FUCHS GROUP

Financial Results FY 2021

| Analyst's Conference, 18th March 2022
| Stefan Fuchs, CEO
| Dagmar Steinert, CFO

LUBRICANTS. TECHNOLOGY. PEOPLE. FUCHS

Supervisory Board of FUCHS PETROLUB SE

Composition after AGM on May 3, 2022

Dr. Christoph Loos
Chairman

Dr. Susann Fuchs
Deputy Chairwoman

Ingeborg Neumann
Chairwoman Audit Comittee

Dr. Markus Steilemann

Jens Lehfeldt
Employee representative

Cornelia Stahlschmidt
Employee representative

Dr. Christoph Loos

- Born 1968
- Married, 3 children
- Business studies and doctorate in St. Gallen
- 6 years consulting for BCG, including in China
- Member of the Executive Board of HILTI AG since 2007 and Chairman since 2014
- Will join the administrative board of HILTI at the end of 2022 and become its Chairman

Dr. Markus Steilemann

- Born 1970
- Married, 2 children
- Studied chemistry at RWTH Aachen and ETH Zurich; doctorate in Aachen; business studies diploma in Aachen
- Started career at BAYER in 1999; several years in Hong Kong and China
- Member of the COVESTRO Executive Board since 2015, Chairman of the Executive Board since 2018

FUCHS Ukraine

- 55 employees
- Office and warehouse in Lviv
- €20 mn sales in 2021
- Business has come to a standstill since 24th February
- FUCHS provides humanitarian support, emergency aid and made evacuation arrangements

FUCHS Russia

- 122 employees
- Office in Moscow, plant in Kaluga
- €67 mn sales in 2021
- FUCHS strongly restricts its activities in Russia:
  - No deliveries of goods by FUCHS to Russia
  - No relevant exports from Russia
  - Significantly restricted local business operations

Highlights FY 2021

Strong performance in a challenging environment

€2,871 mn

Sales up 21% yoy

€363 mn

EBIT up 16% yoy

€205 mn

FVA up 24% yoy

FY 2021

- Sales growth 2021 driven by a third from sales price increases
- Despite the inflationary environment, EBIT increased by €50 mn, margin at 12.6%
- Strong NOWC built-up weighing due to higher business volume and increase in raw mat. prices
- FUCHS2025 with progress

Outlook FY 2022*

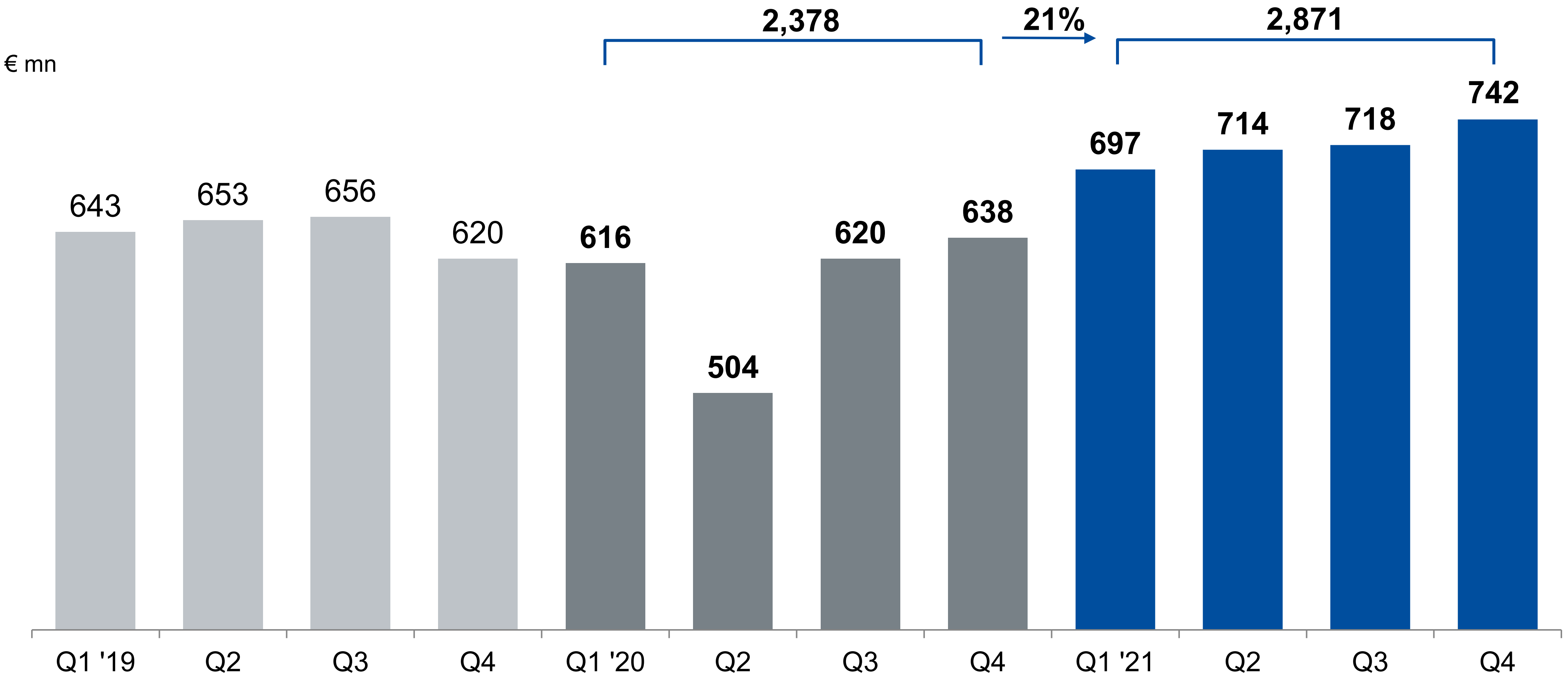
- Sales: €3.0 - €3.3 bn
- EBIT: €360 - €390 mn
- FCF bef. Acq.: ~ €220 mn
- FVA: on prior year level

Dividend + 4%

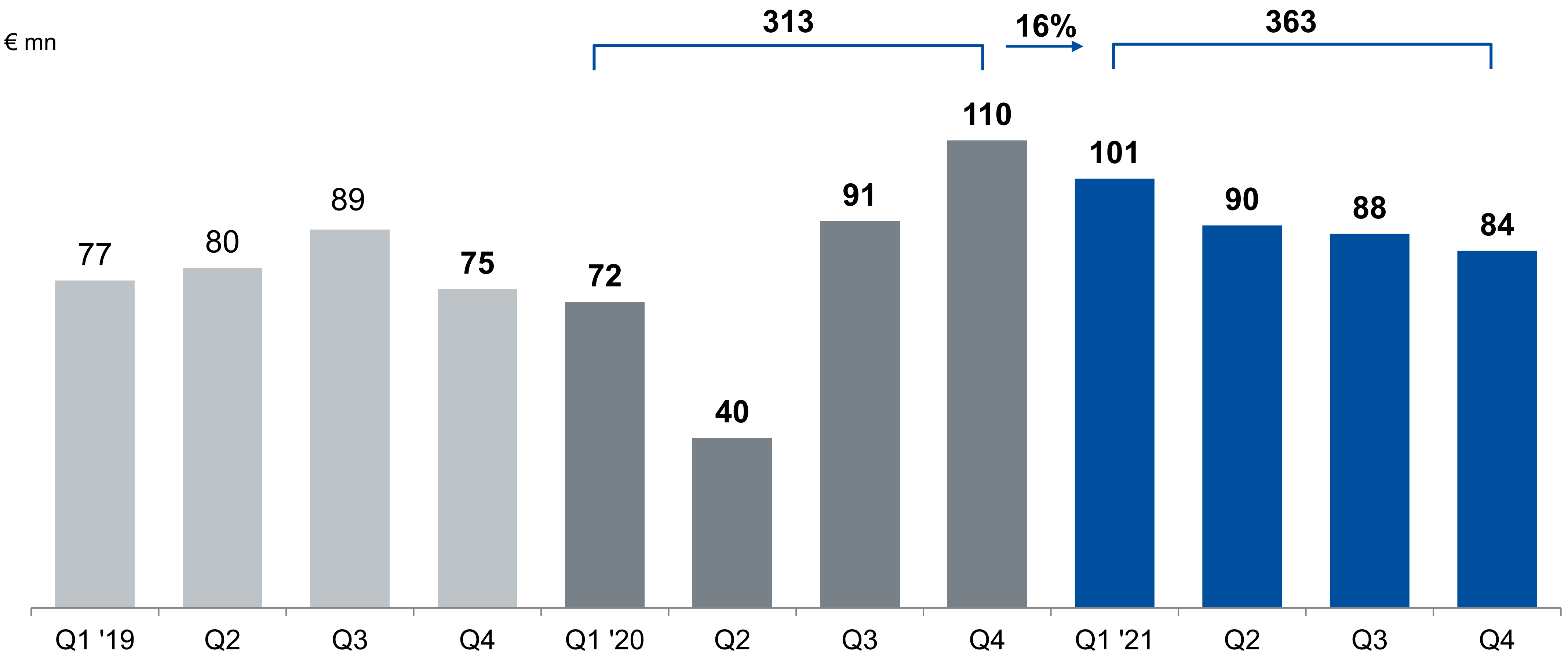
- €1.03 per pref. share
- €1.02 per ord. share

* The impact of the Russian invasion of Ukraine on the global economy and FUCHS cannot be estimated at present. Continuing supply bottlenecks and the high volatility of raw material prices add to the current uncertainties.

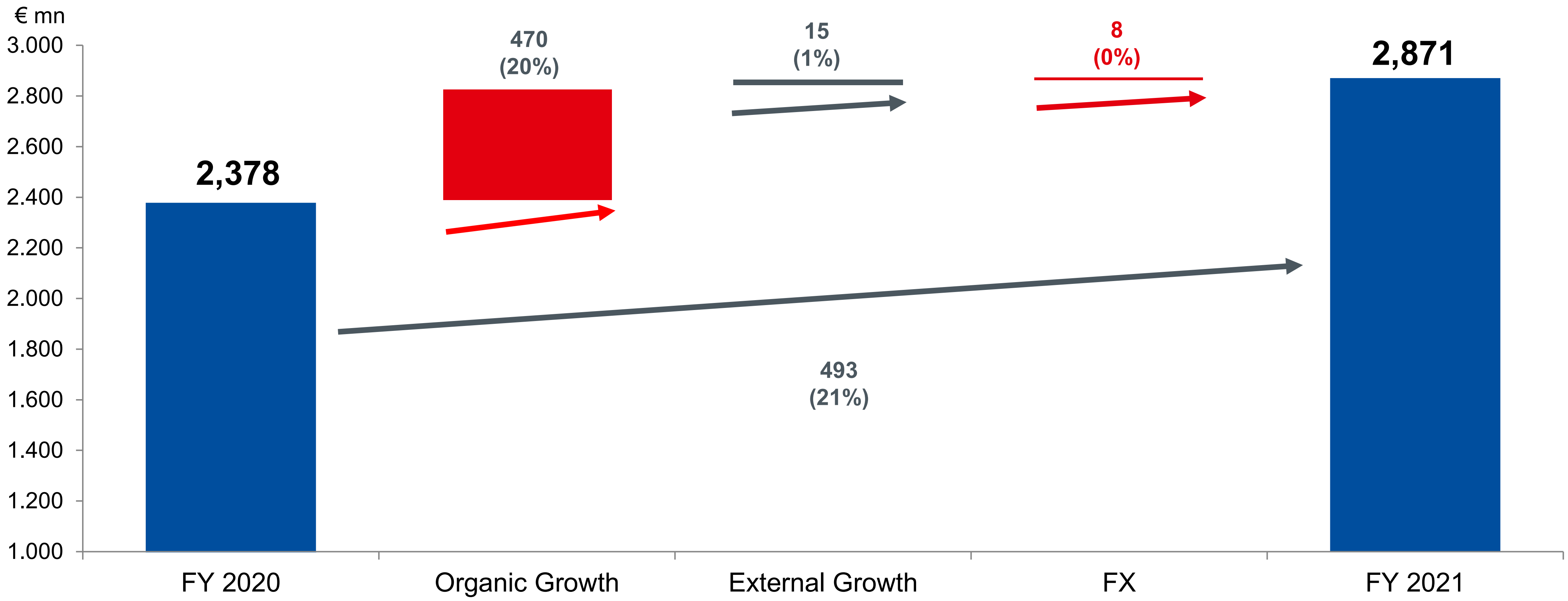
Sales development



EBIT development



FY 2021 Group sales



FY 2021 earnings summary

KPI in € mn	FY 2021	FY 2020
Sales	**2,871**	**2,378**
Cost of sales	-1,906	-1,524
Gross profit	965	854
Other function costs	-611	-551
EBIT bef. at Equity	**354**	**303**
EBIT	**363**	**313**
CAPEX	80	122
NOWC	671	495
FCF bef. acq.	**90**	**238**

- Sales up 21% driven by strong increase in business volumes; H2 benefitted from higher selling prices; sales 12% higher than the pre-crisis year 2019
- Gross profit margin of 33.6% 2.3 %-points down yoy due to strong increase in raw material prices
- Increase in other function costs mainly driven by higher freight costs, however, increase lower compared to sales growth
- EBIT up 16% yoy; EBIT margin of 12.6%
- CAPEX significantly lower yoy and on level of D/A
- NOWC 36% higher yoy reflecting higher business volumes and significant increases in raw material prices
- FCF bef. acq. lower yoy: Higher earnings vs. massive NOWC build-up and higher taxes compared to prior year

Europe, Middle East, Africa

KPI in € mn	FY 2021	FY 2020
Sales	**1,710**	**1,446**
Organic growth	253 (17%)	-108 (-7%)
External growth	3 (0%)	1 (0%)
FX effects	8 (1%)	-26 (-1%)
EBIT bef. at Equity	**157**	**158**
EBIT	**166**	**168**

- Sales up 18% yoy mainly driven by organic growth
- Negative currency effects of Eastern European currencies slightly overcompensated by positive effects, mostly from South Africa and the UK
- South Africa, Italy, Poland and Russia contributed to the sales increase
- EBIT was significantly impacted by increase in raw material prices and a considerable increase in transport and labor costs

Asia-Pacific

KPI in € mn	FY 2021	FY 2020
Sales	**855**	**698**
Organic growth	133 (19%)	-9 (-1%)
External growth	0 (0%)	5 (0%)
FX effects	24 (3%)	-16 (-2%)
EBIT bef. at Equity	**122**	**100**
EBIT	**122**	**100**

- Sales up 22% yoy mainly driven by organic growth in China
- In addition to China, all other countries recorded organic increases in sales revenues, except Malaysia (Covid-19-related)
- A strong Chinese renminbi and Australian dollar more than offset negative translation effects resulting from weakness in the rest of the region’s currencies
- Price increases on the purchasing side currency-related with less negative impact compared to the other regions and could be passed on to customers

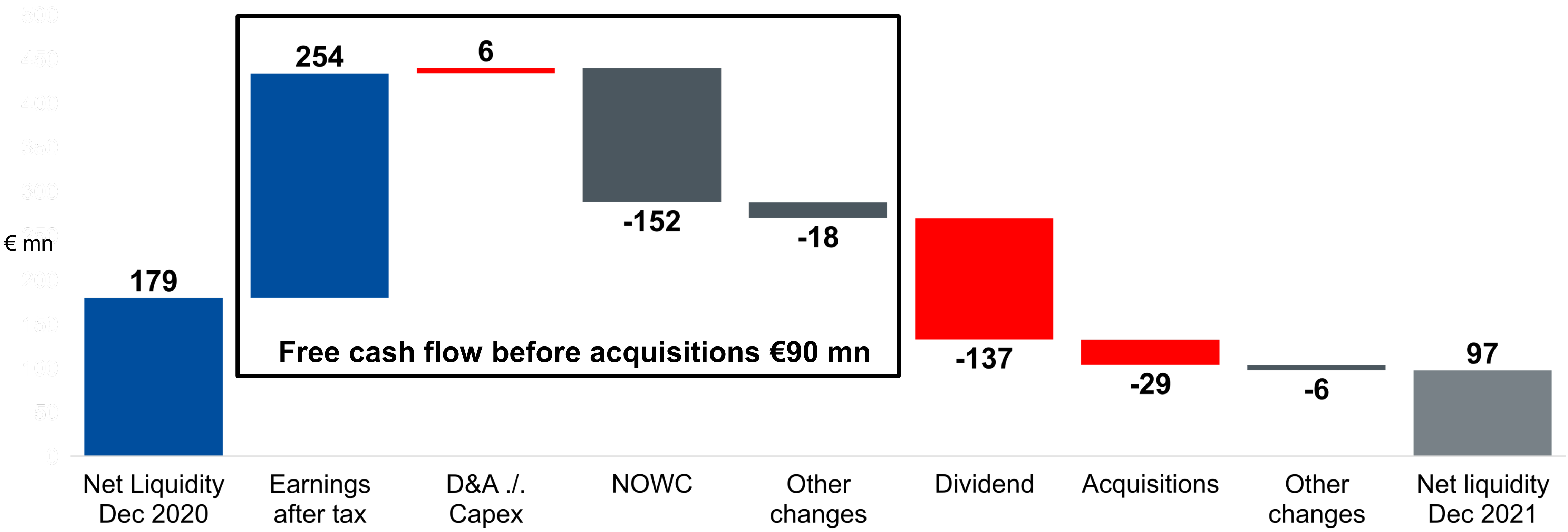
North and South America

LUBRICANTS. TECHNOLOGY. PEOPLE. FUCHS

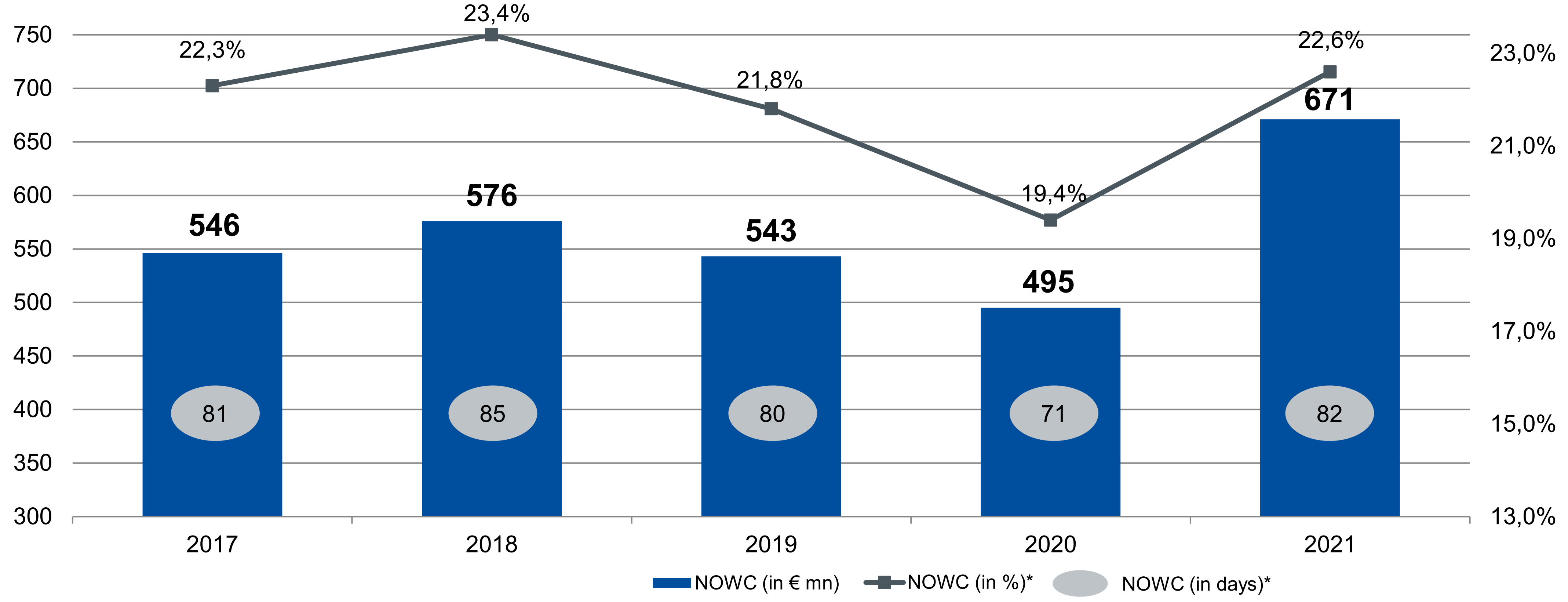
KPI in € mn	FY 2021	FY 2020
Sales	**471**	**387**
Organic growth	96 (25%)	-60 (-14%)
External growth	12 (3%)	47 (11%)
FX effects	-24 (-6%)	-18 (-4%)
EBIT bef. at Equity	**60**	**42**
EBIT	**60**	**42**

- Sales up 22% yoy by business volume-driven organic growth in North America, but also from an uptick in South America
- The region continued to benefit from the acquisitions of Nye and PolySi in January and November 2020, especially in the first half of the year
- Negative currency effects resulted from the weakness of the US dollar and Brazilian real, as well as the further decline of the Argentine peso
- Significant rebound in earnings yoy as the region was mostly affected from Covid-19 pandemic in 2020; strong contribution from acquisition of specialty manufacturer Nye, but also the South American entities

Net Liquidity



Net operating working capital (NOWC)



* In relation to the annualized sales revenues of the last quarter

Solid Balance Sheet and strong cash flow generation

€ mn	2021	2020	2019	2018	2017	2016
Total assets	2,311	2,120	2,023	1,891	1,751	1,676
Goodwill	247	236	175	174	173	185
Equity	1,756	1,580	1,561	1,456	1,307	1,205
Equity ratio	76%	75%	77%	77%	75%	72%

€ mn	2021	2020	2019	2018	2017	2016
Net liquidity	97	179	193	191	160	146
Capex	80	122	154	121	105	93
Free cash flow before acquisitions[1]	90	238	175	147	142	205
Acquisitions	-29	-114	-13	12	-2	-41
Free cash flow	61	124	162	159	140	164
Dividend	-137	-134	-131	-126	-123	-113

[1] Including divestments

Dividend proposal

Reliable dividend policy

20 consecutive years with dividend increases

The Executive and Supervisory Board will propose an increase of €0.04 to the Annual General Meeting

4%

higher dividend payment proposed

€1.03
(0.99)

per preference share

€1.02
(0.98)

per ordinary share

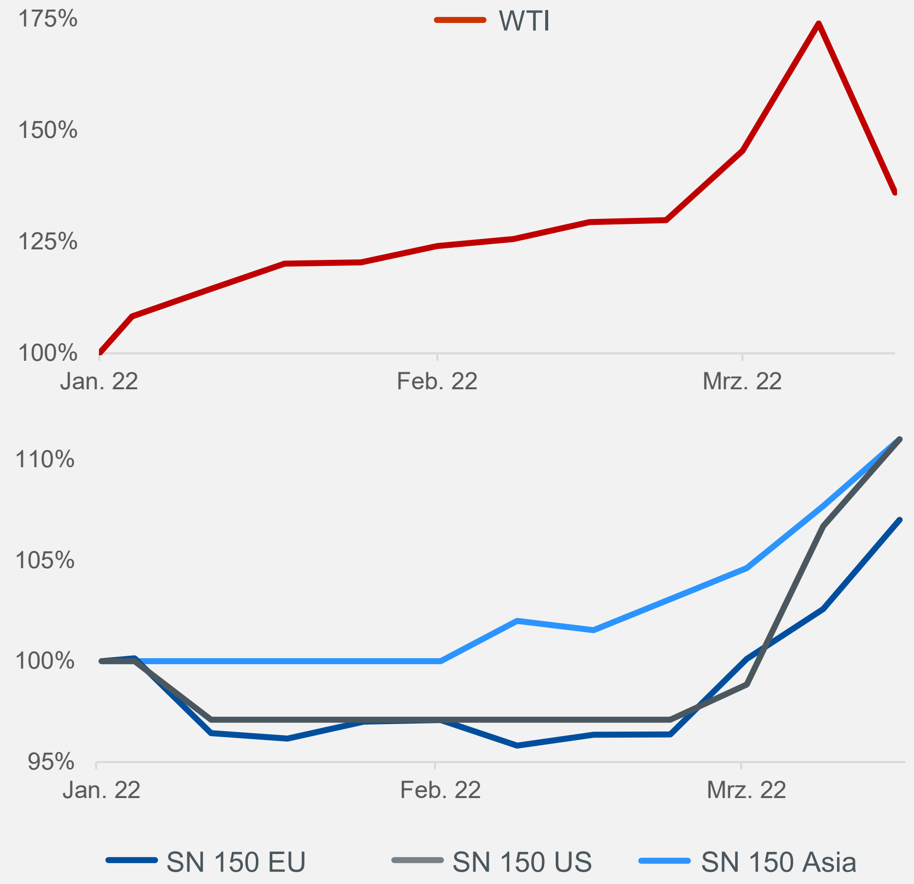
Robust outlook for 2022 in an uncertain environment

Impact from war in Ukraine not yet assessable and not included in outlook

KPI* in € mn	2021	2022	
Sales	2,871	3.0 - 3.3 €bn	Organic growth thanks diversified global setup and price increases
EBIT	363	360 - 390	Strict cost management vs. raw material price disclocations and higher inflation-related freight and personal costs
FVA	205	On prior-year level	Higher earnings vs. slightly higher capital employed
FCF bef. acq.	90	~220	Higher earnings, sig. lower NOWC build-up compared to 2021

* The impact of the Russian invasion of Ukraine on the global economy and FUCHS cannot be estimated at present. Continuing supply bottlenecks and the high volatility of raw material prices add to the current uncertainties.

Raw material price dislocations expected to continue into 2022



- Crude oil with significant price increase since war in Ukraine and sanctions against Russia
- FUCHS does not buy crude oil, however weak refinery margins in combination with strong base oil demand presumably leads to higher base oil prices in ‘22
- Base chemical and additive prices also expected to rise in ‘22

Data as of March 15th
%-changes vs. 31.12.21

LUBRICANTS. TECHNOLOGY. PEOPLE. FUCHS

FUCHS CAPITAL MARKETS DAY 2022

Key topics

- Long-term financial targets
- New business opportunities
- Sustainability at FUCHS

June 28th 2022

Mannheim

Registration will be open soon

If you want to be on our distribution list please send your contact details to ir@fuchs.com

Financial Calendar & Contact

Financial Calendar 2022

April 29, 2022	Quarterly statement Q1 2022
May 3, 2022	Virtual Annual General Meeting 2022
June 28, 2022	FUCHS Capital Markets Day
July 29, 2022	Financial Report H1 2022
October 28, 2022	Quarterly Statement 9M 2022

The financial calendar is updated regularly. You find the latest dates on the webpage at www.fuchs.com/financial-calendar

Investor Relations Contact

FUCHS PETROLUB SE
Friesenheimer Str. 17
68169 Mannheim
Phone: +49 (0) 621 3802-1105
www.fuchs.com/group/investor-relations

Lutz Ackermann
Head of Investor Relations
lutz.ackermann@fuchs.com

Andrea Leuser
Manager Investor Relations
andrea.leuser@fuchs.com

Claudia Rippke
Specialist Investor Relations
claudia.rippke@fuchs.com

Disclaimer

The information contained in this presentation is for background purposes only and is subject to amendment, revision and updating. Certain statements and information contained in this presentation may relate to future expectations and other forward-looking statements that are based on management's current views and assumptions and involve known and unknown risks and uncertainties. In addition to statements which are forward-looking by reason of context, including without limitation, statements referring to risk limitations, operational profitability, financial strength, performance targets, profitable growth opportunities, and risk adequate pricing, other words such as "may, will, should, expects, plans, intends, anticipates, believes, estimates, predicts, or continue", "potential, future, or further", and similar expressions identify forward-looking statements.

By their very nature, forward-looking statements involve a number of risks, uncertainties and assumptions which could cause actual results or events to differ materially from those expressed or implied by the forward-looking statements. These factors can include, among other factors, changes in the overall economic climate, procurement prices, changes to exchange rates and interest rates, and changes in the lubricants industry. FUCHS PETROLUB SE provides no guarantee that future developments and the results actually achieved in the future will match the assumptions and estimates set out in this presentation and assumes no liability for such. Statements contained in this presentation regarding past trends or activities should not be taken as a representation that such trends or activities will continue in the future.

The company does not undertake any obligation to update or revise any statements contained in this presentation, whether as a result of new information, future events or otherwise. In particular, you should not place undue reliance on forward-looking statements, which speak only as of the date of this presentation.