

**Preliminary business figures:
STEICO closes 2017 with new
record-breaking revenues and
earnings**

Corporate News
5 February 2018

**• Strong fourth quarter with positive effects
from second laminated veneer lumber line**

Feldkirchen (Munich), 5 February 2018 - The STEICO Group (ISIN DE000A0LR936) has published its preliminary figures for 2017 and has continued its on-track growth with new record-breaking figures for revenues and earnings.

The Group recorded a substantial increase in earnings in the fourth quarter in particular.

Year-on-year comparison - 2017/2016

KPI	2017e	2016	Change
Revenues in € millions	approx. 230.3	208.9	+10.2%
EBITDA in € millions	approx. 37.7	33.2	+13.6%
EBIT in € millions	approx. 21.8	18.3	+19.1%
EBT in € millions	approx. 20.7	16.7	+24.0%

Quarterly comparison - Q4 2017/Q4 2016

KPI	Q4 2017e	Q4 2016	Change
Revenues in € millions	approx. 57.0	51.8	+10.0%
EBITDA in € millions	approx. 9.6	7.1	+35.2%
EBIT in € millions	approx. 5.4	3.6	+50.0%
EBT in € millions	approx. 5.2	2.8	+85.7%

Influencing factors in 2017

In 2017 STEICO benefited from the excellent circumstances in the construction industry on many European markets, which

lead to high capacity take-up for production equipment and the resulting economies of scale. Production lines for insulation materials and also the first production line for laminated veneer lumber (LVL) were operated at very high utilization levels.

The second production line for laminated veneer lumber was taken into operation in the fourth quarter of 2017, which meant that it was possible to increase the output for LVL significantly earlier than had been expected, which had a positive impact on earnings growth.

With regard to wood-fibre insulation materials, despite higher demand there continued to be intense competition and pressure on prices, which is being combated in particular with constant optimisation and increased efficiency.

Outlook

Management is also forecasting higher demand in 2018, coupled with continued growth for the company.

The first LVL line went into operation in 2016. This mostly impacted earnings as the company then replaced bought-in goods with its own production (with only a minor impact on revenues). Management believes that the second LVL line will have a positive impact on both revenues and earnings.

With regard to environmentally-friendly insulation material, the company's management plans to build up additional production capacity to ensure that the company is well equipped to meet the anticipated growth.

In total the company's management thus believes that revenues in 2018 will be up by around 15% with similar or slightly improved earnings ratios compared to 2017.

The corporate news can be downloaded from
www.steico.com/ir.

Company profile

STEICO develops, produces and markets ecological construction products made of renewable raw materials. STEICO is the European market leader in the wood-fibre insulation materials segment.

STEICO is positioned as a system provider for ecological residential construction and is the only manufacturer in the industry to offer an integrated wooden construction system in which insulation material and construction components supplement each other. These include flexible wood fiber insulation materials, stable wood fiber insulation boards, wood fiber insulation boards for facade insulation (WDVS) and also bracing insulation boards. The construction elements comprise I-joists and laminated veneer lumber. In addition, the STEICO group also produces natural fiberboard and operates in the wood trade.

The Munich-based company's products are used in new construction and when renovating roofs, walls, ceilings, floors and facades.

STEICO's products allow the construction of future-proof, healthy buildings with a particularly high quality of living. STEICO's products offer reliable protection against cold, heat and also noise, and they permanently improve the building's energy efficiency.

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