

## **Publication of inside information in accordance with article 17 MAR**

### **Sto exceeds its earnings forecast and turnover forecast for the 2020 fiscal year**

*Stühlingen, 11 March 2021 –*

The Executive Board of STO Management SE as the personally liable partner of Sto SE & Co. KGaA expects the Sto Group to exceed the forecast amended on 05 November 2020 for the fiscal year 2020. Based upon preparatory work and ongoing audit for the audited financial statements and consolidated financial statements of Sto SE & Co. KGaA for the fiscal year 2020, Sto Group expects according to preliminary figures **turnover** in the Sto Group to increase by 2.5 % to approximately EUR 1,433 million (previous forecast: increase of 0.7 % to 1,408 million; 2019: EUR 1,398.2 million) in the fiscal year 2020.

Consolidated earnings before interest and taxes (**EBIT**) shall increase according to preliminary figures based on current state of preparatory work and ongoing audit to between EUR 119 and EUR 123 million (previous forecast: EUR 106 million to EUR 116 million; 2019: EUR 85,9 million). Earnings before taxes (**EBT**) for 2020 are accordingly expected to amount to between EUR 117 million and EUR 121 million (previous forecast: between EUR 103 million and EUR 113 million; 2019: EUR 83.1 million), with a **return on sales** of between 8.2 % and 8.4 % (previous forecast: between 7.4 % and 8 %, 2019: 5.9 %).

The increase in Sto Group's turnover and earnings compared to the forecast as of 05 November 2020 is substantially based upon good weather conditions in markets important for Sto Group during the last months in 2020 as well as the lack of further negative impacts from the Coronavirus

pandemic on Sto Group's fundamental business sectors in the last quarter of 2020.

*The audited consolidated financial statements of Sto SE & Co. KGaA for 2020 with an outlook for 2021 will be published on 29 April 2021.*

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