million)
- ✓ Number of employees increases from 5,697 to 5,735 as at the reference date
- ✓ Investments in Property, plant, and equipment as well as Intangible assets amount to EUR 47.4 million (previous year: EUR 41.9 million)

# Sto Group turnover

Continuous growth, new best value achieved in 2022

in EUR million



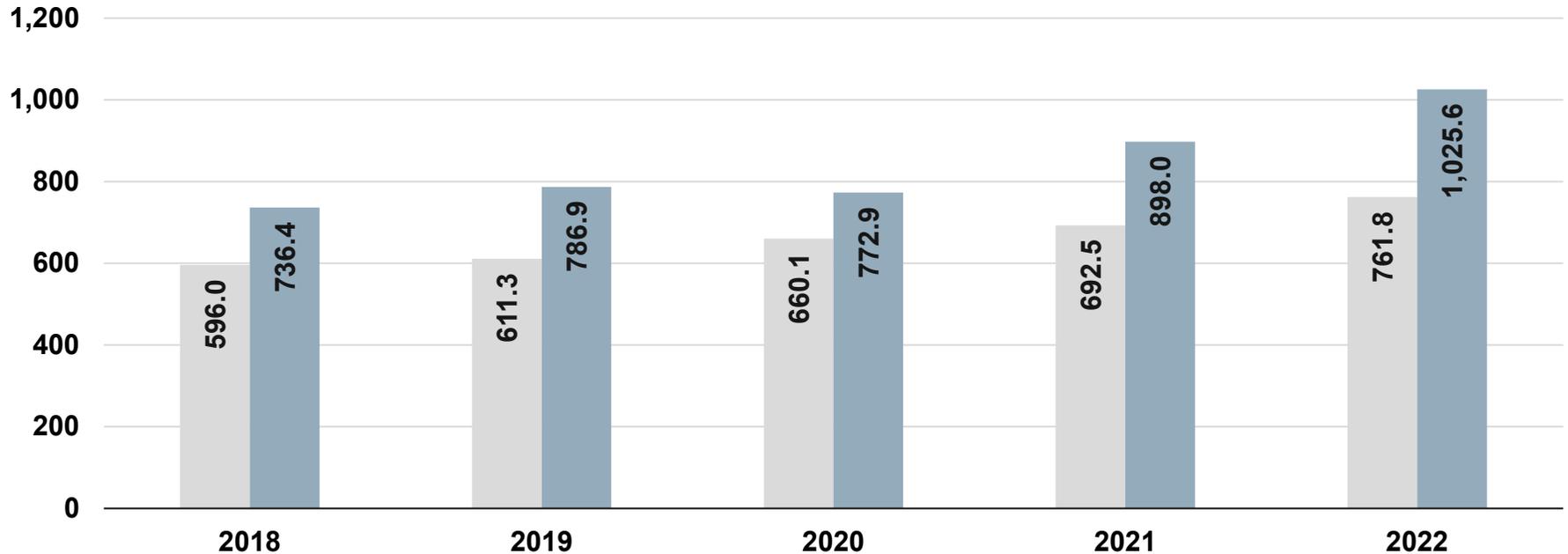
Information in accordance to IFRS.

# Sto Group turnover

Positive development in Germany, as well as outside Germany, new best values achieved

in EUR million

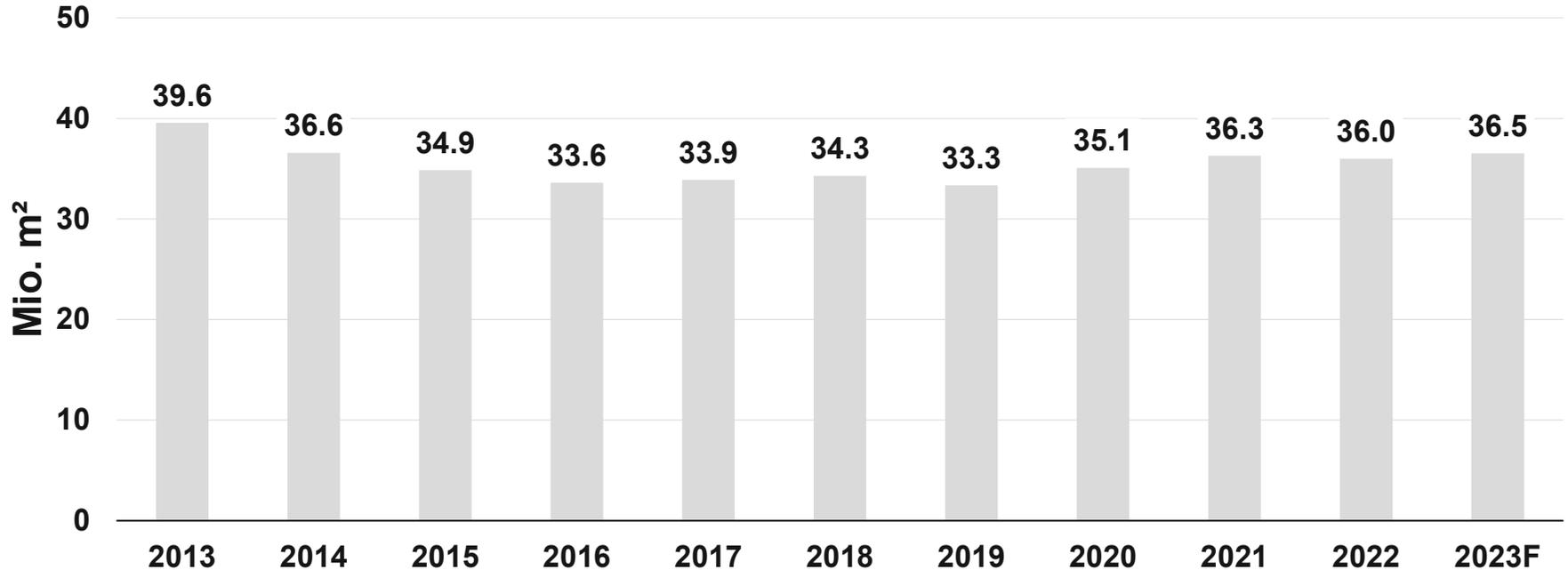
■ In Germany ■ Outside Germany



Information in accordance to IFRS.

# Development of EWIS market in Germany

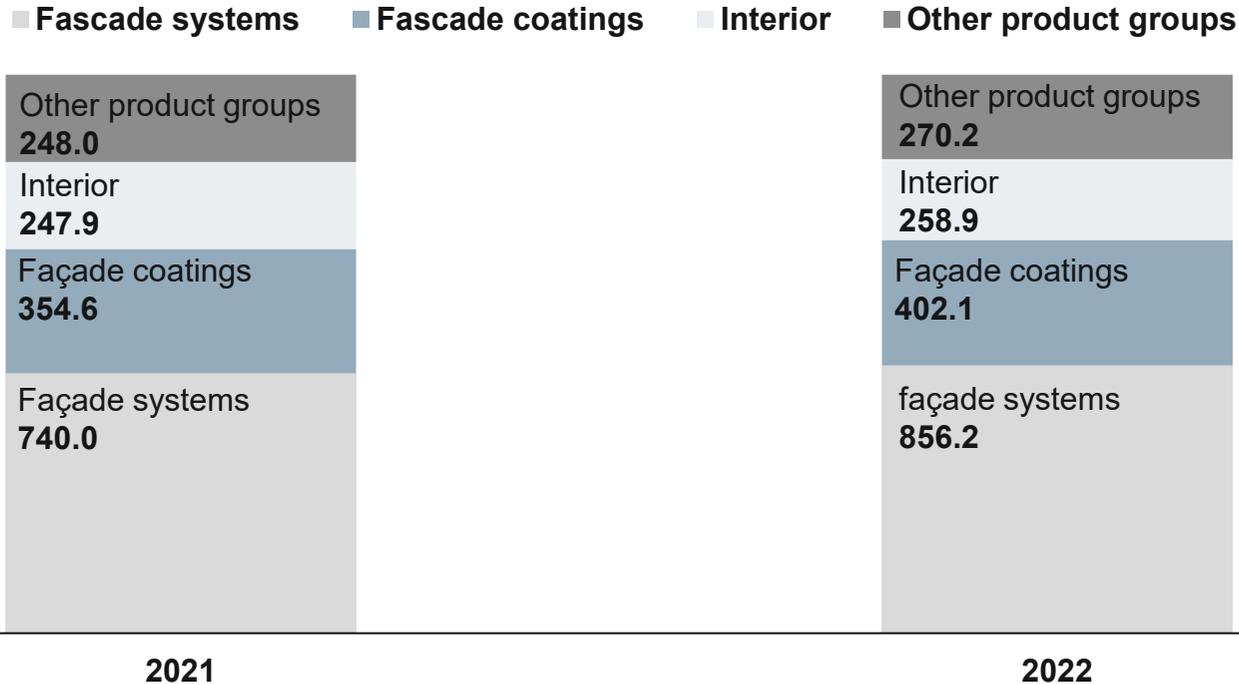
Market volume in 2022 increased to highest value since 2014



# Sto Group turnover

Growth in all product groups, very significant for façade systems

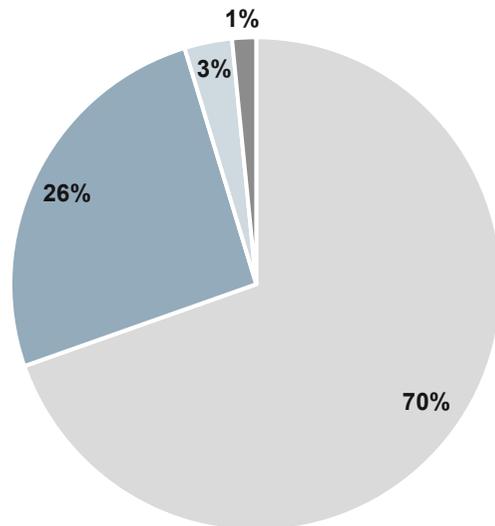
in EUR million



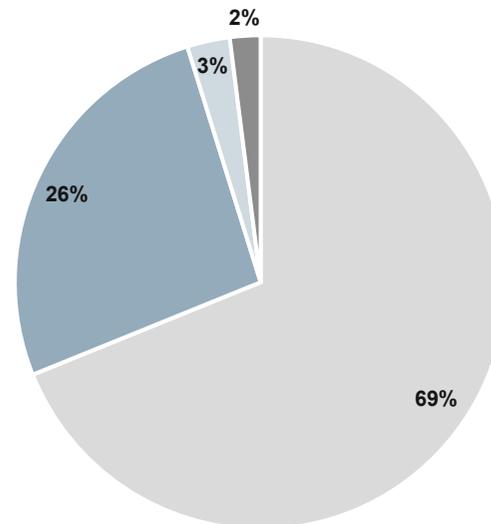
Information in accordance to IFRS.

# Sto Group shares of insulation board sales\*

as at 12/2021



As at 12/2022

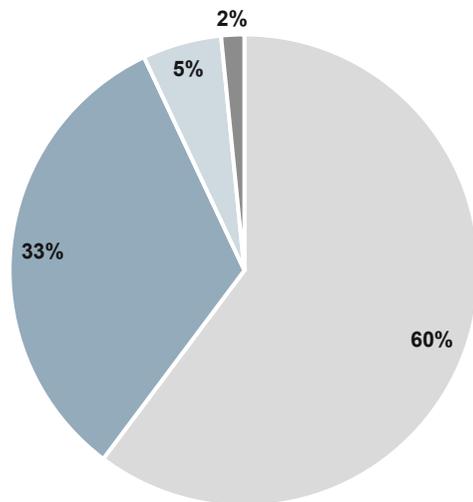


- EPS / XPS
- Mineral wool/glass wool
- Soft wood fibre
- Other insulation

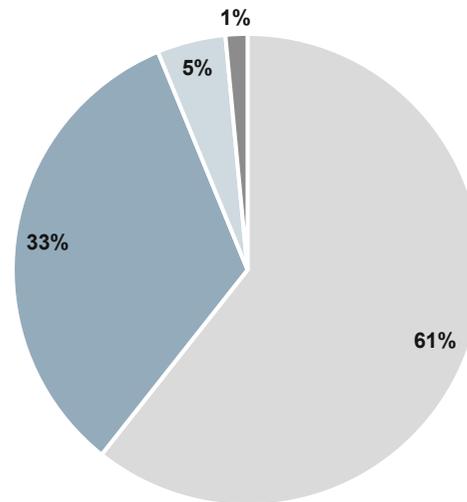
\*only associates with ERP SAP, sales basis in m<sup>2</sup>.

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

per 12/2021



per 12/2022



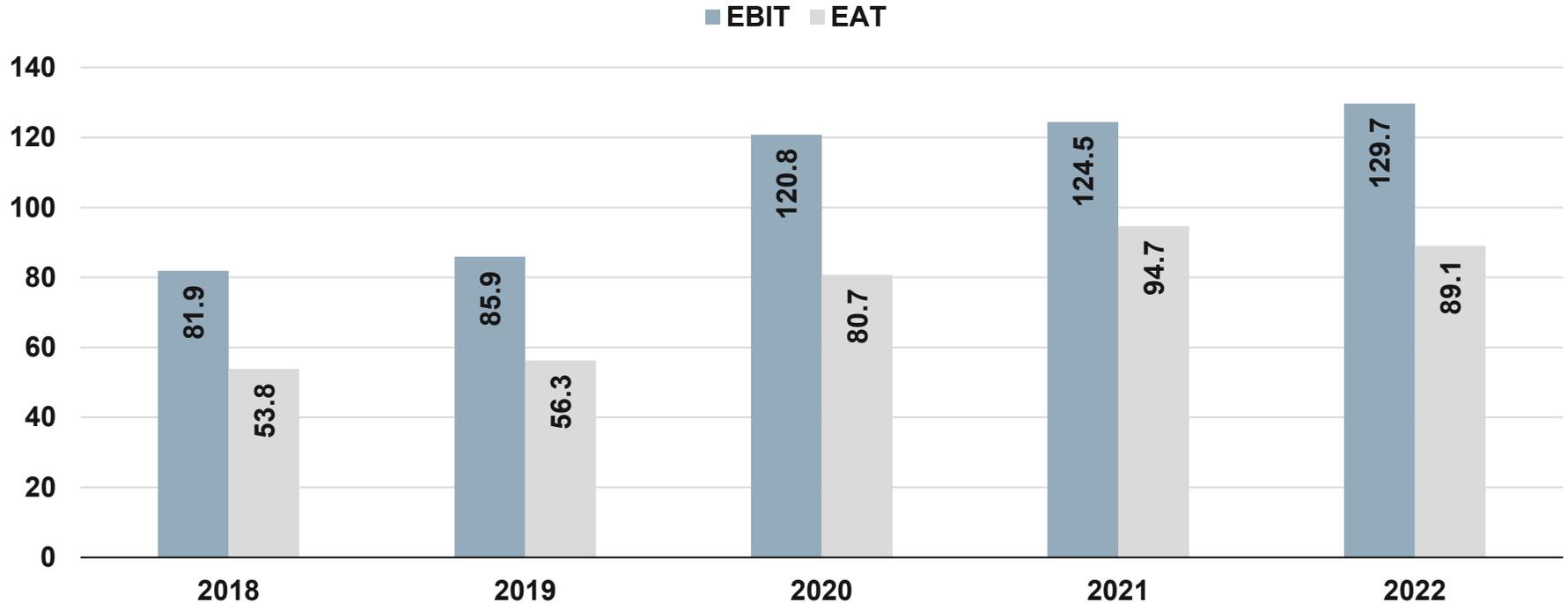
- EPS / XPS
- Mineral wool/glass wool
- Soft wood fibre
- Other insulation

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

# EBIT & EAT Sto Group

New best EBIT. EAT in previous year influenced by special effects

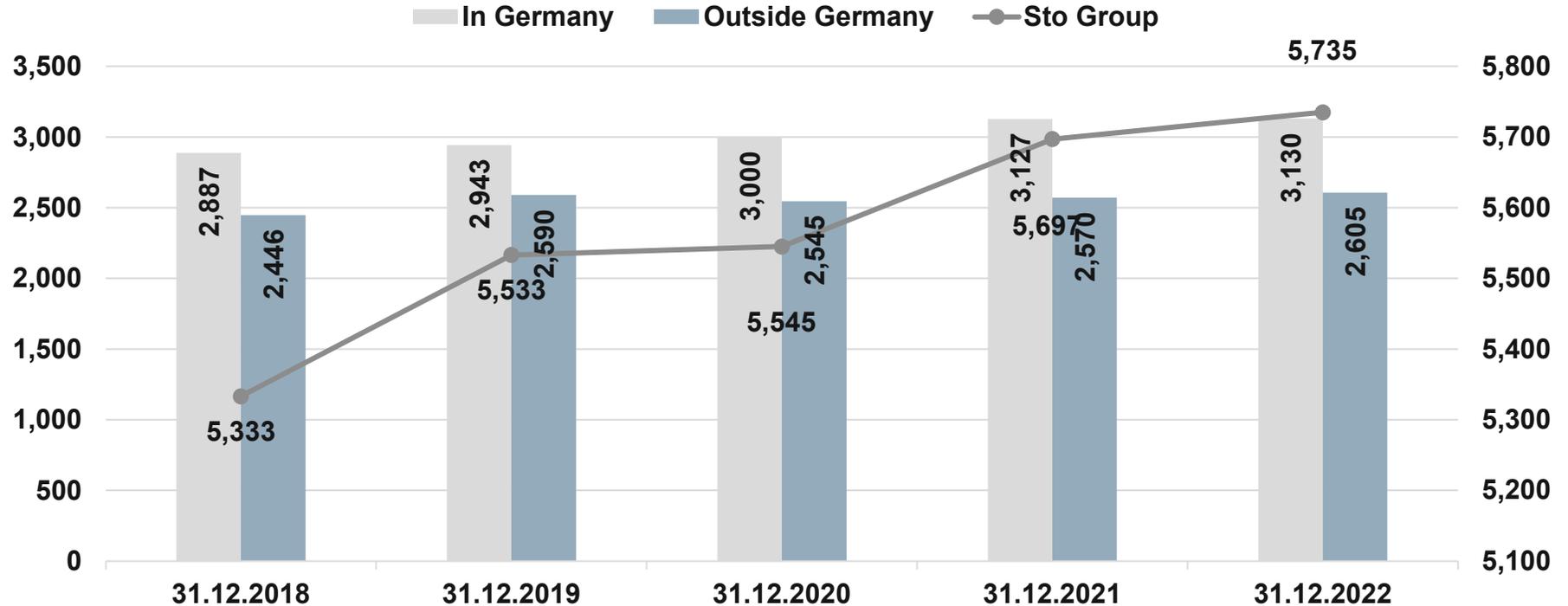
in EUR million



Information in accordance to IFRS.

# Sto Group employees

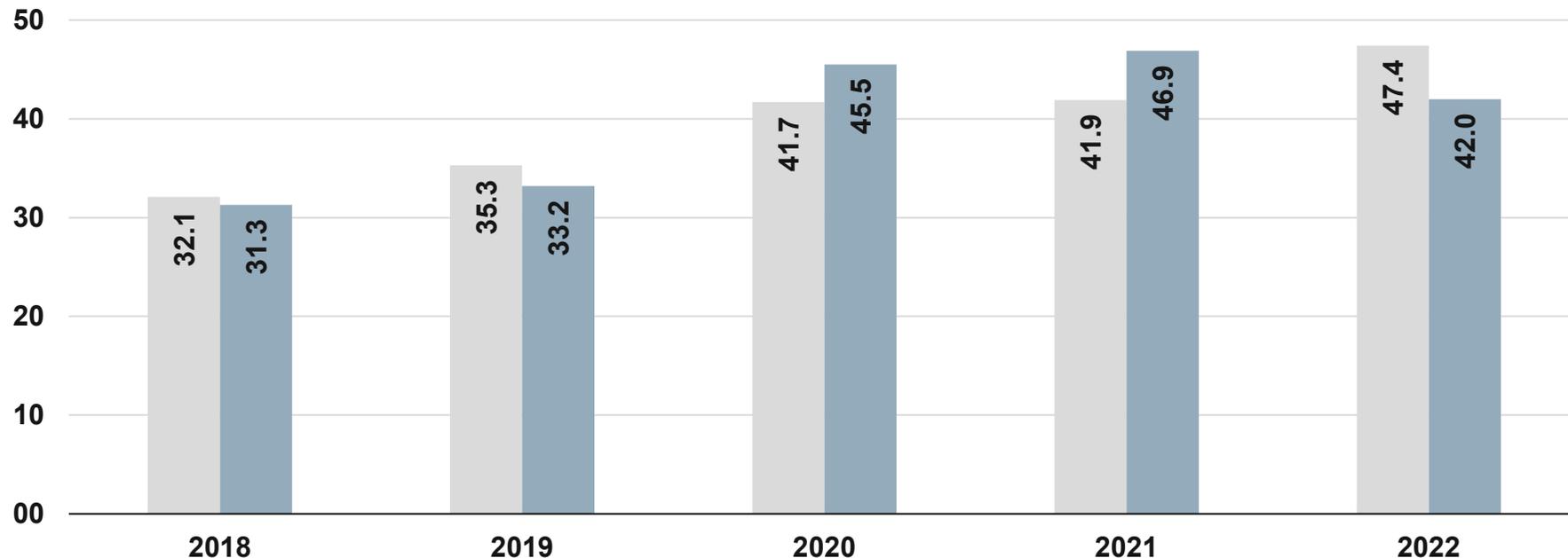
Moderate increase in 2022



# Sto Group investments and depreciation/ amortisation

Continual investments in further growth  
in EUR million

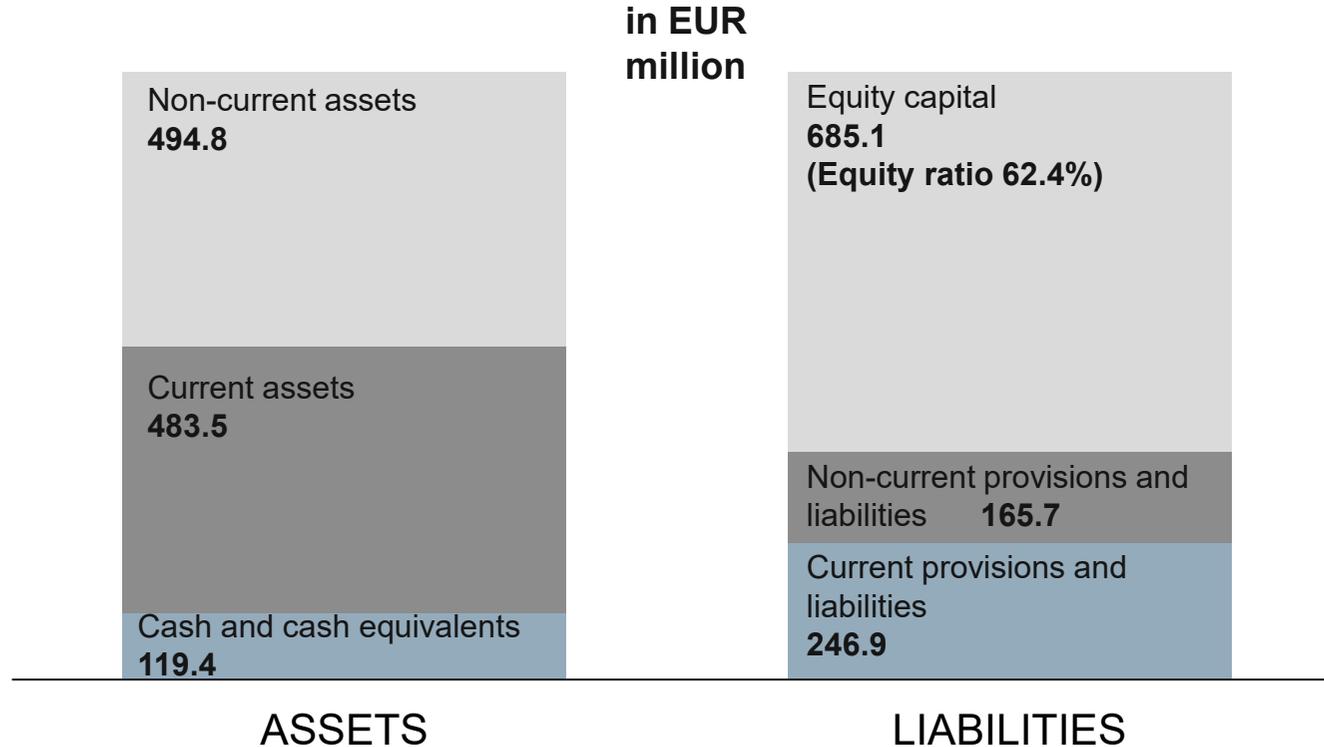
Investments    Depreciation/amortisation



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

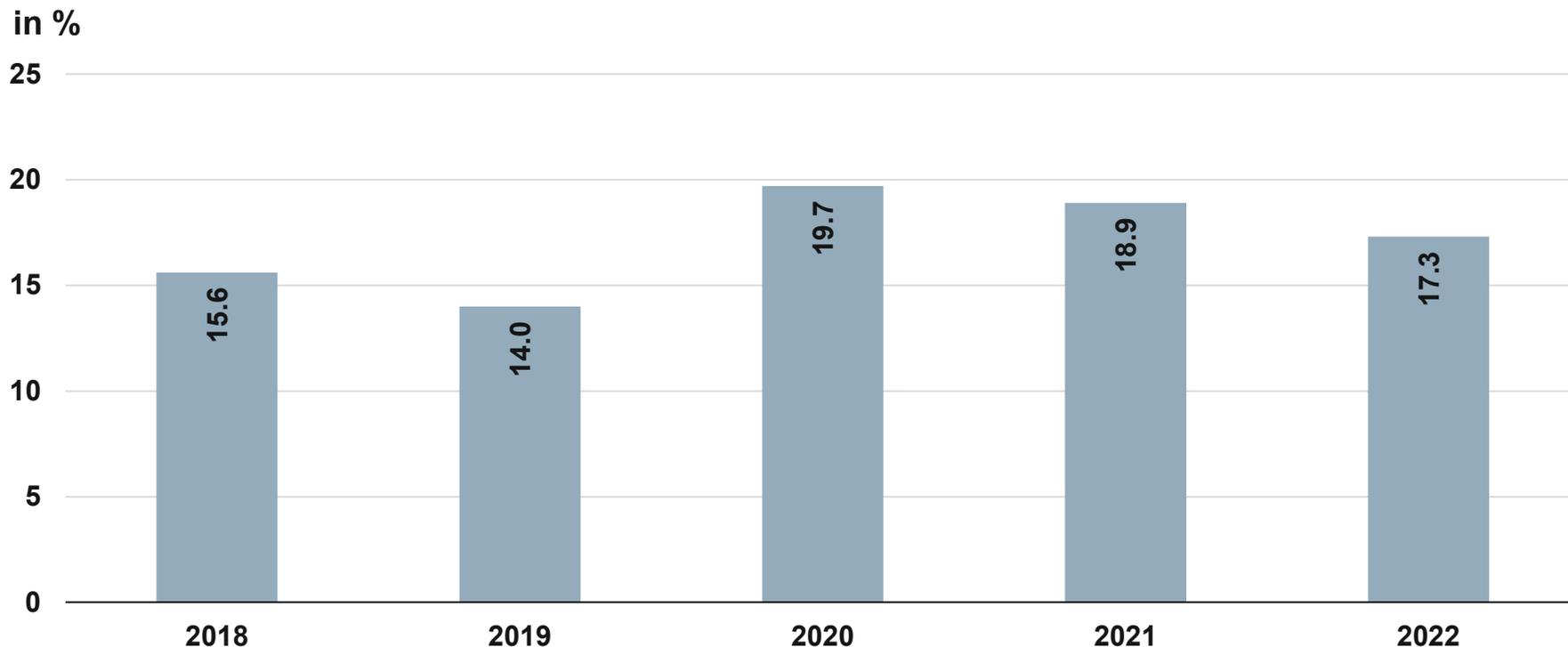
# Sto Group balance sheet

Very solid balance sheet structure as at 31/12/2022, strong equity base



# ROCE Sto Group

ROCE in 2022 influenced in particular by inventory build-up



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 36](#)

#### Sto at a glance

[From page 37](#)

#### Interim financial report for the period from 1 January to 30 June 2023

[From page 40](#)

#### Consolidated interim report from the Management Board within the first half of 2023

[From page 55](#)

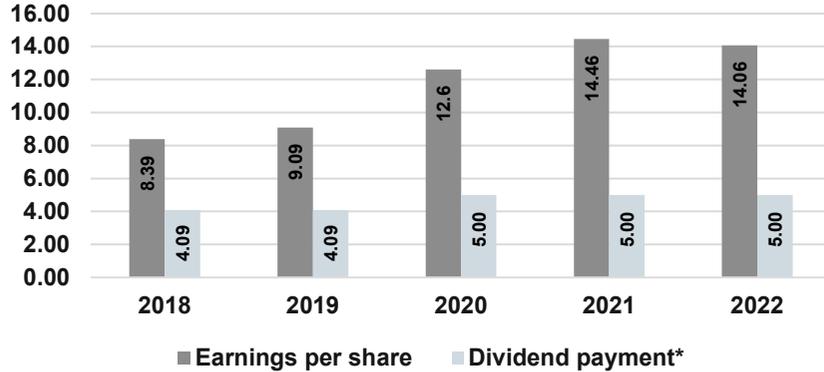
#### 2022 Annual report

[From page 64](#)

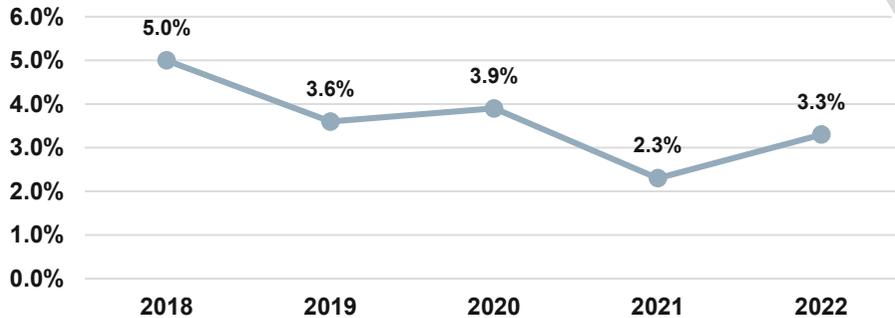
#### Information about the Sto share

[From page 79](#)

## Shareholder structure and dividend information

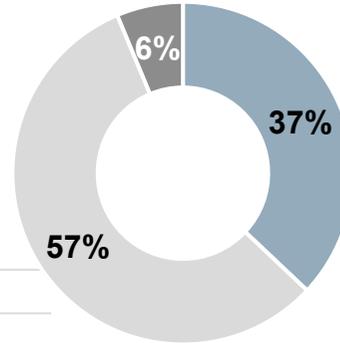


Dividend yield\*\*



Information based on preference shares; \* Dividend + bonus; \*\* Dividend yields based on the closing price of the corresponding year in each case; 2022: dividend proposal.

### 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

# Sto share – Share price trend



1

**Business  
model**

[From page 3](#)

2

**General  
conditions &  
strategy**

[From page 18](#)

3

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

[From page 36](#)

4

**Forecast and  
outlook**

[From page 82](#)

**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.

### Significant opportunities

- ✓ Sto products and systems improve the energy efficiency of buildings and thus also contribute to climate protection
- ✓ Green Deal
- ✓ Government support programmes
- ✓ Price level energy
- ✓ Focus on heat pumps in heating technology will increase demand for energy refurbishment solutions
- ✓ Lack of housing
- ✓ Economic cycle
- ✓ Further internationalisation

### Significant risks

Risk area	Risk class	Development
Risks in procuring raw materials, bought-in products, and energy	1	↓
Sales risks, overall economic and industry-specific risks	1	↑
Dependence on weather conditions	1	→
Geopolitical and country-specific risks	2	→
IT risks	2	↑
Warranty-related and legal risks	2	→
Financial risks	2	→
Human resources risks	3	↑
Risks concerning processes and added value	3	→
Climate and environmental risks	3	→
Risks arising from the coronavirus pandemic	3	↓
Tax-related risks	3	→

Material risks according to the Annual Report 2022, from page 39 onwards.

# Outlook

## Outlook for 2023 as a whole

	<b>2023*</b>
Turnover	EUR 1.76 billion
EBIT	EUR 118 - 143 million
EBT	EUR 117 - 142 million
Return on Sales (EBT)	6.6 - 8.1 %
ROCE	14.8 - 18.0 %

\*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 2023 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 2023 fiscal year are described in detail in the Management report of the Annual Report 2022.

# 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.

# Contact

Investor Relations

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



**Contact via:**

Tel. +49 7744 57 – 1241

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

# Contact

Investor Relations

## Sandra Zeller, Investor Relations



### Contact via:

Tel. +49 7744 57 – 1241

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

# Thank you for your interest!

## Sto SE & Co. KGaA

31/08/2023

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

