

Presentation for investors

Sto SE & Co. KGaA

08/05/2024

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



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Business
model

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Forecast and
outlook

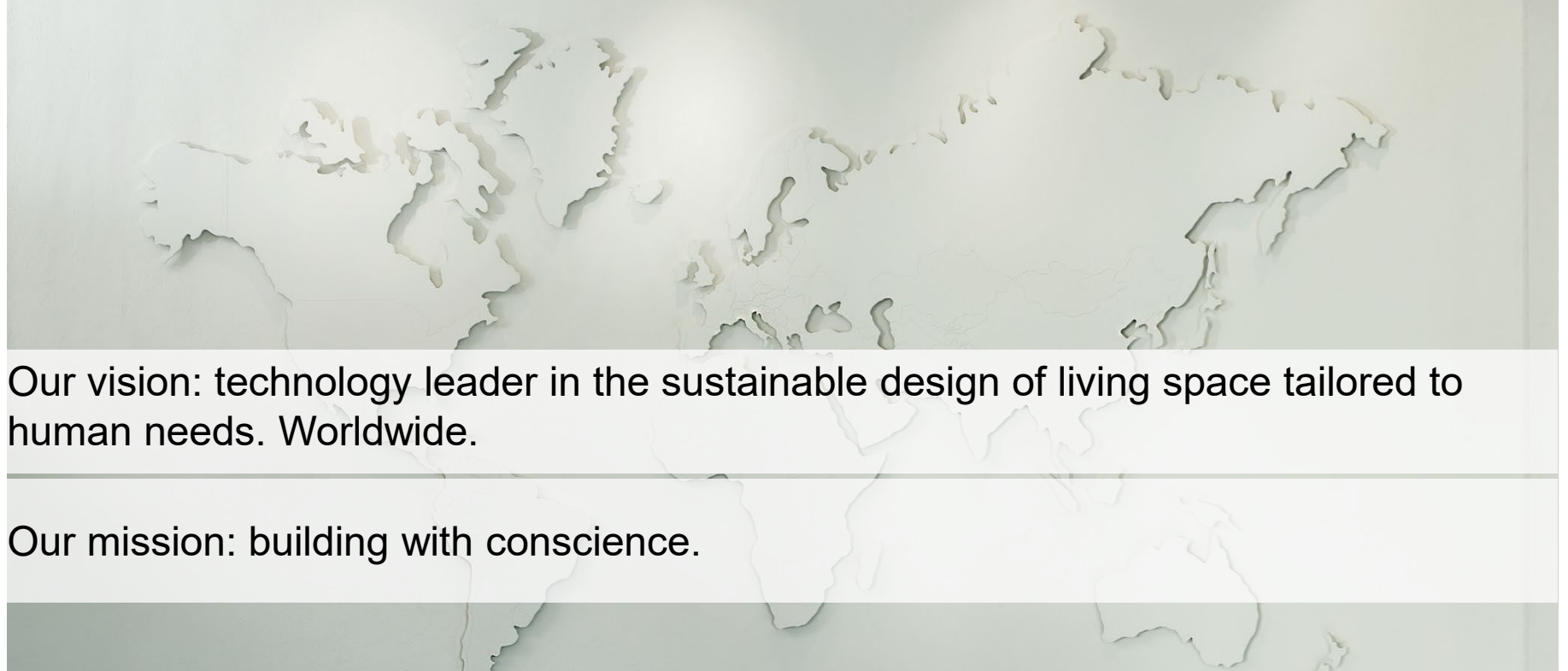
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From our Guiding Principles



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

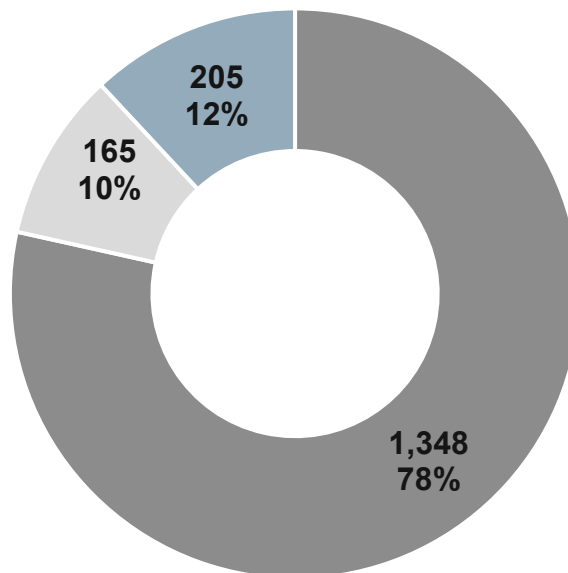
Our mission: building with conscience.

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

Sto - segment turnover

Share of Sto Group consolidated turnover for 2023

■ Western Europe ■ Northern/ Eastern Europe ■ America/Asia/Pacific

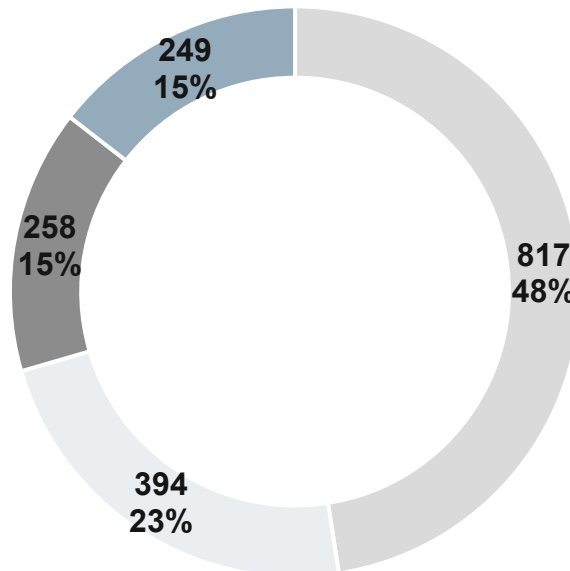


Turnover 2023
Sto Group:
EUR 1,718 million

Sto - product groups

Share of Sto Group consolidated turnover for 2023

■ Façade systems ■ Façade coatings ■ Interiors ■ Other product groups

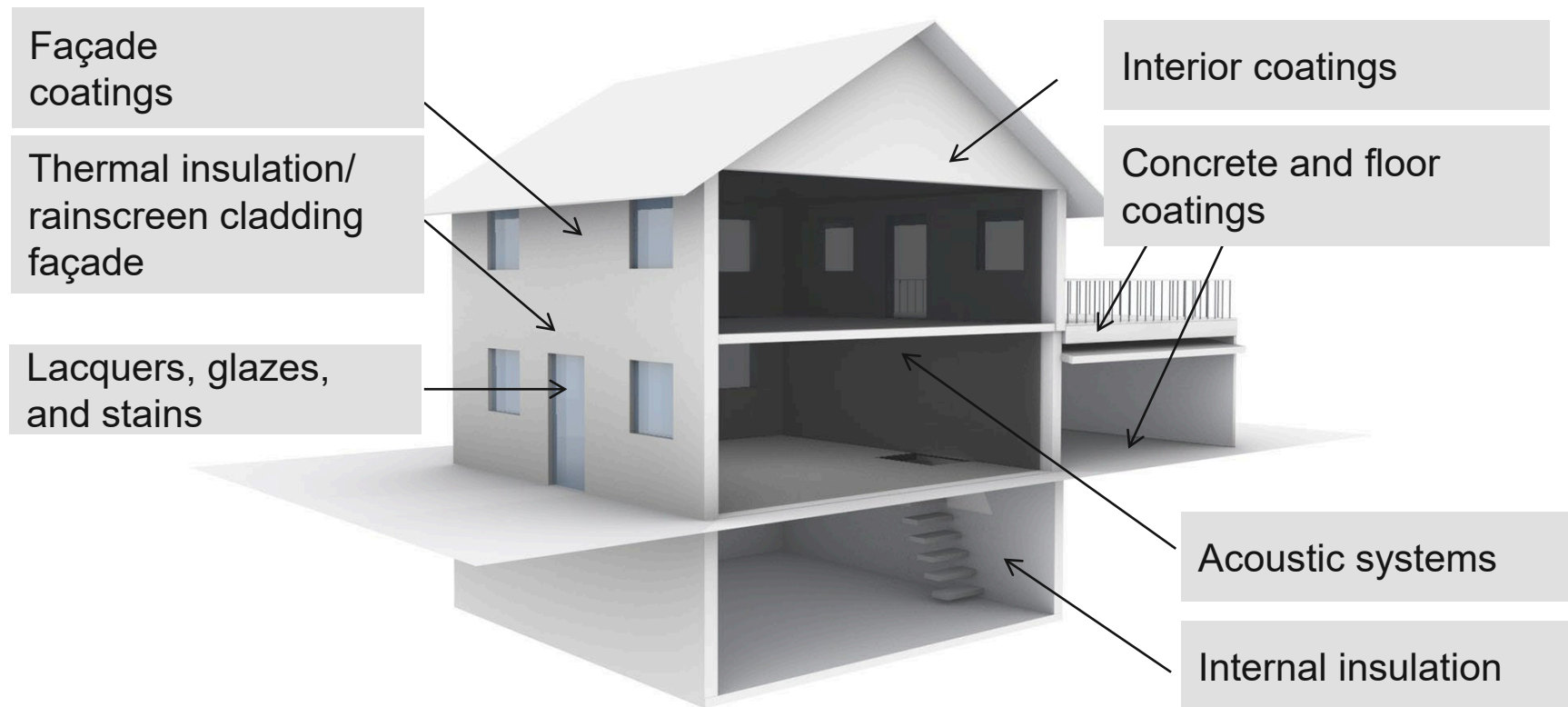


Turnover 2023
Sto Group:
EUR 1,718 million

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

Applications

Sto products & systems

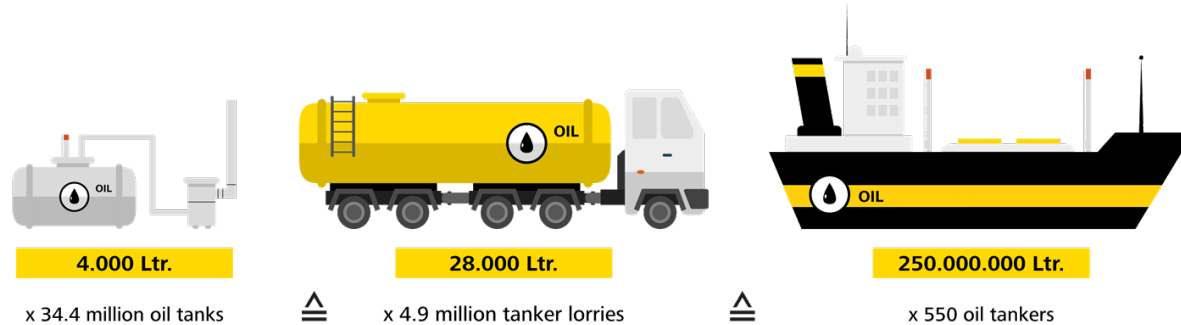


Simplified schematic diagram.

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 since 1965 correspond to a total of around 137.5 billion liters of heating oil

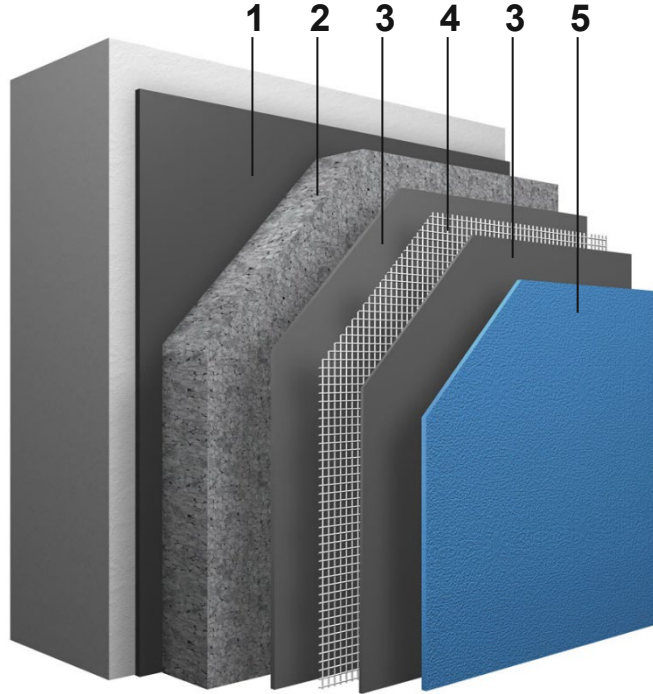


Between 1965 and 2023, facade insulation systems from Sto played a direct role in saving precious energy in the construction sector. Extrapolation of this amounts to a saving of up to 137.5 billion litres of heating oil. With this, Sto has made a notable contribution to global climate protection: to put it another way, around 440 million tonnes of CO₂ were not even released into the atmosphere in the first place thanks to our facade insulation systems. In 2023 alone, Sto products reduced emissions of this combustion gas by a potential 24 million tonnes.

Bildquelle: © Sto SE & Co. KGaA

Climate protection

Sto products - external wall insulation system (EWIS)

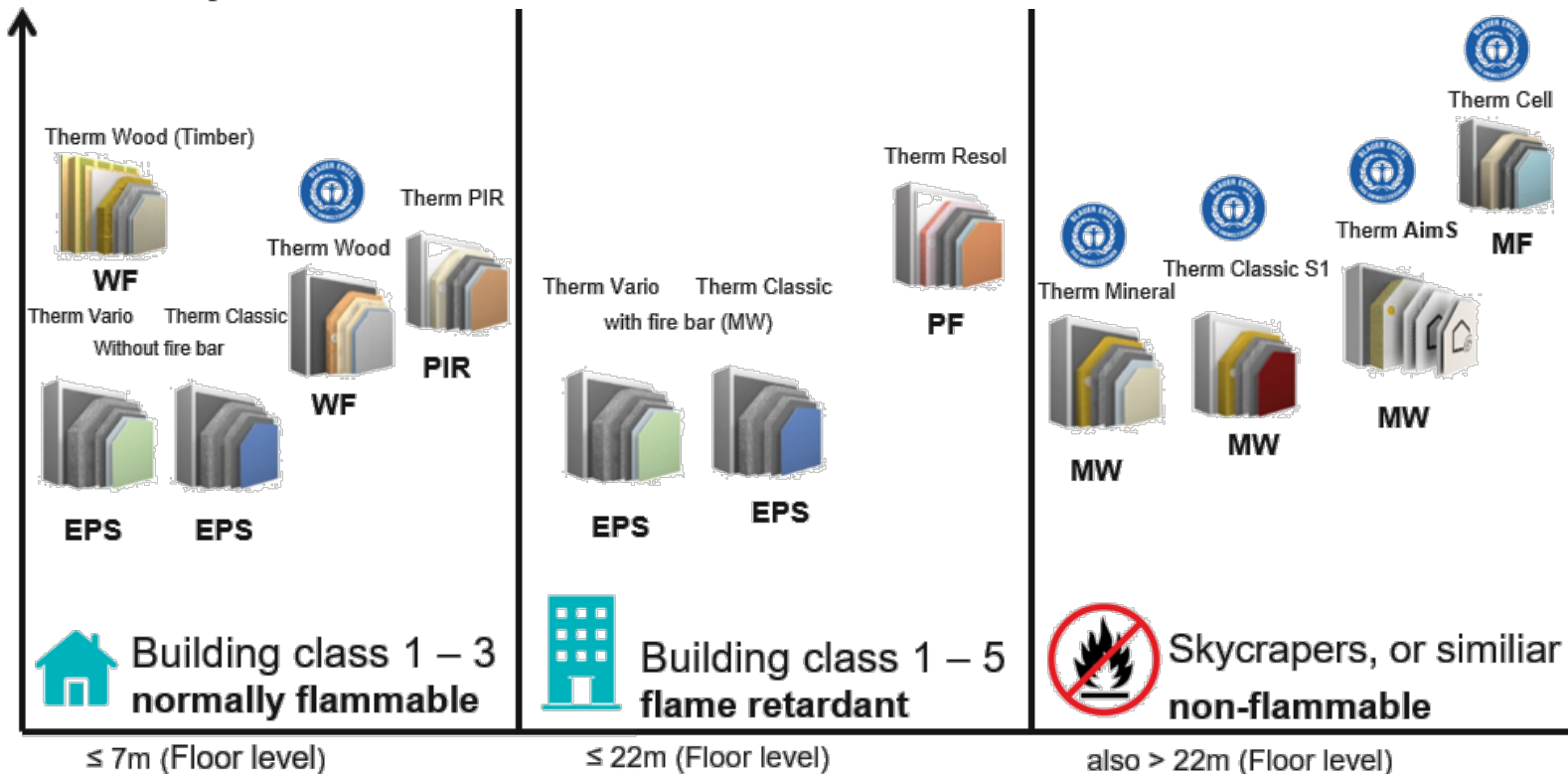


StoTherm Classic®system build-up

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

ETICS according to fire class and costs (investor)

Costs relatively Sto is an insulation-indifferentiated system provider for ETICS.



Insulation thickness depending on requirements, here $U = 0,20 \text{ W/(m}^2\text{K)}$

Notes: Presentation exclusively relevant for the German market. Costs include material + labour.

Climate protection

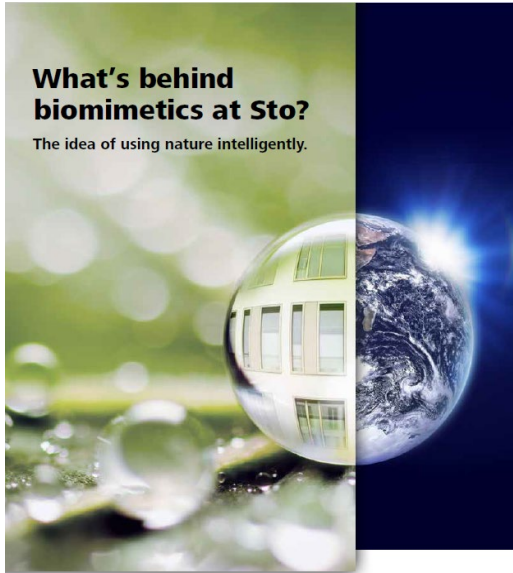
Sto products - reducing particulates and nitrogen oxides

“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?

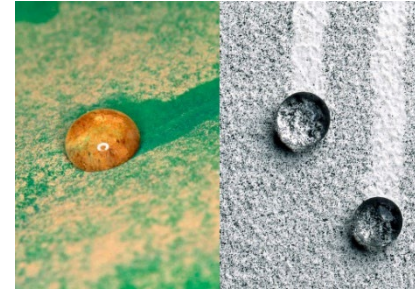
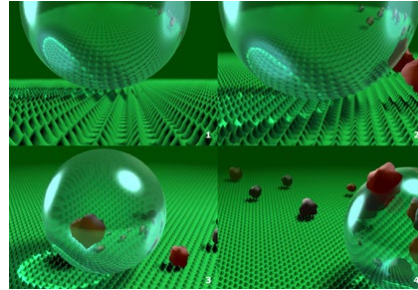
The idea of using nature intelligently.

Durability thanks to the experience of nature

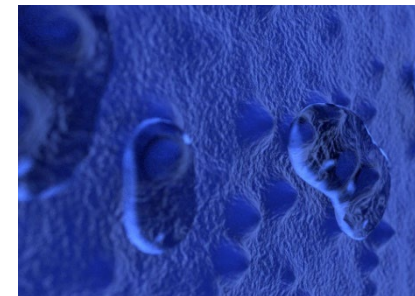
For 20 years, we have been developing products based on the most efficient solutions from nature. Our inspiration: 3430 million years of evolution – constant optimisation through further development. The benefit to you: radiant colour intensity, UV protection, weather protection, surfaces that clean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



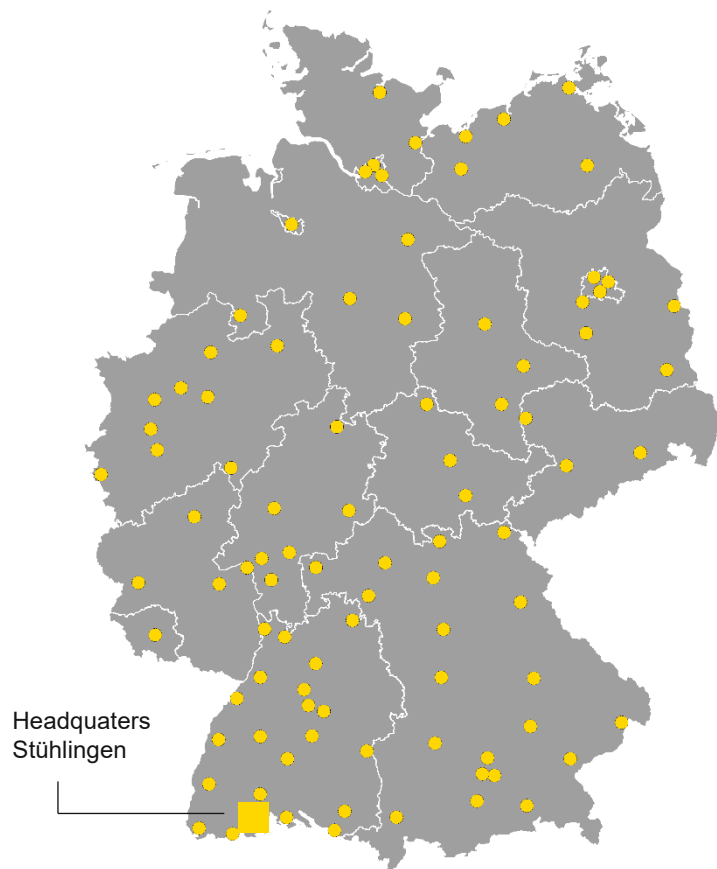
StoColor Dryonic: nice and dry, come what may



Core target groups



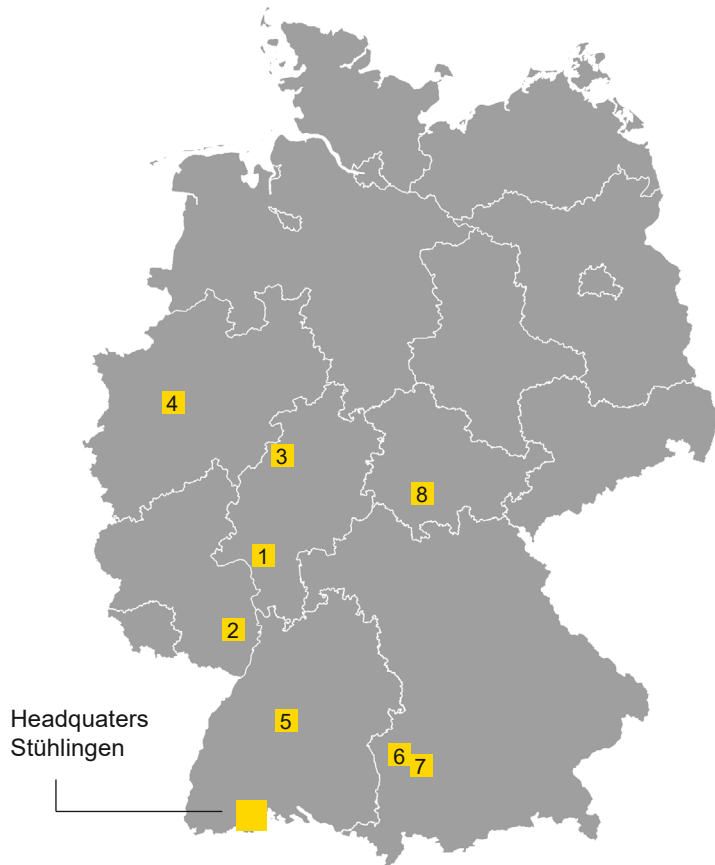
The customers that purchase from the Sto brand are generally tradespeople or specialist companies. The market cultivation activities for the Sto brand focus on these three target groups.



Distribution Germany status April 2024

91 SalesCentres •
>350 Employees in the sales force
incl. application engineering

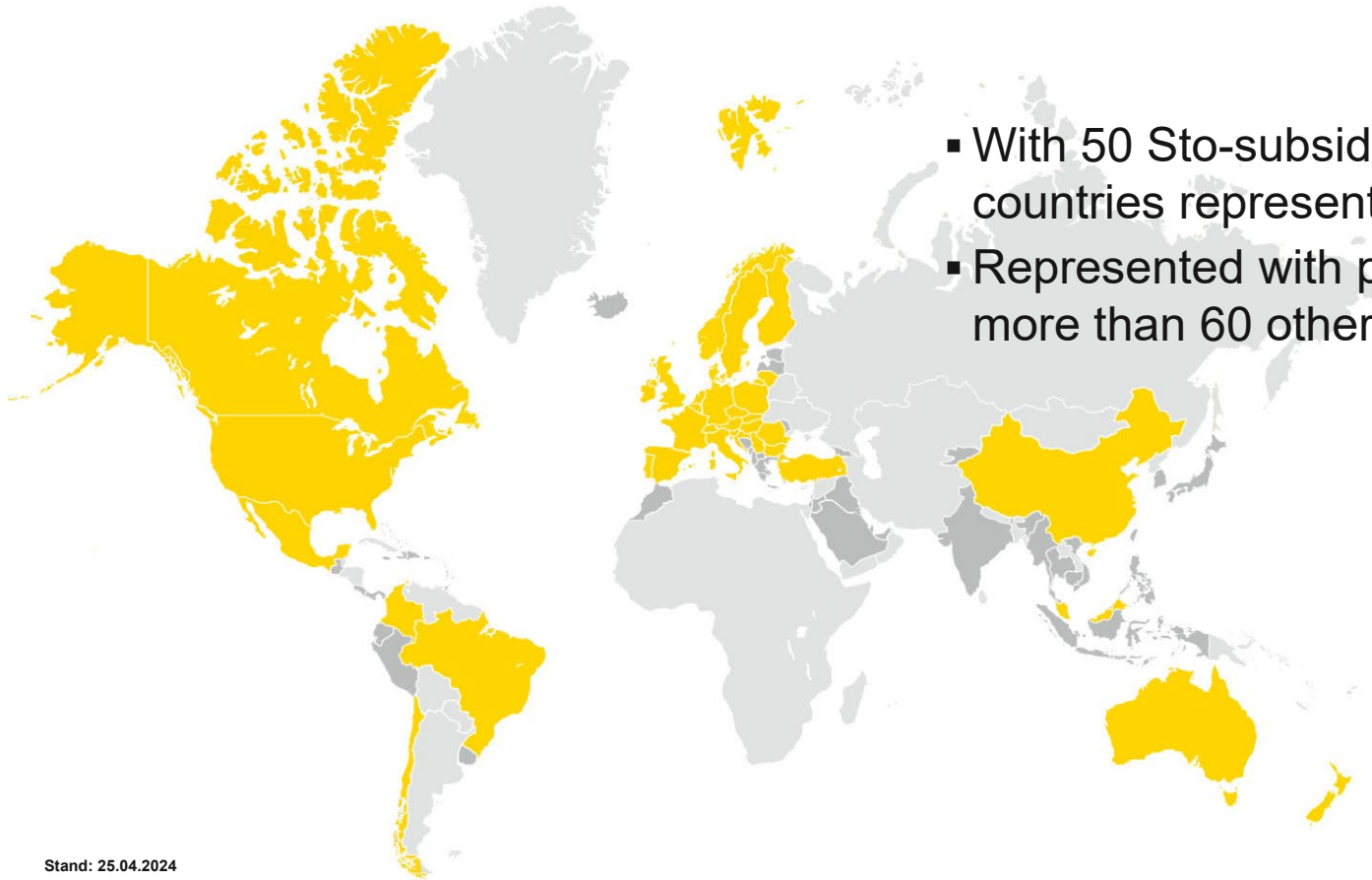
As at: 25.04.2024



10 Subsidiaries

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

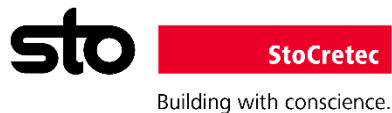
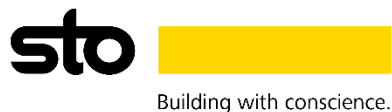


- With 50 Sto-subsidaries in 37 countries represented
- Represented with partners in more than 60 other countries

The Sto Group at a glance

Sto Group

Company brand



Mixed brand presence



Individual/family brand

SUDWEST

Beissier

ströher.
Klinker. Keramik. Macher.

viacor.
— we protect values

Liaver
Expanded Glass Technologies

 **JONAS®**

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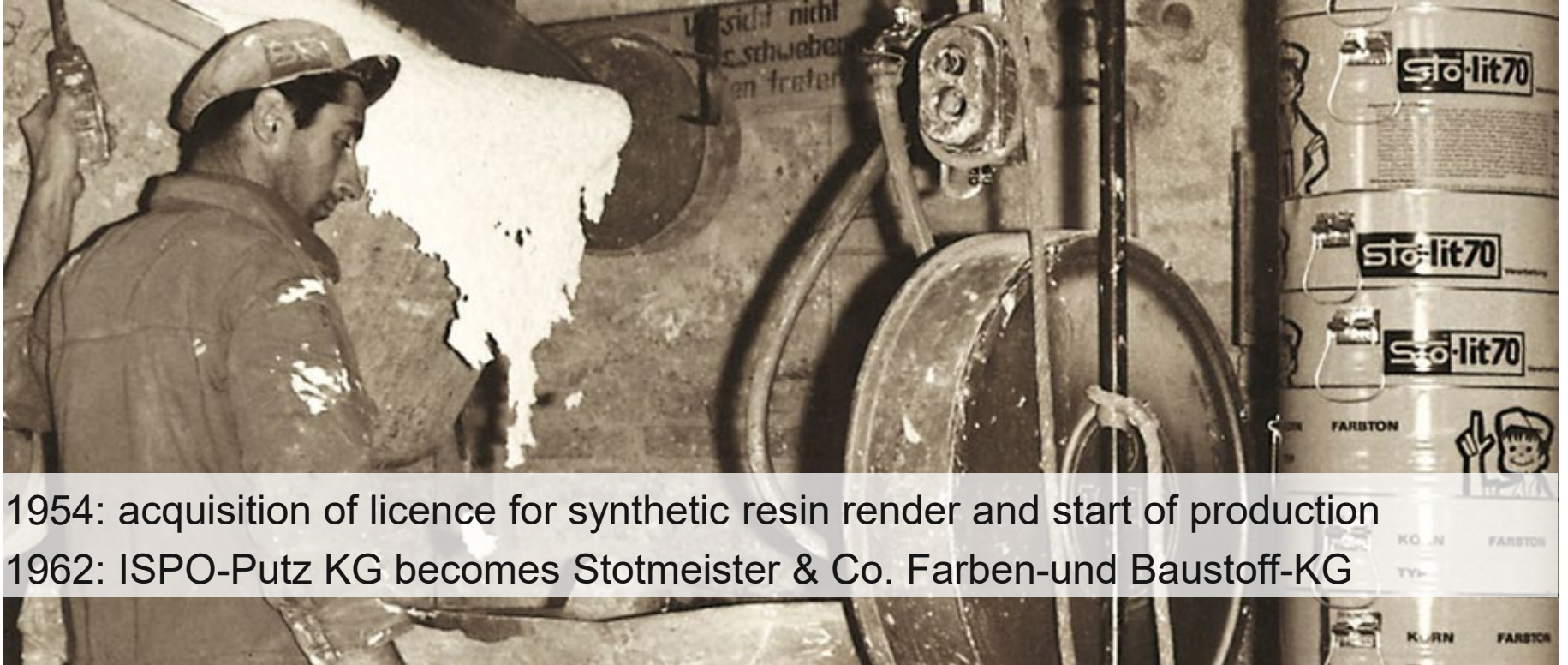
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The history of Sto



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

Executive Board of STO Management SE



Rainer Hüttenberger

Chief Executive Officer

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

Michael Keller

Deputy Chief Executive Officer

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

Désirée Konrad

Executive Board

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

Jan Nissen

Executive Board

Process Engineering, Innovation, Materials Management, and Logistics



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



Thermal insulation equals climate protection:our products.

Sto has been selling facade insulation systems for over 50 years and supplied insulation for around **730 million m²** of facade surfaces from 1965 to 2023.

This equates to a saving of **440 million tonnes** of carbon dioxide for the Earth's atmosphere.

TRAINING AND FURTHER EDUCATION FOR TRADESPEOPLE AND ARCHITECTS



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.

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

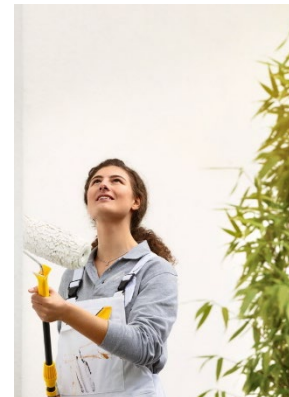
Climate targets set by politicians confirm Sto's path

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.

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

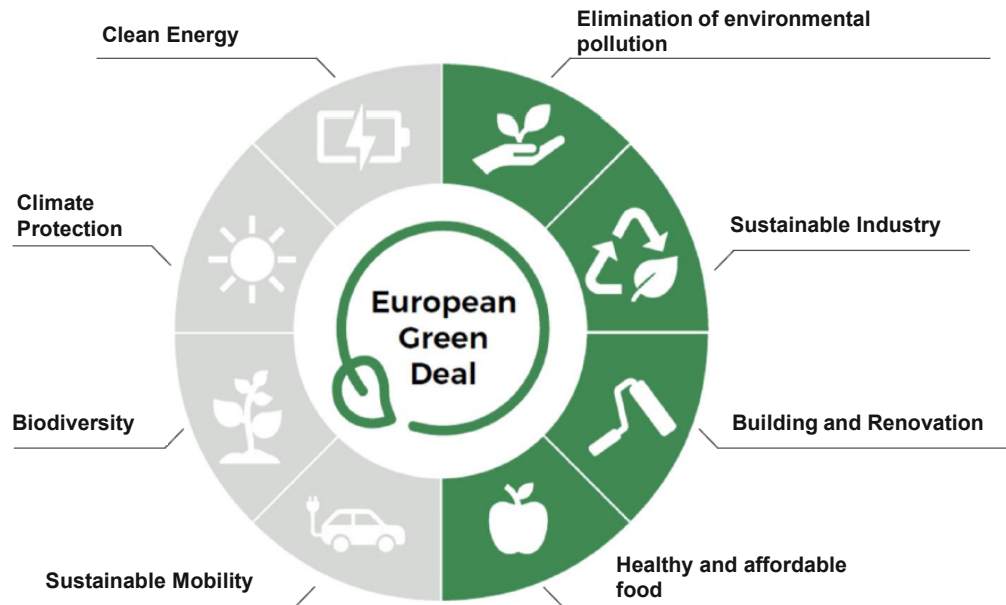
The European Green Deal is a **concept** presented by the European Commission with the **goal** of becoming **climate neutral** in the European Union by 2050.

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

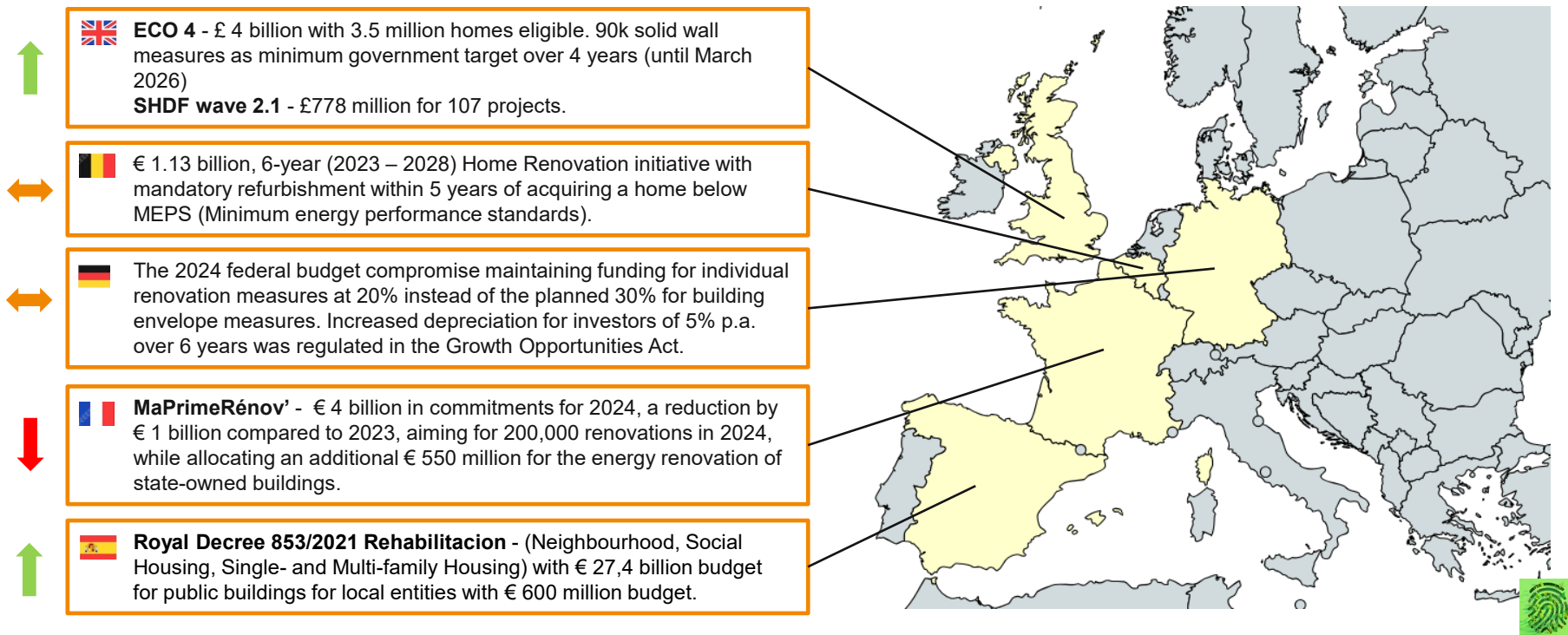
- Significant increase in the annual renovation rate (renovation wave)
- EU budget with financial resources for Climate Protection
- Additional funding at country level

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

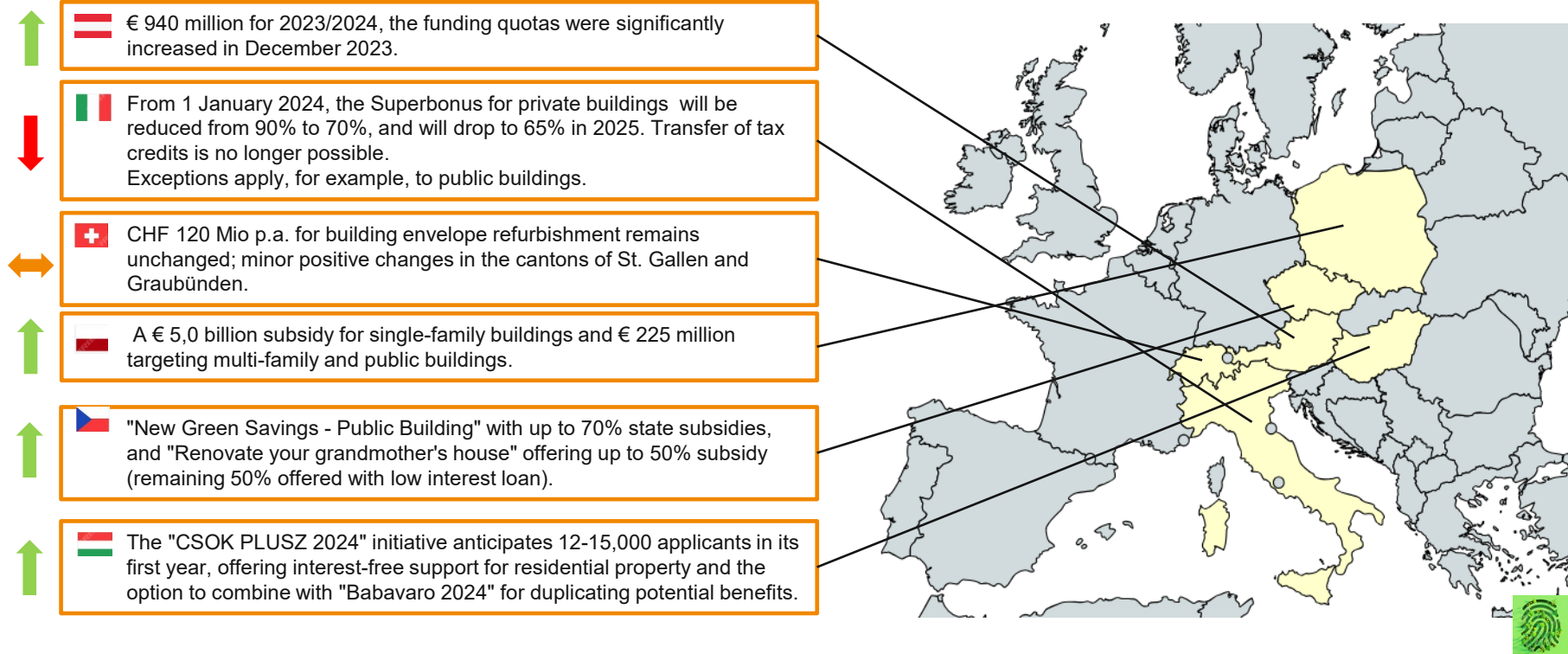
- EU Chemicals Strategy
- Circular economy
- Bio-based building materials



The landscape of subsidy schemes in Europe (1/2)



The landscape of subsidy schemes in Europe (2/2)



Strategy

Overview of the strategy's target dimensions

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

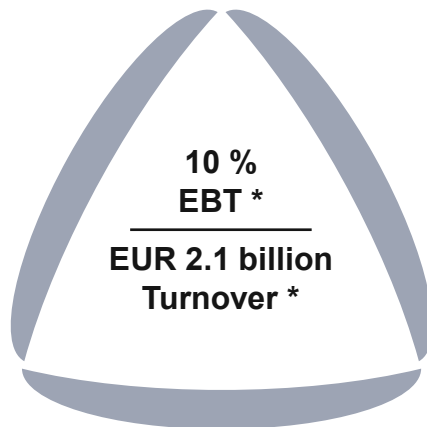
Dedicated employees

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

Medium-term targets and profit initiatives

Growth initiatives

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



Core expertise initiatives

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

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

* The previous medium-term target has been adjusted: for the 2025 financial year, the Sto Group is now aiming for a turnover of around EUR 1.9 billion and a return on sales in relation to EBT in a range of 7.6 % to 9.2 %. The medium-term target for 2027 is consolidated turnover of EUR 2.1 billion and a return on sales in relation to EBT of 10 %.

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.



Strategy

Our sustainability strategy at a glance

Our vision

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

Our mission: Building with conscience



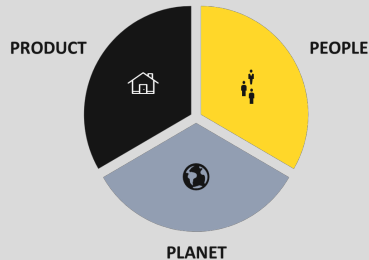
Sustainability

Function

Aesthetic appeal

Service

Holistic approach



Key areas of focus

Climate protection



Environmental protection



Recycling economy



Health and well-being



Transparency and social responsibility

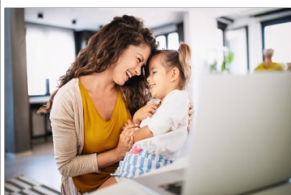


Employees

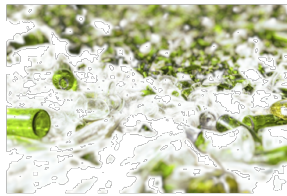


Objectives

Our company-related core targets for the Sto Group by 2025

Climate protection	Environmental protection	Circular economy	Health & well-being	Transparency & social responsibility	Employees
					
▪ Continuous reduction of the CO₂ footprint ▪ Climate-neutral production from 2040 (without offsetting measures) ▪ CO₂ balance sheets for all Sto companies (by 2024) ▪ Key investment decisions take CO₂ into consideration ▪ Introducing energy management systems (based on ISO 50001) in all countries with production facilities	▪ Reducing waste from our own production facilities - by 5 % per year relative to total tonnage ▪ ISO 14001-certified environmental management systems at all production sites by 2025 ▪ Certifying at least 50 % of all suppliers in accordance with ISO 14001 or EMAS	▪ Encouraging recycling and the avoidance of Waste ▪ Proactive and early implementation of forthcoming legislation relating to waste disposal	▪ The highest occupational safety and no serious injuries at our own production facilities ▪ Promoting the health of our employees through a variety of measures	▪ 100 % recognition / sign-off from all relevant suppliers of the Supplier Code of Conduct and risk assessment of these (Tier 1 and relevance) ▪ No convictions related to compliance	▪ Reconciling work and family life ▪ Diversity and equal opportunities ▪ 20 % of management positions filled by Women ▪ Equal pay for equal work ▪ Increasing spending on employee skills, training, knowledge transfer by 60 % (compared to 2019)

Our product-related core targets for the Sto Group by 2025

Climate protection	Environmental protection	Circular economy	Health & well-being	Transparency & social responsibility	Employees
					
▪ 75 % of all Sto products sold (measured by turnover) contribute to reducing CO2 in the construction sector ▪ Continuously determining and reducing the carbon footprint of our products	▪ Achieving 'zero landfill' by 2030 (in relation to packaging, product, and construction-site residues) ▪ Reducing hazardous materials and harmful substances in our products (by 5 % each year)	▪ Optimising the recyclability of our packaging, material residues, construction-site waste, and dismantled materials ▪ At least 20 % of our products are certified recyclable	▪ Emission tests for 100 % of our interior products ▪ Avoiding or reducing the use of substances harmful to health	▪ 100 % of our products have at least one eco-label (Environmental Product Declaration, Sustainability Data Sheet) ▪ Sourcing our raw materials from certified responsible sources	▪ Every employee is obliged to uphold our product and service quality standards ▪ Sto has a standardised quality policy that applies across the Group

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Key financial figures / Information about the Sto share

Sto at a glance

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Consolidated interim report from the Management Board within the first half of 2024

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2023 Annual report

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Information about the Sto share

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Sto - at a glance

Sto Group	2019	2020	2021	2022	2023	Changes in % 23/22
Turnover	1,398.2	1,433.0	1,590.5	1,787.4	1,718.0	-3.9
Germany	611.3	660.1	692.5	761.8	716.1	-6.0
Outside of Germany	786.9	772.9	898.0	1,025.6	1,001.9	-2.3
Investments (without: financial assets and IFRS 16)	35.3	41.7	41.9	47.4	46.6	-1.7
Depreciation/amortisation (without: financial assets and IFRS 16)	33.2	45.5	46.9	42.0	41.7	-0.7
EBITDA	138.2	186.5	192.5	194.5	192.3	-1.1
EBIT	85.9	120.8	124.5	129.7	126.5	-2.5
EBT	83.1	119.0	127.9	128.3	127.4	-0.7
Return on sales (EBT) (%)	5.9	8.3	8.0	7.2	7.4	
EAT	56.3	80.7	94.7	89.1	85.8	-3.7
Earnings per limited ordinary share (EUR)	9.03	12.54	14.40	14.00	13.37	-4.5
Earnings per limited preference share (EUR)	9.09	12.60	14.46	14.06	13.43	-4.5
Cash flow from operating activities	117.0	177.2	111.4	95.3	170.9	79.3
per share (EUR)	18.21	27.58	17.34	14.83	26.60	79.3
ROCE (%)*	14.0	19.7	18.9	17.3	17.1	
Total assets	896.1	973.8	1,084.7	1,097.7	1,164.8	6.1
Equity	486.5	531.4	610.0	685.1	729.3	6.5
in % of total assets	54.3	54.6	56.2	62.4	62.6	
Employees (year end)	5,533	5,545	5,697	5,735	5,783	0.8
of which in Germany	2,943	3,000	3,127	3,130	3,171	1.3
of which outside of Germany	2,590	2,545	2,570	2,605	2,612	0.3
Sto share						
Dividend per limited ordinary share (EUR)**	0.25/3.78	0.25/4.69	0.25/4.69	0.25/4.69	0.25/4.69	
Dividend per limited preference share (EUR)**	0.31/3.78	0.31/4.69	0.31/4.69	0.31/4.69	0.31/4.69	
Price-to-earnings ratio (31 Dec)	12.5	10.3	15.3	10.7	10.4	
Price-to-book ratio (31 Dec)	1.5	1.6	2.3	1.4	1.2	
(Figures in EUR million unless otherwise indicated)						

* ROCE = EBIT divided by average capital employed.
Capital employed = balance sheet values are determined on the basis of an arithmetic average of the respective reference date values at month end for the respective period. Capital employed = Intangible assets + Property, plant, and equipment + Rights of use + Inventories + Trade receivables ./. Trade payables
** 2023: 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.

Sto - at a glance

Group segment reporting as at 31 December 2023

Information on geographic segments by sales markets	Western Europe		Northern/Eastern Europe		America/Asia/Pacific		Reconciliation/consolidation booking entries		Group	
in EUR K	2023	2022	2023	2022	2023	2022	2023	2022	2023	2022
External revenues	1,348,385	1,405,267	164,758	177,833	204,884	204,286	0	0	1,718,027	1,787,386
Inter-segment revenues	50,454	56,525	2,651	2,634	0	1	–53,105	–59,160	0	0
Segment turnover	1,398,839	1,461,792	167,409	180,467	204,884	204,287	–53,105	–59,160	1,718,027	1,787,386
EBITDA	159,652	163,221	18,492	20,937	13,300	10,559	822	–208	192,266	194,509
Depreciation/amortisation	51,188	49,346	7,760	7,919	6,816	7,564	0	0	65,764	64,829
EBIT	108,464	113,875	10,732	13,018	6,484	2,995	822	–208	126,502	129,680
Interest income	10,069	1,950	1,153	392	2,132	747	–5,736	–1,453	7,618	1,636
Interest expenses	10,654	3,939	1,229	557	762	372	–5,736	–1,453	6,909	3,414
EBT	107,879	111,886	10,656	12,853	7,854	3,370	1,011	190	127,400	128,299
Segment assets	893,753	833,994	110,605	110,090	137,636	130,260	22,804	23,362	1,164,798	1,097,706
Investments	38,538	39,676	2,142	1,851	5,963	5,892	0	0	46,643	47,419
Employees as at the reference date	4,479	4,394	600	617	704	724	0	0	5,783	5,735

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Sto Group financial figures 01 – 03 2024

Highlights



341

EUR million Turnover

-6% vs. PY



6

EUR million Investments*

+7% vs. PY



5,804

Employees

+1% vs. PY



Increase in seasonally
typical Q1 deficit
compared to 2023

Sto Group financial figures 01 – 03 2024

Summary

- ✓ Consolidated turnover down by 5.9 % in the first quarter of 2024 compared to the same period of the previous year.
- ✓ Demand in Germany and outside of Germany curbed due to weather conditions and reluctance to invest in the building industry.
- ✓ Increase in seasonally typical Q1 deficit compared to 2023.
- ✓ Year-on-year, slight increase in number of Sto Group employees to 5,804 worldwide.
- ✓ Outlook for 2024 as a whole unchanged: turnover of EUR 1.79 billion and EBIT of between EUR 113 million and EUR 138 million expected in the Group.

Sto Group 01 – 03 2024 – Overview

Business performance influenced by weather conditions & general conditions

	01 Jan 2024 - 31 Mar 2024	01 Jan 2023 - 31 Mar 2023	Change in %
Turnover	340.5	361.8	-5.9
Germany	136.3	146.6	-7.0
Outside of Germany	204.2	215.2	-5.1
Turnover by segment			
Western Europe	268.2	288.0	-6.9
Northern/Eastern Europe	27.9	31.3	-10.9
America/Asia/Pacific	44.4	42.5	+4.5
Investments (without financial assets and IFRS 16)	6.4	6.0	+6.7
Employees (at end of quarter)	5,804	5,771	+0.6
Germany	3,148	3,125	+0.7
Outside of Germany	2,656	2,646	+0.4

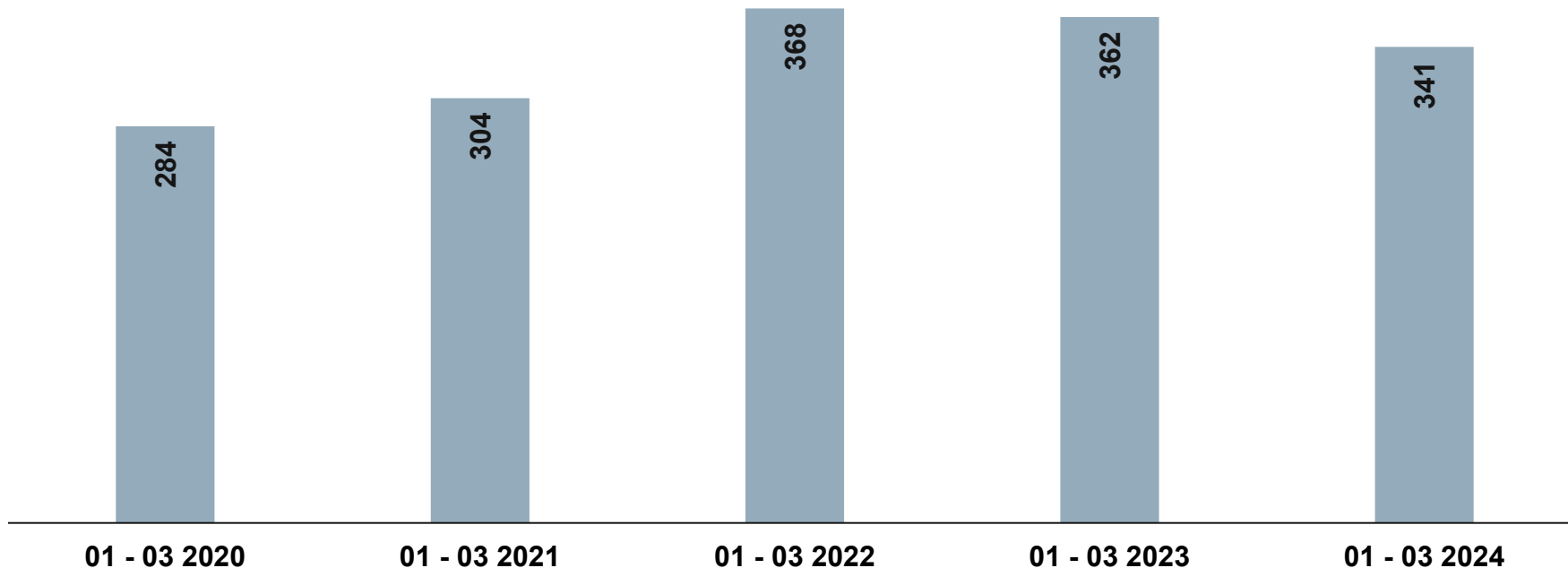
(Figures in EUR million unless otherwise indicated)

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 2024: Group turnover below previous year a. o. weather-related

in EUR
million



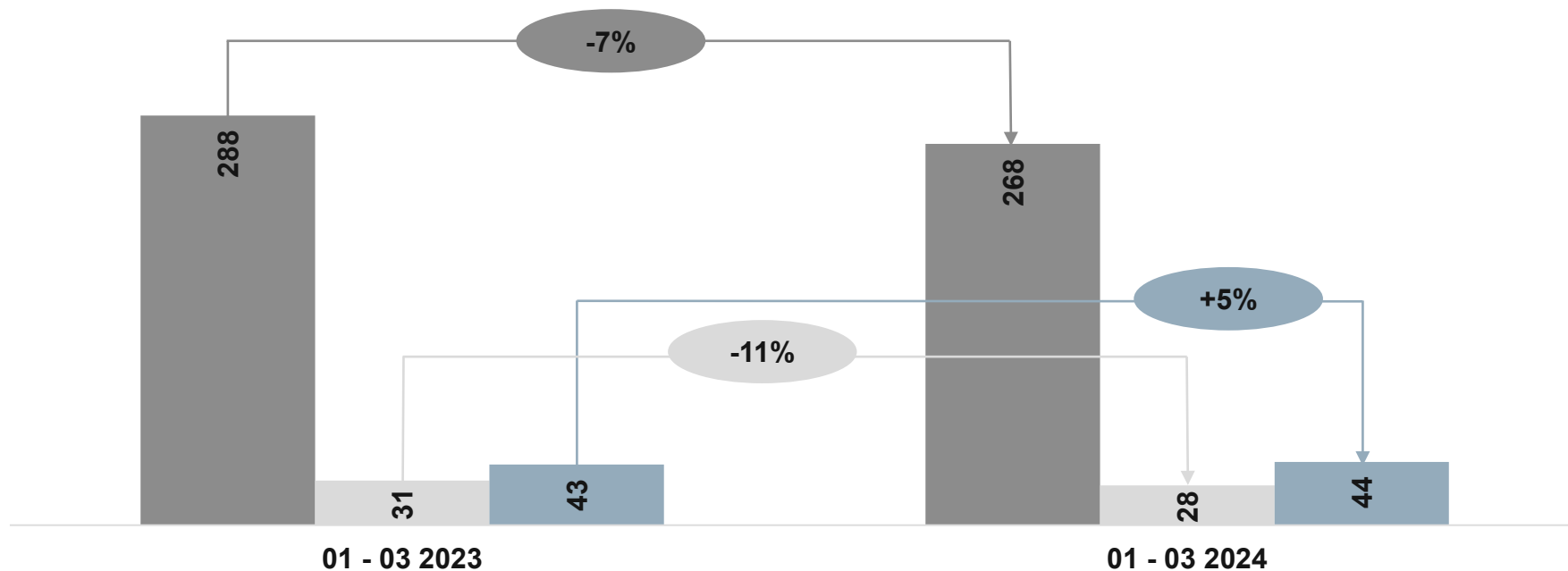
Information acc. to IFRS.

Sto Group turnover

01 – 03 2024: Group segment reporting

in EUR
million

■ Western Europe ■ Northern/ Eastern Europe ■ America/Asia/Pacific



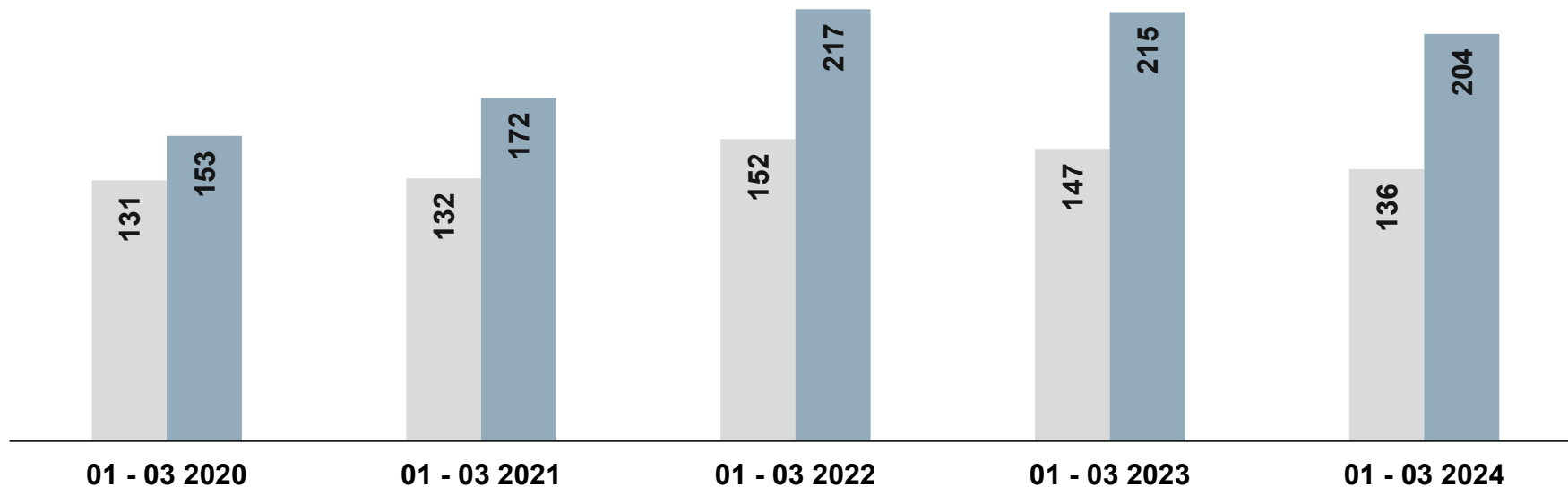
Information acc. to IFRS.

Sto Group turnover

01 – 03 2024: Germany -7 %; Outside Germany -5 %

in EUR
million

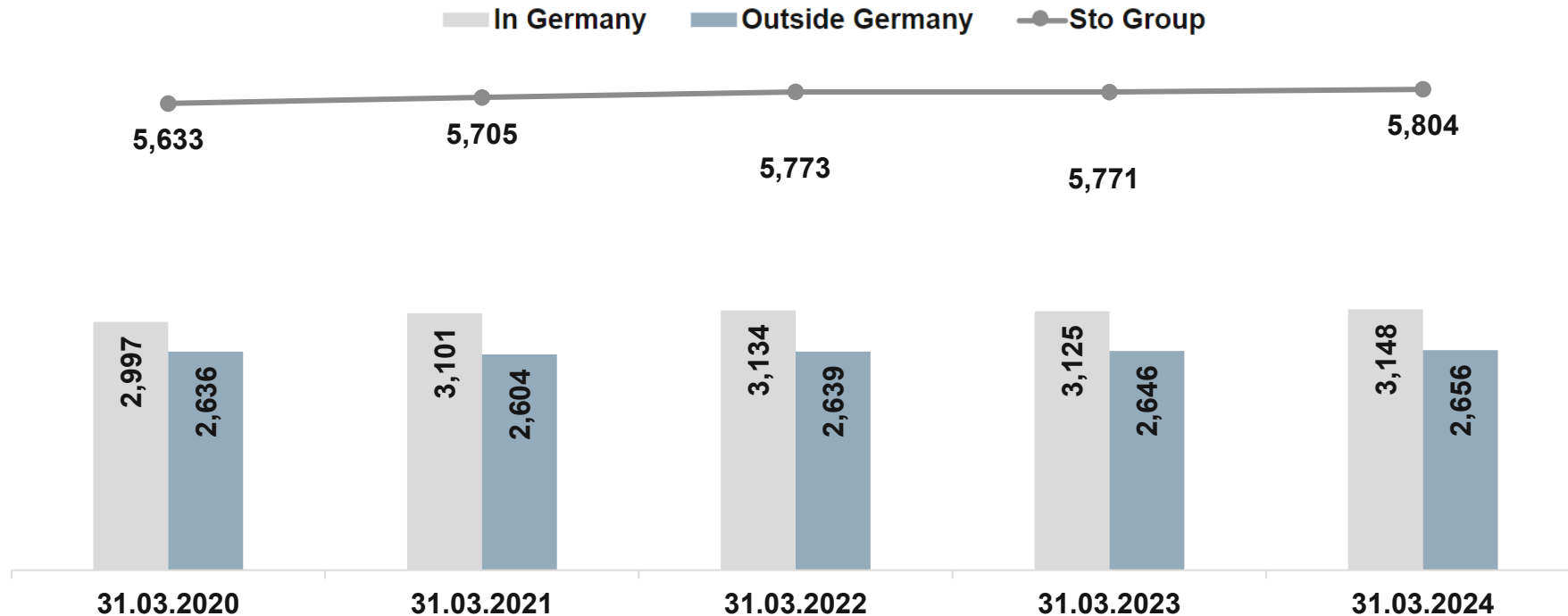
■ In Germany ■ Outside Germany



Information acc. to IFRS.

Sto Group employees

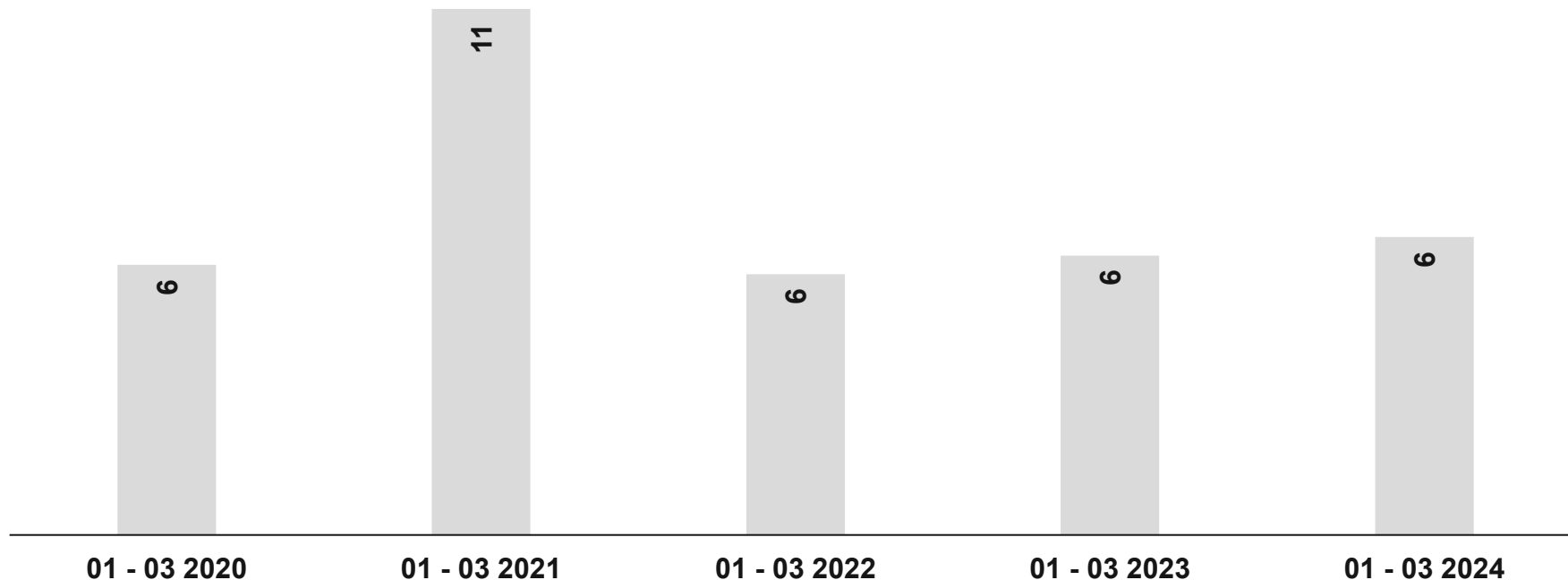
01 – 03 2024: Year-on-year, slight increase in number of employees



Sto Group investments

01 – 03 2024: 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

Sto at a glance

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Consolidated interim report from the Management Board within the first half of 2024

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2023 Annual report

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Information about the Sto share

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Sto Group 2023

Forecasted turnover and earnings targets achieved



About the title image

The library building of the Karl Franzens University of Graz was extended in several construction stages. A two-storey, modern structure, which towers over the forecourt in a sweeping gesture, complements the historic ensemble of buildings. The architectural firm Atelier Thomas Pucher designed its highly energy-efficient envelope with a rainscreen cladding façade (StoVentec) with modelled render surfaces (StoMiral MP) and glass panels (StoVentec Glass). The underside of the cantilever was designed by Viennese artist Anna Artake with a sgraffito showing an enlarged copperplate engraving of a 17th century book illustration. Photo: Christian Schellander, AT

Sto Group financial figures 2023

Highlights



1,718

EUR million Turnover

-4% vs. PY



47

EUR million Investments*

-2% vs. PY



5,783

Employees

+1% vs. PY



127

EUR million EBT

-1% vs. PY

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

Sto Group financial figures 2023

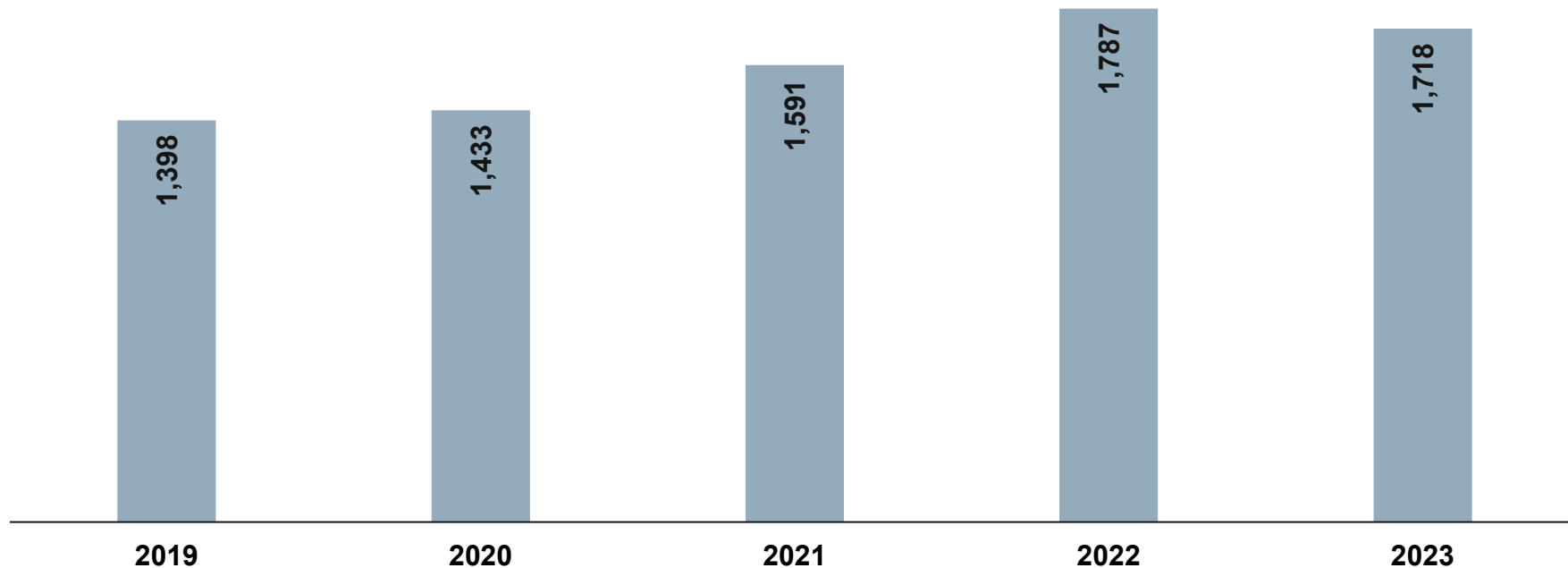
Summary

- ✓ The Sto Group achieves forecast turnover and earnings targets for 2023 in a difficult market environment.
- ✓ Decline in consolidated turnover of 3.9 % to EUR 1,718.0 million primarily due to negative weather conditions and increasing uncertainty among investors.
- ✓ Gross profit margin improves from 50.7 % to 53.9 %.
- ✓ Group EBIT decreases by 2.5 % to EUR 126.5 million and EBT by 0.7 % to EUR 127.4 million.
- ✓ Increase in EBT return on sales from 7.2 % to 7.4 %.
- ✓ Cash flow from operating activities amounts to EUR 170.9 million (previous year: EUR 95.3 million).
- ✓ Group workforce increases slightly by 48 to 5,783 employees as at the reference date.
- ✓ Outlook for 2024: Sto expects a Group turnover of EUR 1.79 billion and EBIT of between EUR 113 million and EUR 138 million.

Sto Group turnover

Forecasted turnover targets achieved in a difficult market environment

in EUR
million



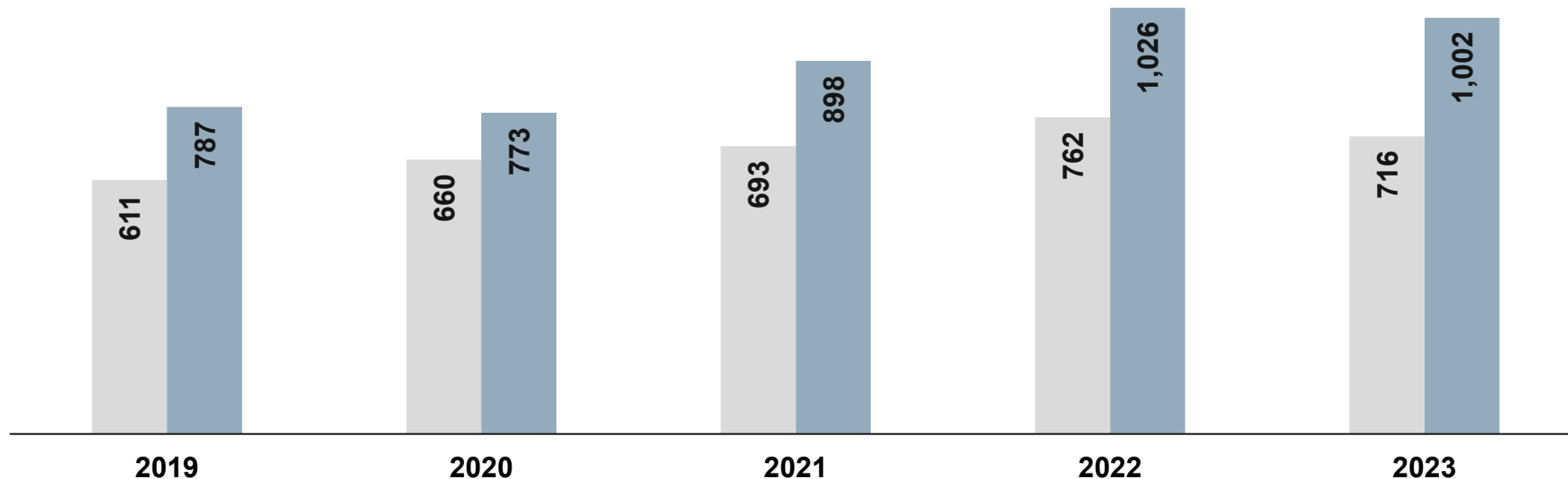
Information in accordance to IFRS.

Sto Group turnover

Share of turnover generated outside of Germany increased from 57.4 % to 58.3 %

in EUR
million

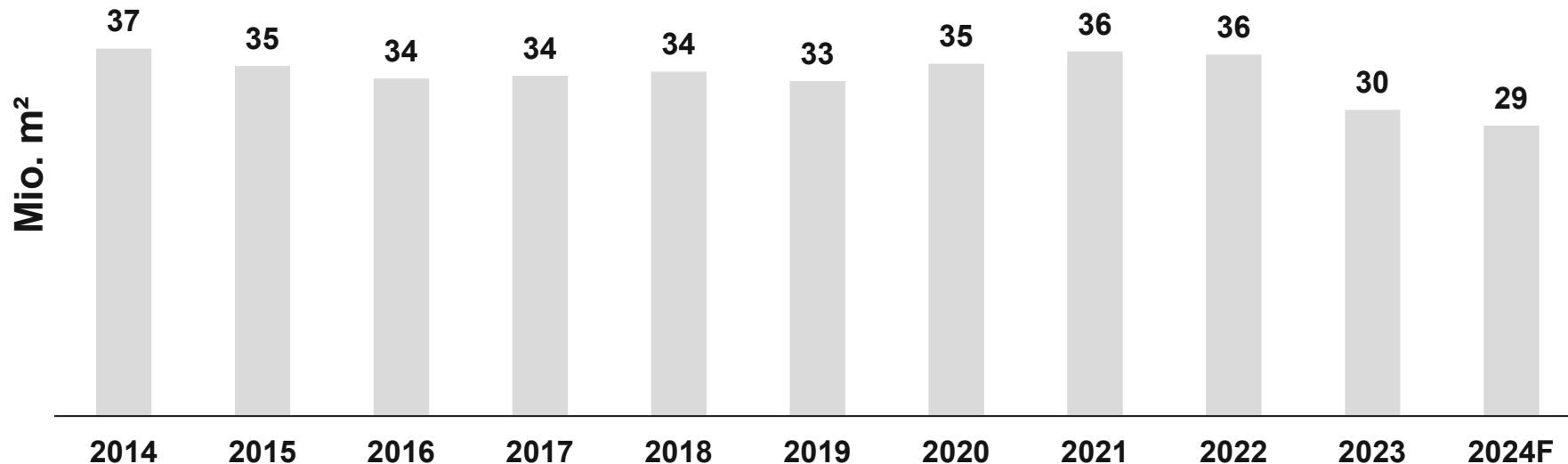
■ In Germany ■ Outside Germany



Information in accordance to IFRS.

Development of EWIS market in Germany

Market volume in 2023 on lowest level since 2014 | Cautious outlook



Source: B+L Marktdaten GmbH: Quarterly Report Q4 2023 ETICS.

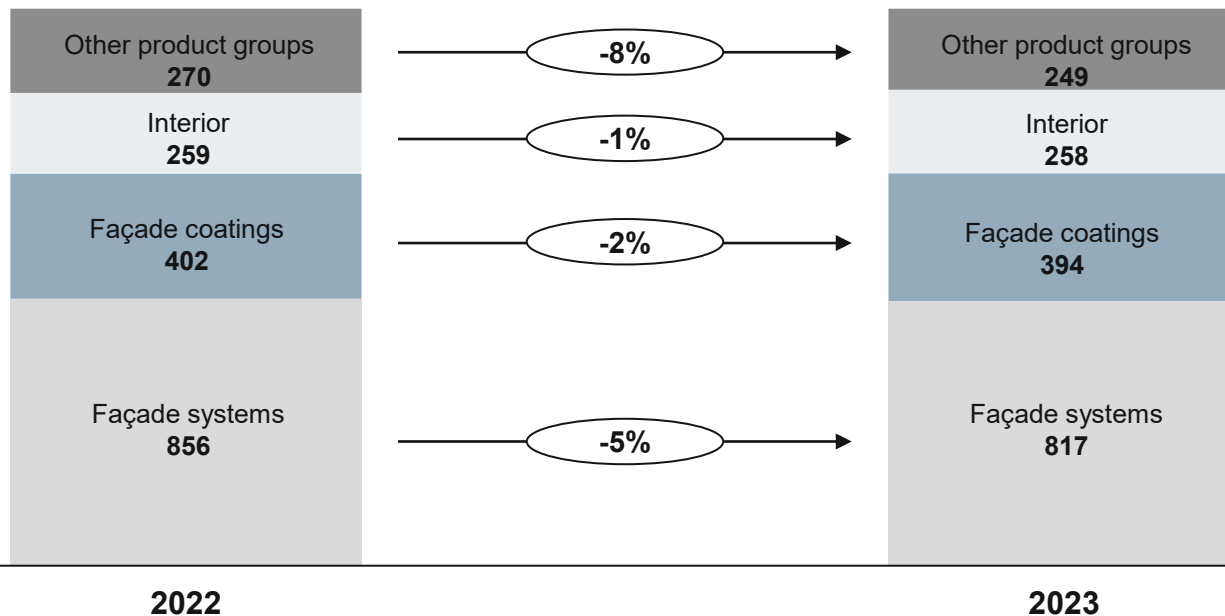
B+L Marktdaten GmbH retroactively updated by B+L.

Sto Group turnover

Facade systems still product group with largest share of total Group volume

in EUR
million

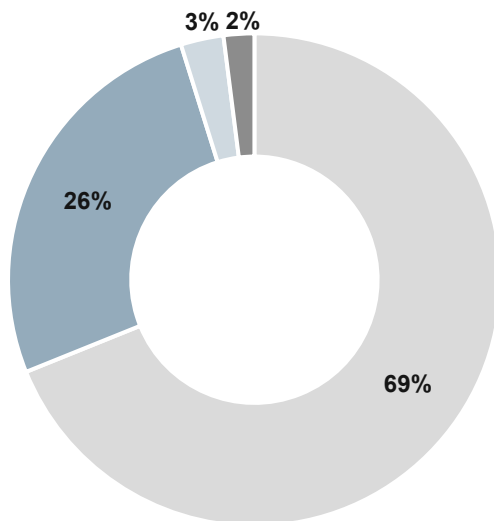
■ Facade systems ■ facade coatings ■ interior products ■ other product groups



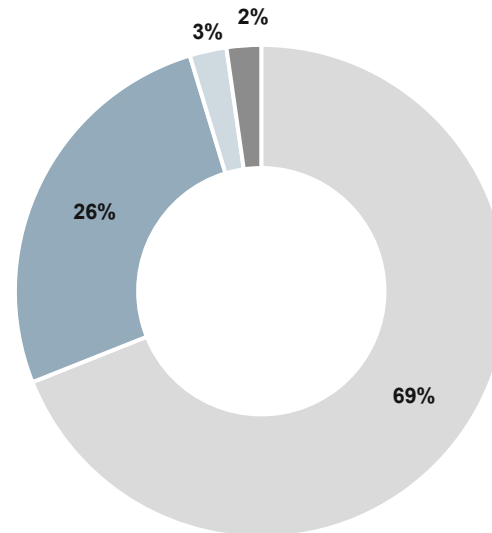
Information in accordance to IFRS.

Sto Group shares of insulation board sales*

as at 12/2022



as at 12/2023



■ 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



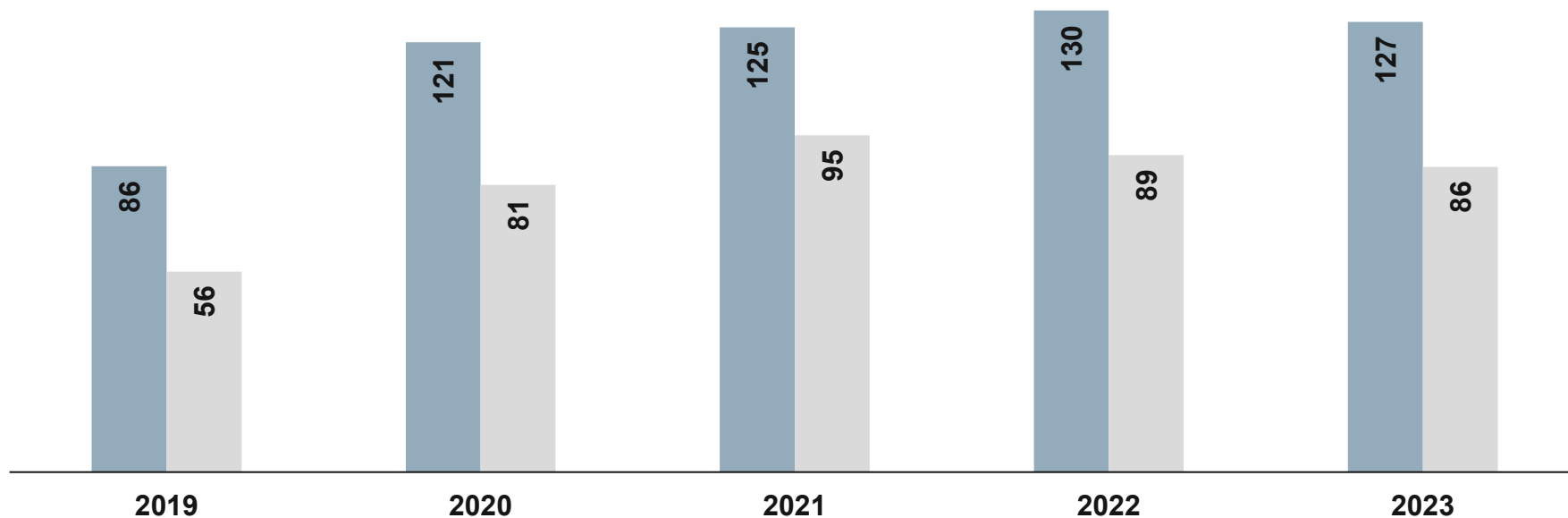
*Sales basis in m².

EBIT & EAT Sto Group

Forecasted earnings targets achieved in a difficult market environment

in EUR
million

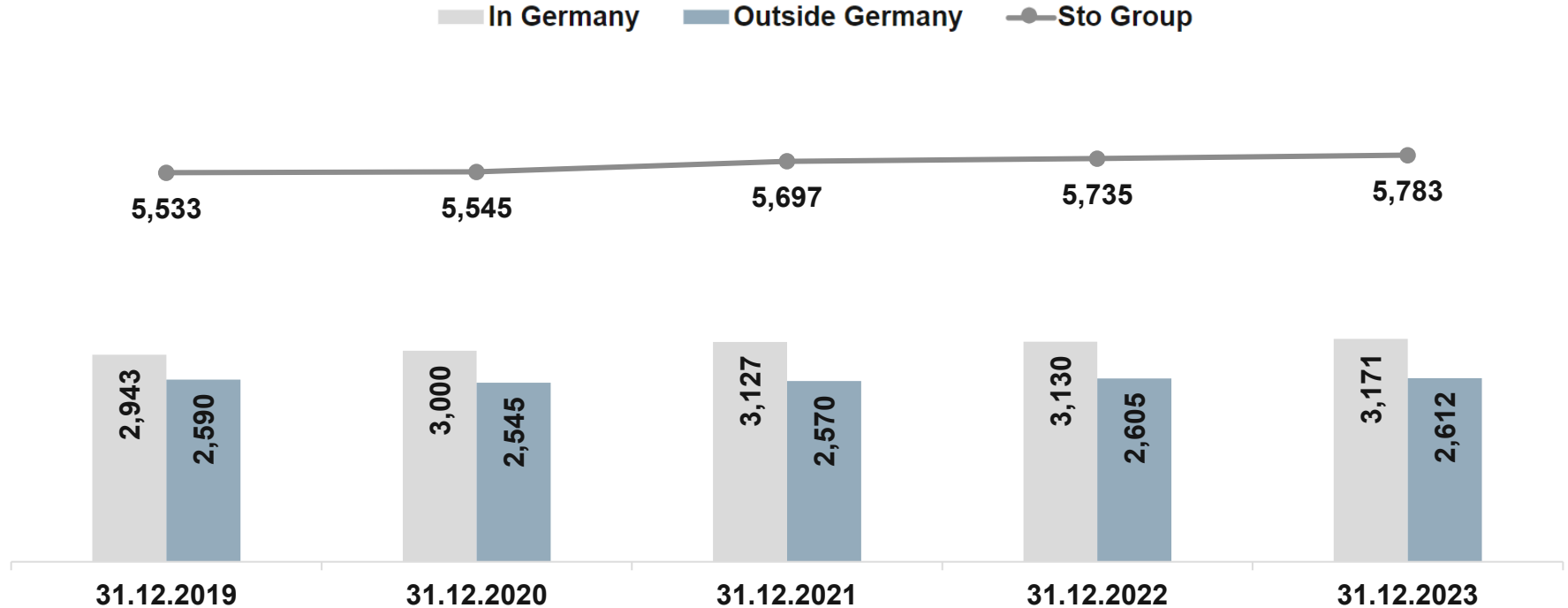
■ EBIT ■ EAT



Information in accordance to IFRS.

Sto Group employees

Moderate increase in 2023

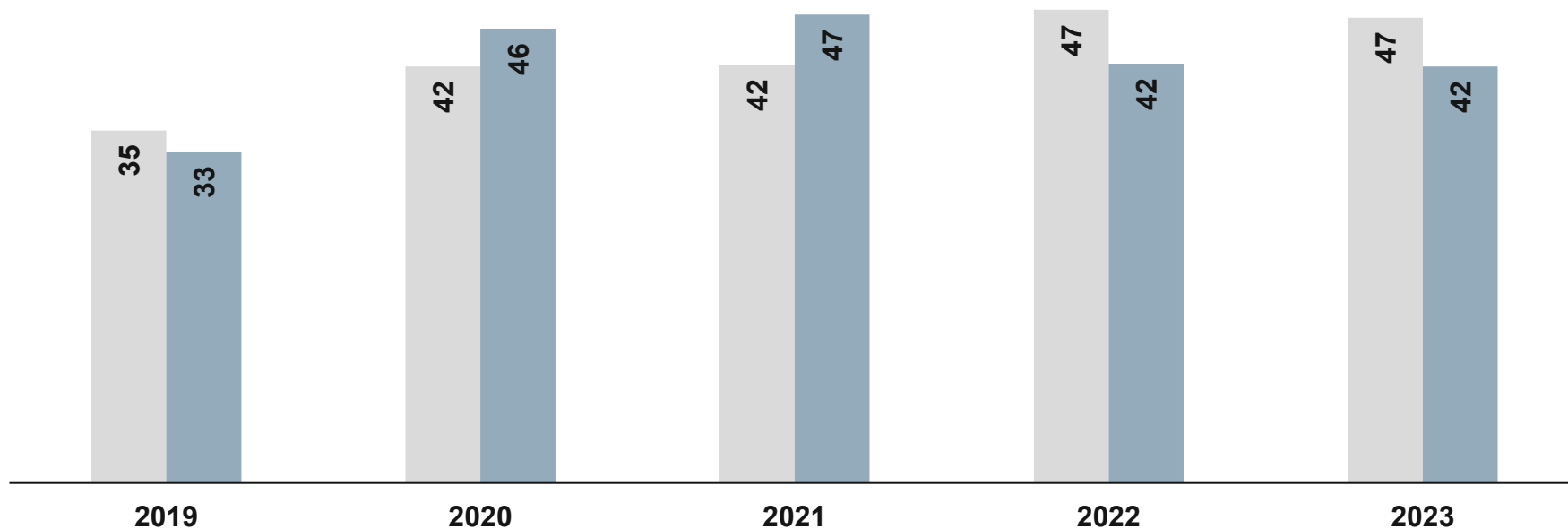


Sto Group investments and depreciation/ amortisation

Continual investments in further growth

in EUR
million

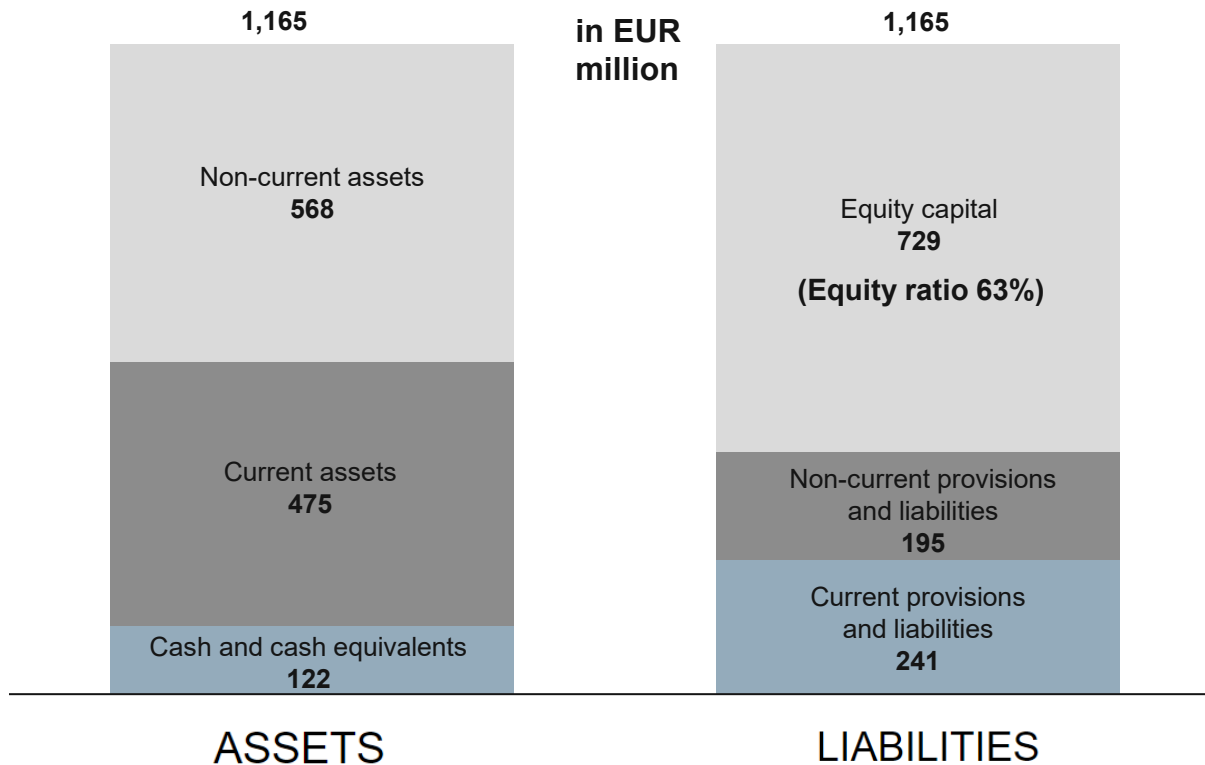
■ Investments ■ Depreciation/amortisation



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 31/12/2023, strong equity base

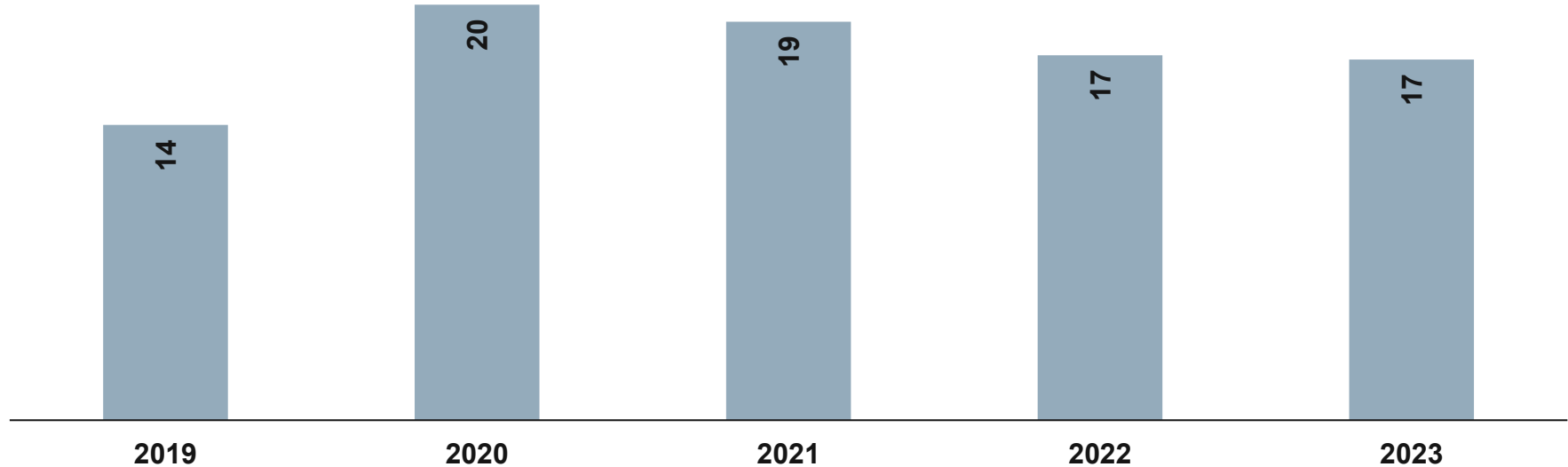


Information in accordance to IFRS.

ROCE Sto Group

ROCE in 2023 within the expected range

in %



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

Sto at a glance

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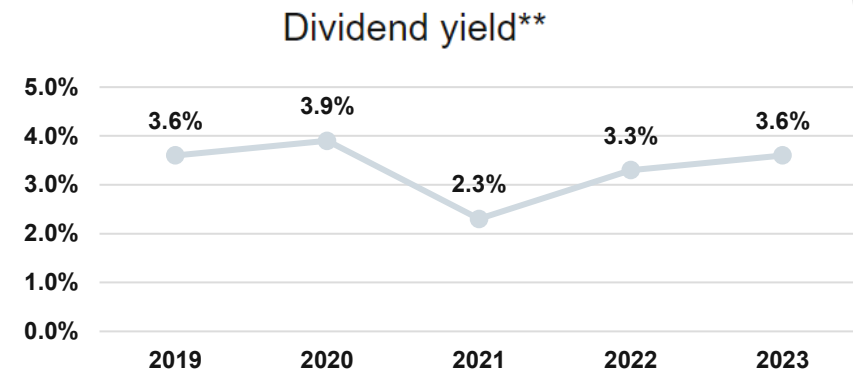
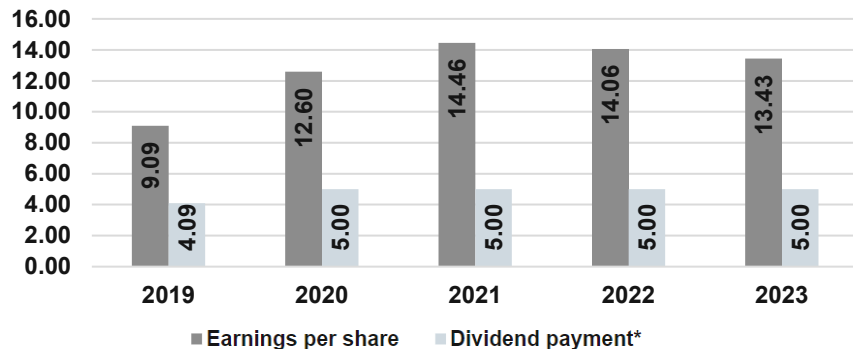
2023 Annual report

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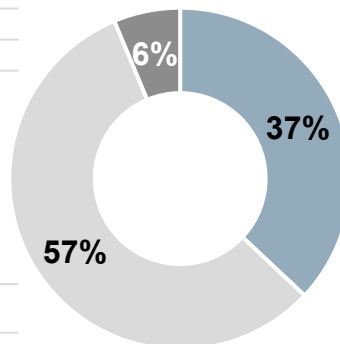
Information about the Sto share

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Shareholder structure and dividend information



Shareholder structure



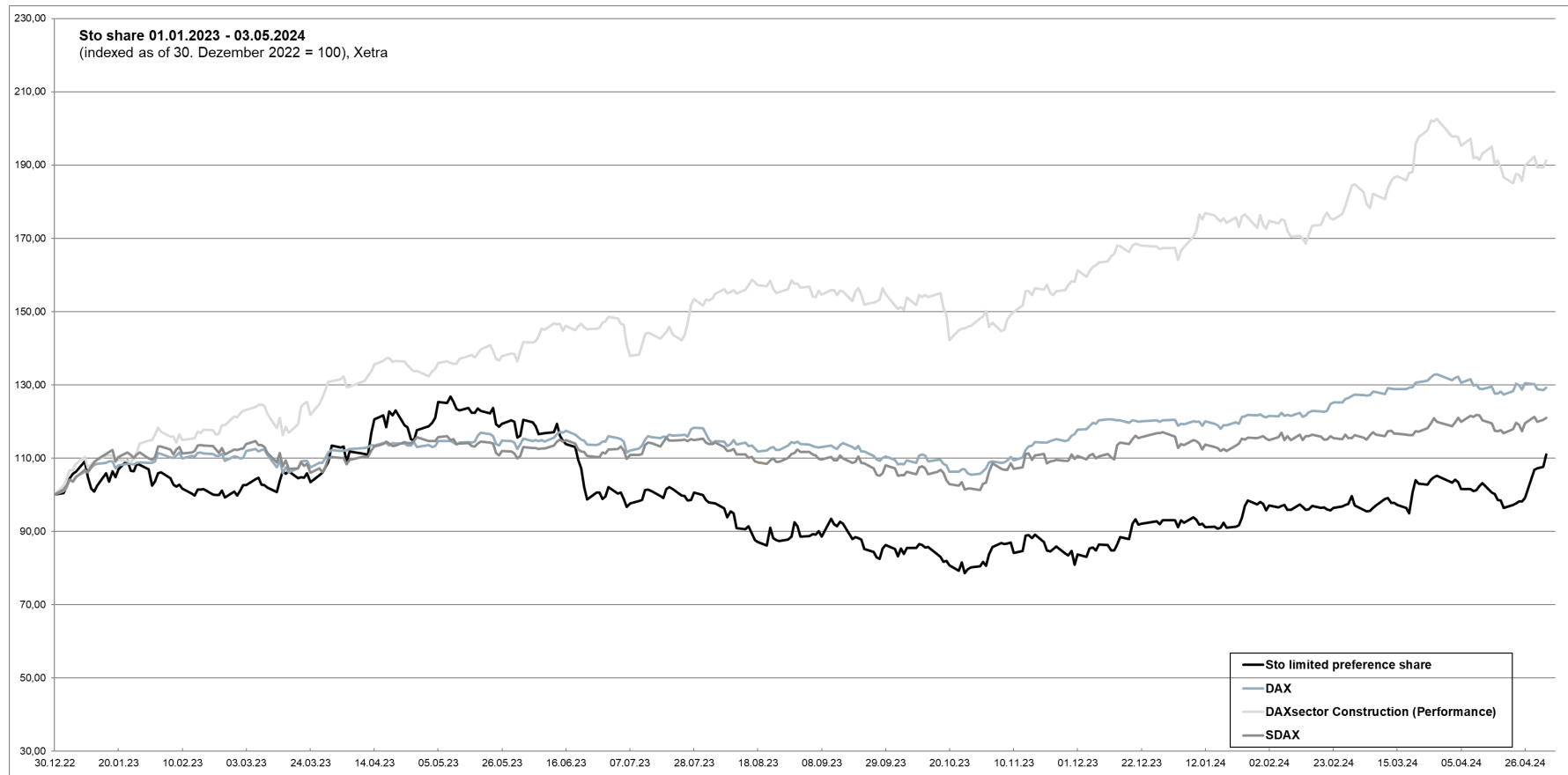
Sto limited preference share data

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; 2023: dividend proposal.

Sto share - Share price trend



1

Business
model

2

General
conditions &
strategy

3

Key financial
figures /
Information
about the Sto
share

4

Forecast and
outlook

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 and risks

Significant opportunities

- ✓ Sto products and systems improve the energy efficiency of buildings and thus contribute to climate protection
- ✓ Green Deal
- ✓ Reformation of European Energy Performance of Buildings Directive (EPBD)
- ✓ Government support programmes
- ✓ Need for energy-efficient refurbishment of buildings
- ✓ Sto products increase the value retention of buildings
- ✓ Lack of living space
- ✓ Economic cycle

Significant risks

Risk area	Risk class	Development
Sales risks, overall economic and industry-specific risks	1	→
Dependence on weather conditions	1	→
Risks in procuring raw materials, bought-in products, and energy	2	↓
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	→
Tax-related risks	3	→

Material risks according to the Annual Report 2023, from page 39 onwards.

	2024*
Turnover	EUR 1.79 billion
EBIT	EUR 113 - 138 million
EBT	EUR 113 - 138 million
Return on Sales (EBT)	6.3 - 7.8 %
ROCE	14.5 - 17.8 %

* In each case without factoring in the impact of an escalation of the Russia-Ukraine and Middle East conflicts.

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 2024 fiscal year. The risks and opportunities for 2024 fiscal year are described in detail in the Management report of the Annual Report 2023.

Objectives for 2025 and 2027

- ✓ The previous medium-term target has been adjusted: for the 2025 financial year, the Sto Group is now aiming for a turnover of around EUR 1.9 billion and a return on sales in relation to EBT in a range of 7.6 % to 9.2 %.

The medium-term target for 2027 is consolidated turnover of EUR 2.1 billion and a return on sales in relation to EBT of 10 %.

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Investor Relations

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Thank you for your interest!

Sto SE & Co. KGaA

08/05/2024

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

