

STEICO SE: Stable growth and sustainable profitability

Corporate News
16 October 2017

• Interim report on Q3 2017 proves growth trend

Feldkirchen (Munich), 16 October 2017 – The STEICO Group (ISIN DE000A0LR936) published its interim report on Q3 2017 today.

9-month growth

KPI	9M 2017	9M 2016
Revenue	173.3 € m	157.1 € m
Total operating revenue	172.3 € m	157.6 € m
EBITDA	28.1 € m	26.0 € m
EBITDA margin as a percentage of total operating revenue	16.3 %	16.5 %
EBIT	15.5 € m	13.8 € m
EBIT margin as a percentage of total operating revenue	9.5 %	9.3 %
Net income for the period	10.5 € m	9.2 € m
Equity ratio in % (30.09.17/30.06.17)	48.3 %	43.4 %

The positive growth in the first six months was continued in the third quarter. Revenues in the first nine months were up 10.3% year-on-year, from € 157.1 million to € 173.3 million. In addition, earnings continued to grow. EBITDA in the first nine months was up 8.1% year-on-year, from € 26.0 million to € 28.1 million. EBIT grew by 12.3% to € 16.4 million (previous year: € 14.6 million). Net income for the period grew by 14.1% to € 10.5 million (previous year: € 9.2 million).

As a result of the successful capital increase from authorised capital gross funds from the issue of around € 25 million accrued to the STEICO Group in the third quarter of 2017 to

finance its future growth. As a result the STEICO Group's equity ratio now totals 48.3% (43.4% on 30 June 2017).

Operating business was also very successful in the third quarter. After adjustment for the costs of the capital increase, it was the most profitable quarter in STEICO's history. The EBITDA margin increased to 17.3% (Q3 2016: 16.6%) and the EBIT margin increased to 10.7% (Q3 2016: 9.5%).

Outlook

The company's management believes that growth will continue in the fourth quarter if premature winter conditions do not hinder construction work. The company's management is forecasting growth over the year as a whole for revenues and also EBIT in the low double-digit percentage range.

Particularly positive impetus for 2018 is expected from the planned go-live of the new production lines for laminated veneer lumber and stable wood-fibre insulation materials made using the dry method.

The complete report 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 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 (natural fibre boards) 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.

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