

STEICO SE

Consolidated interim report on Q1 2017

The green share

Q1 2017

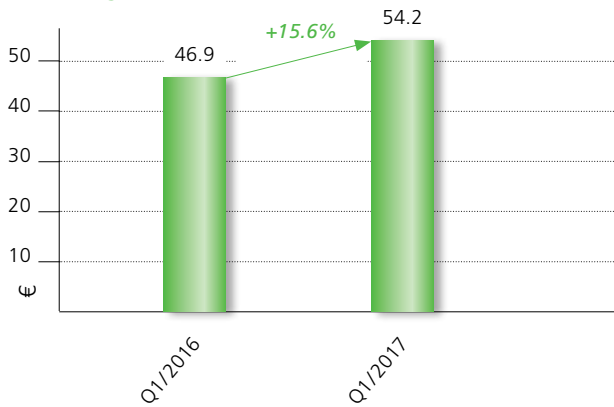
- Solid and profitable growth in first quarter



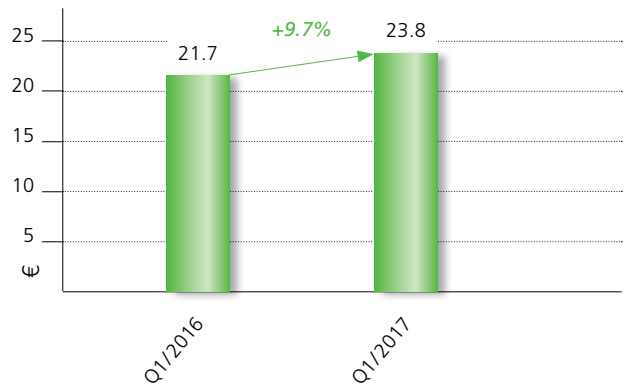
Natural building products for **healthier living**

Solid and profitable growth in first quarter

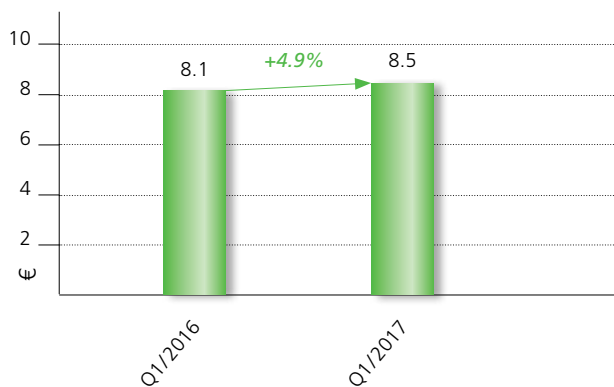
Revenue growth in € millions



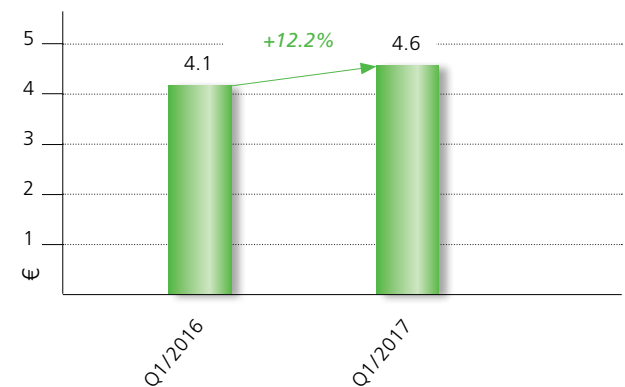
Gross earnings growth in € millions



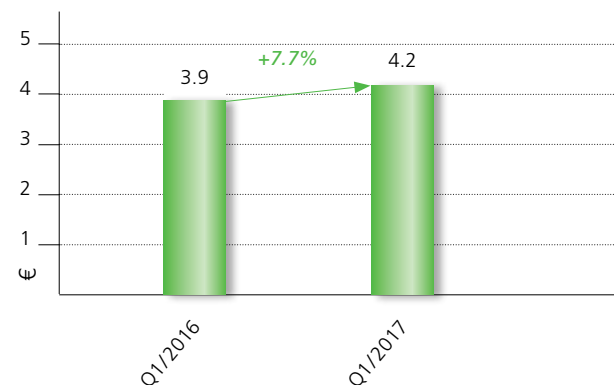
EBITDA growth in € millions



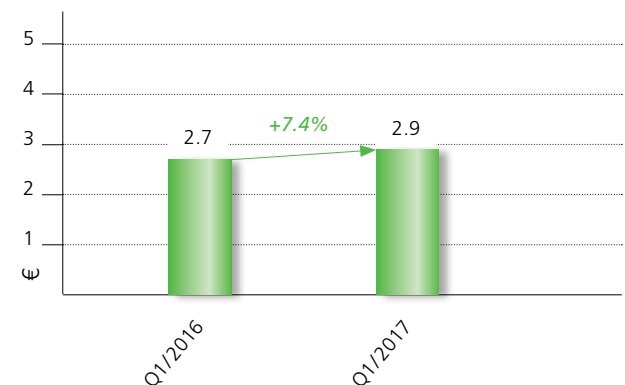
EBIT growth in € millions



EBT growth in € millions



Growth in profit for the period in € millions



ADDITIONAL KPIS

	31.03.2017	31.03.2016
1. Total operating revenue in € millions	€ 54.9 million	€ 49.2 million
2. EBITDA margin as a percentage of total operating revenue	15.5%	16.5%
3. EBIT margin as a percentage of total operating revenue	8.4%	8.3%
4. Equity ratio (31.03.17 / 31.12.16)	46.0%	47.6%

Percentage increases calculated based on rounded figures. As a result of a change to our ERP system in 2016 the previous year's figures have changed slightly.

The STEICO Group was able to continue its growth in the first quarter of 2017. New record-breaking figures were recorded once again for both revenues and earnings.

Revenue improved by 15.6% to € 54.2 million. As a result of changes in inventories, growth in total operating revenue was slightly less, up 11.6% to € 54.9 million. Environmentally friendly insulation materials as well as I-joists and laminated veneer lumber contributed to the renewed revenue growth.

Earnings also enjoyed pleasing growth and were up substantially year on year.

The company's management believes that the positive growth will continue and is forecasting fiscal year 2017 to be strong.

If the economy does not deteriorate, the company's management is aiming for year-on-year revenue growth in the upper single-digit percentage range. In terms of both EBITDA and EBIT, slightly above average growth in the low single-digit percentage range is forecast for 2017.

Company profile

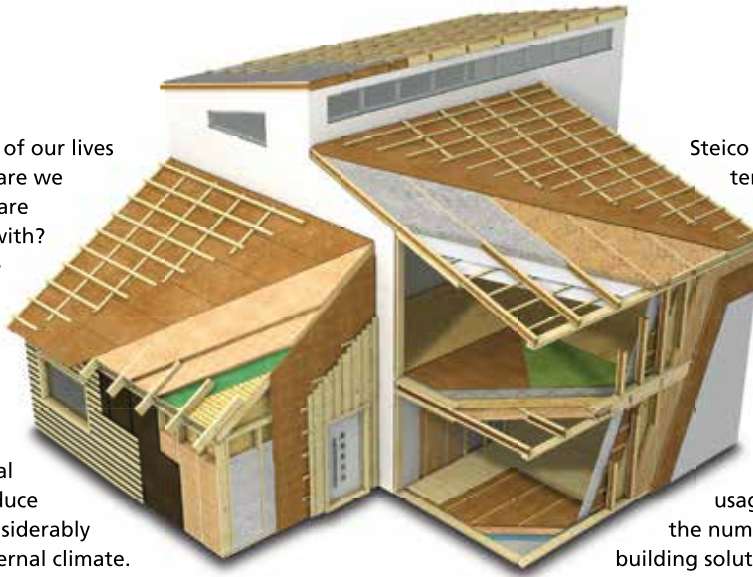
STEICO develops, produces and markets ecological construction products made of renewable raw materials. STEICO is the European market leader for wood fiber insulation materials.

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.

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.

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 insulation and construction materials, carry a number of distinguished 'seals of approval' which is a sign of high quality, healthy and functional building products. The raw materials used in Steico products are certified by FSC® (Forest Stewardship Council®) and PEFC® (Programme for the Endorsement of Forest Certification®), ensuring a traceable and fully sustainable usage of the raw materials. STEICO, the number 1 choice for your 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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