

STEICO SE FACT SHEET

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 and stable wood fiber insulation panels, composite thermal insulation systems, insulation panels with a reinforcing effect, as well as cavity wall insulation made of wood fibers and cellulose.

The construction elements comprise I-joists and laminated veneer lumber. In addition, the STEICO group also produces 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 and a healthy atmosphere. STEICO's products offer reliable protection against cold, heat and also noise, and they permanently improve the building's energy efficiency.

MANAGING DIRECTORS

Mr. Udo Schramek (CEO)

Mr. Holger Jödecke (Production)

Mr. Uwe Klaus Lange (Investments)

Mr. Dr. David Meyer (Finance)

Mr. Milorad Rusmir (Timber trade)

Mr. Heiko Seibert (Sales)

KPIs / HISTORY

€ million	2018	2017	2016	2015
Sales	252.0	230.3	208.9	188.9
EBITDA	44.4	37.9	33.2	24.7
EBIT	24.6	22.0	18.3	12.2
Employees	ca. 1700	ca. 1550	ca. 1400	ca. 1200

MILESTONES (EXTRACT)

- Formed in 1986 as a wood trading company (GmbH)
- 2001: Conversion to form STEICO AG (non-listed)
- 2005: Acquisition of production company in Poland
- 2007: IPO (OTC / M:access)
- 2008: Acquisition of production facility Casteljaloux (France)
- 2011: Conversion to form STEICO SE
- 2016: Start of production for laminated veneer lumber
- 2017: 10% capital increase (from authorised capital)

MARKET ENVIRONMENT

- The niche market for natural insulation materials is growing faster than the market as a whole. **Shift in demand** from conventional to environmentally friendly insulation materials. STEICO is the European market leader for wood fibre insulation materials.
- STEICO is the only company to offer an **integrated wooden construction system**, with wooden support structures and environmentally friendly insulation materials mutually supplementing each other. As a result STEICO is benefiting from the ongoing trend for environmentally friendly construction products.
- STEICO's production lines are used to produce construction materials and also a range of attractive products for

INVESTMENT STORY

- **Leading system provider** for environmentally friendly construction products in a dynamic market environment.
- **Cost and performance leader** thanks to high-performance, integrated, cost-efficient production locations.
- **Excellent perspectives:** STEICO is one of the most innovative companies and has the most extensive product range in the industry.
- **Attractive market:** Increasing requirements for energy efficiency in the construction sector and a constantly growing market for wooden construction.

Investor Relations Kontakt

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