

# STEICO SE

## Interim Report Q3 2016 | Summary

The Green Shares

# Q3 2016

- Profitable growth continues



Natural building products for healthier living

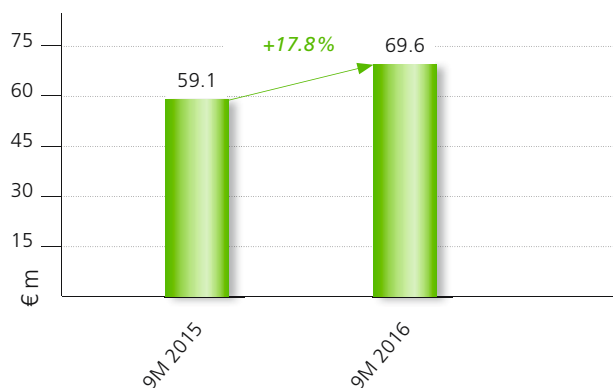
# Overview

## Profitable growth continues

Revenue growth in € millions



Gross earnings growth in € millions



EBITDA growth in € millions



EBIT growth in € millions



EBT growth in € millions



Growth in profit for the period in € millions



### ADDITIONAL KPIs

	9M 2016	9M 2015
1. Total operating revenue in € millions	€ 157.6 m	€ 139.7 m
2. EBITDA margin as a percentage of total operating revenue	16.6 %	13.4 %
3. EBIT margin as a percentage of total operating revenue	9.3 %	6.7 %
4. Equity ratio (30. September 2016 / *30. June 2016)	47.9 %	47.5 %*

Percentage increases calculated based on rounded figures.

The growth of the first six months continued in the third quarter. The STEICO Group once again enjoyed a record-breaking quarter in Q3 with revenues of € 55.8 million. Revenues in the first nine months were up 10.2% year-on-year, from € 142.6 million to € 157.1 million.

Earnings also increased still further. EBITDA in the first nine months improved by 39.6% to € 26.1 million (previous year: € 18.7 million). 9-month EBIT totaled € 14.7 million, up by 56.4% (previous year: € 9.4 million). Net income for the period grew by 34.8% to € 9.3 million (previous year: € 6.9 million). STEICO is continuing to benefit from the high demand for ecological insulation materials, construction products and special products.

However, the „Brexit“ vote caused the pound to devalue still further in the third quarter, thus having an indirect impact on the pace of growth in the United Kingdom. Management is combating this development with increased exchange rate hedging.

The company's management is continuing to forecast revenue growth in the upper single-digit percentage range. In terms of EBIT, above average growth in the significant double-digit percentage range is forecast.

#### Company profile

STEICO develops, produces and markets ecological construction products made of renewable raw materials. STEICO is the global market leader for wood fiber insulation materials.

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.

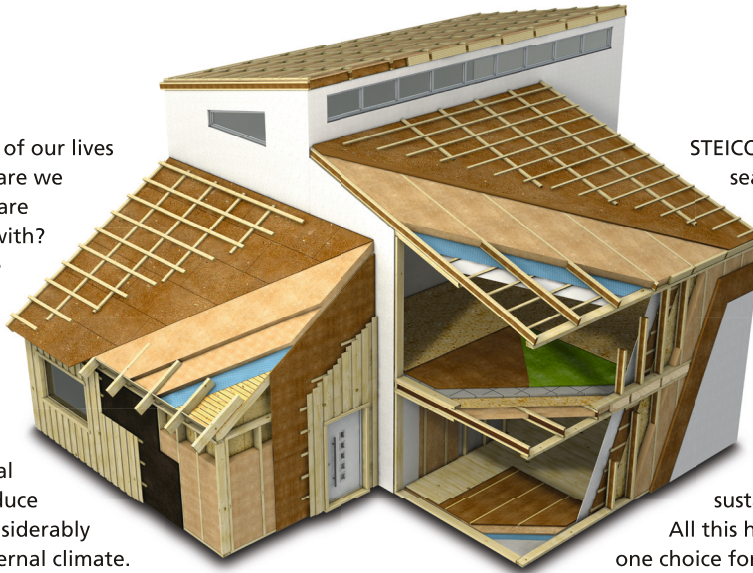
The construction elements comprise I-joists and laminated veneer lumber. In addition, the STEICO group also produces fiberboard and operates in the wood trade. The Munich-based company's products are used in new construction and when renovating roofs, walls, ceilings, floors and facades. STEICO's products 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.

#### Disclaimer

This document is an abbreviated version of the German original document. The translation has been prepared with utmost care. However, only the German original document is binding.

We spend approx. 80 % of our lives in enclosed rooms. But are we always aware what we are surrounding ourselves with? STEICO has set itself the target of developing building products which consider the needs of both man and nature. Our products are therefore produced using sustainable natural materials. They help reduce energy use and add considerably to a natural healthy internal climate.



STEICO products carry the natureplus™ seal of approval, which is a sign of High Quality, Healthy and Functional Building products. natureplus™ ensures that products are produced from sustainable raw materials, use minimum energy and have low emissions during their manufacture, and also help fix CO<sub>2</sub>. FSC® certification also ensures a traceable and fully sustainable usage of raw materials. All this helps make STEICO the number one choice for sustainable building solutions.

## Natural Insulation and Construction systems for new builds and renovations – Roof, Ceiling, Wall and Floor



Renewable raw materials without harmful additives



Excellent heat insulation in winter



Excellent summer heat protection



Energy Saving and increased property worth



Weather tight and breathable



Excellent Fire Protection



Excellent sound protection



Environmentally friendly and recyclable



Light and easy to handle



Insulation for healthy living



Strong quality control



Compatible insulation and structural building systems



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