

# **Agenda**



01	Business Model	05	Financial targets
02	Financial Results H1 2024	06	FUCHS - a convincing investment
03	FUCHS2025	07	Appendix
04	<ul><li>Megatrends</li><li>Sustainability</li><li>E-Mobility</li><li>Digitalization</li></ul>		



### **FUCHS AT A GLANCE**



Established 3
generations ago as a
family-owned business

Around 6,200 employees

Preference share is listed in the MDAX

No. 1 among the independent suppliers of lubricants

€3.5 bn sales in 2023

55 companies worldwide

The Fuchs family holds 55% of

ordinary shares

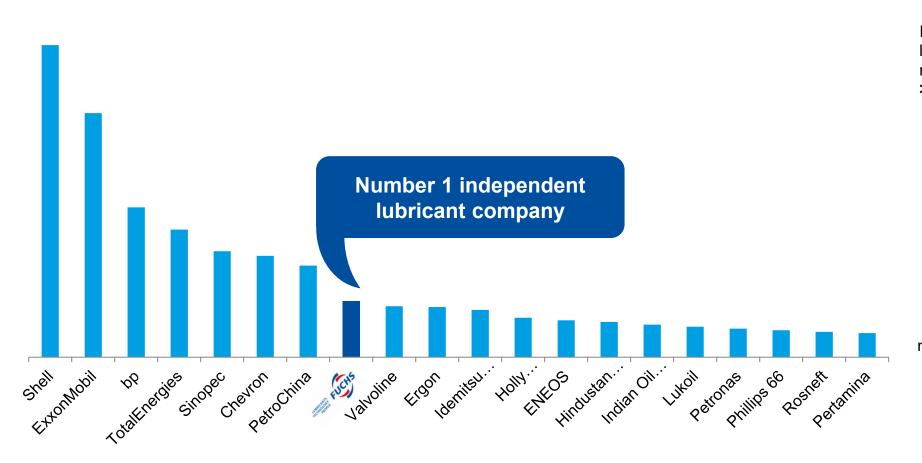
A full range of over

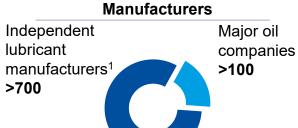
10,000

**lubricants and related specialties** 

### THE LEADING INDEPENDENT LUBRICANTS COMPANY

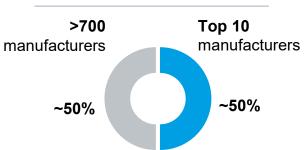






- High degree of fragmentation
- Concentration especially amongst smaller companies





 $^{1} > 1000 \text{ tons}$ 





Technology and innovation leadership in



**FUCHS** is fully focussed on lubricants



Independency allows reliability, customer & market proximity (responsiveness and flexibility) and continuity

Advantage over major oil companies

strategically important product areas



**FUCHS** is a full-line supplier



Global presence, R&D strength, know-how transfer, speed



Advantage over other independent companies

### **FUCHS2025 – STRATEGY PERSPECTIVE**



#### **BUSINESS MODEL**



#### **LUBRICANTS**

Unique FUCHS business model based on strict application focus and tailormade solutions



# INNOVATION ENABLER

FUCHS has the solutions to help customers with their technology transformation

#### **MEGATRENDS**



#### **E-MOBILITY**

Significant opportunities for FUCHS in fast developing markets



#### **SUSTAINABILITY**

FUCHS empowers its customers to perform more sustainably



#### **DIGITALIZATION**

FUCHS GOES DIGITAL as a basis for smart services, operational excellence and Business Model Innovation

#### **GROWTH**



#### **GROWTH**

FUCHS will exploit growth opportunities leading to an EBIT of € 500 mn by 2025

### **FUCHS2025 – STRATEGY PERSPECTIVE**



UNIQUE BUSINESS MODEL BASED ON STRICT APPLICATION FOCUS AND TAILORMADE SOLUTIONS

# THE PRINCIPAL DUTIES OF A LUBRICANT: ENSURE THE EFFICIENT OPERATION AND PRESERVATION OF MOVING PARTS



Reduce friction and wear in moving systems



Separate surfaces and protect from wear



Cool machinery and equipment



Protect surfaces from corrosion



Transfer energy

### **LUBRICANTS ENABLE INNOVATION**



#### FUCHS HAS THE SOLUTIONS TO HELP CUSTOMERS WITH THEIR TECHNOLOGY TRANSFORMATION









#### **E-MOBILITY**



#### SIGNIFICANT OPPORTUNITIES IN FAST-GROWING MARKETS



Mobility change is on a fast track: today main focus on batteries



~ \$3bn of new market for functional fluids of which we see on a conservative basis 50% relevant for FUCHS. E-lyte and cooling fluids are examples for FUCHS activities in this field.



Mobility change comes with additional requirements for lubricants: good news for FUCHS' high-performance product



Globally the number of combustion engines will increase over the course of the next 10 years:
European market to decline, growth (number of vehicles) especially in China.

E-mobility is a net opportunity with significant growth opportunities for the FUCHS Group.

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#### **SUSTAINABILITY**



#### FUCHS EMPOWERS ITS CUSTOMERS TO PERFORM MORE SUSTAINABLY



FUCHS drives sustainability along the entire value chain



We empower our customers to perform more sustainably leading to greater efficiency and additional value potentials



Lubricants are by nature a contributor to lower the CO<sub>2</sub> footprint along the entire value chain



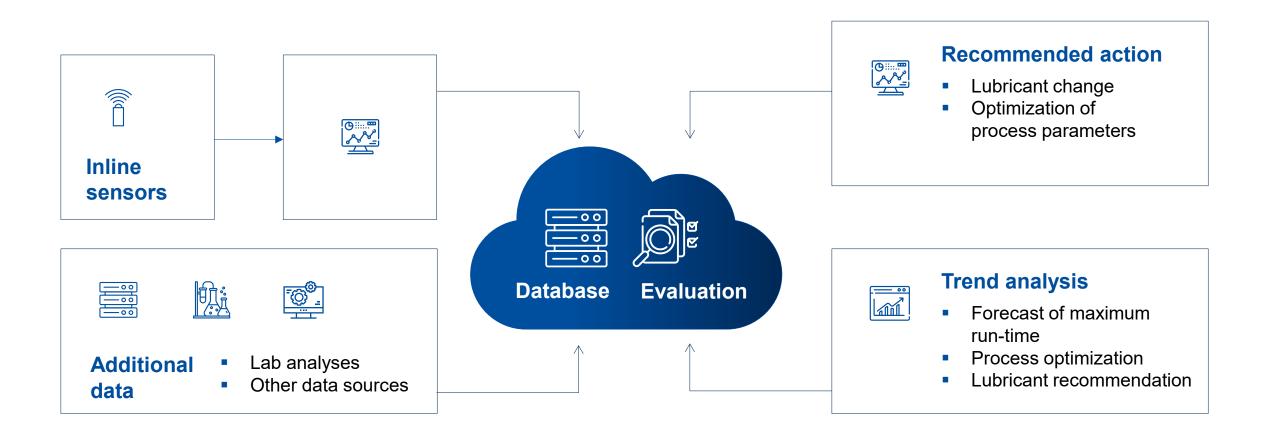
The basic idea of sustainability comes with additional requirements for lubricants: good news for FUCHS' high-performance products

FUCHS products play a decisive role to help customers lower their CO<sub>2</sub> footprint.

### **DIGITILIZATION**



FUCHS GOES DIGITAL AS A BASIS FOR SMART SERVICES, OPERATIONAL EXCELLENCE AND BUSINESS MODEL INNOVATION



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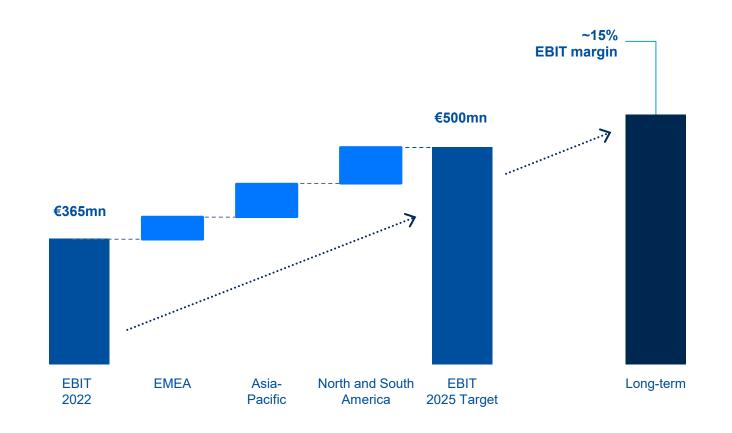
### **GROWTH**



#### FUCHS WILL EXPLOIT GROWTH OPPORTUNITIES LEADING TO AN EBIT OF €500 MN BY 2025

### **Growth via segmentation**

- Focussed approach
- Segmentation as important structural element
- Harvesting & realizing accelerated growth



### **GROWTH**



#### DIVISIONS AND SEGMENTATION ARE THE BASIS OF FUCHS' FUTURE GROWTH

New

N

Services

**Products &** 

Core

\$

# Develop new products in the wider area of lubricants

- e.g. cleaners, car care, etc.
- e.g. services, circular economy, etc.



#### **Diversification**

- Vertical: e.g. additives, etc.
- Horizontal: e.g. adhesives, etc.
- Lateral: e.g. electrolytes for batteries, etc.

Roll-out of existing business in white spots of the map

- Based on segmentation approach
- e.g. Automotive USA, etc.

Develop new markets in the wider area of lubricants

• e.g. immersion cooling, B2C, etc.

New

Core Markets

### WE ARE WHERE OUR CUSTOMERS ARE



**IN OVER 50 COUNTRIES** 





### **FULL-LINE SUPPLIER ADVANTAGE**

OVER 10,000 LUBRICANTS AND RELATED SPECIALTIES FOR MORE THAN 100,000 CUSTOMERS WORLDWIDE



# Automotive Lubricants ~45%

- Engine oils
- Gear and transmission oils
- Hydraulic oils
- Biodegradable lubricants
- Antifreeze
- Greases (For Axles, E-Motor/Hybrid Module, Contact grease for electronic connections, etc.)
- BluEV (DriveFluid, Motor Grease, Thermal fluids)
- Etc.

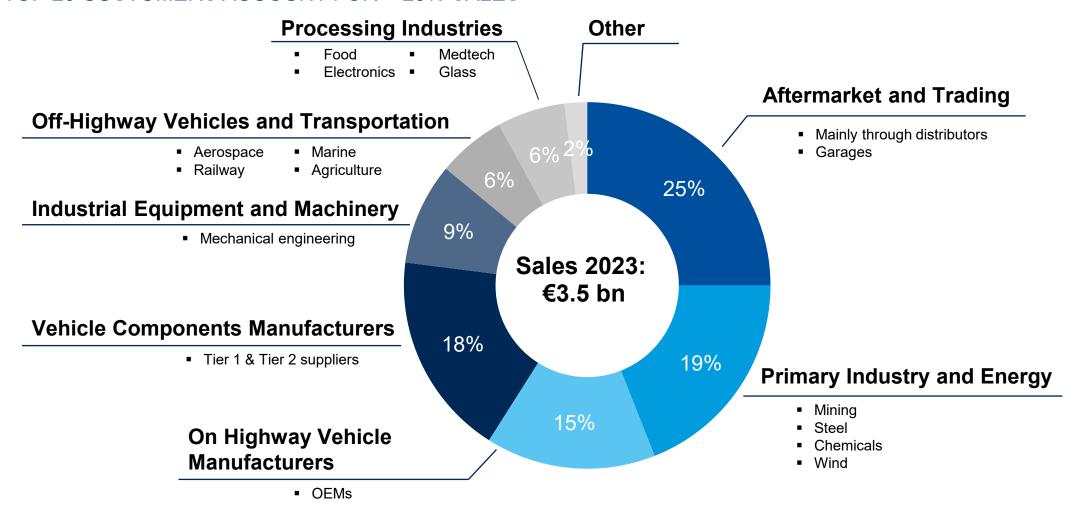
# Industrial Lubricants ~55%

- Cutting & grinding fluids
- Hydraulic oils and fluids
- Gear and circulating oils
- Metal Forming fluids
- Corrosion preventives
- Cleaners
- Etc.

#### WELL BALANCED CUSTOMER STRUCTURE

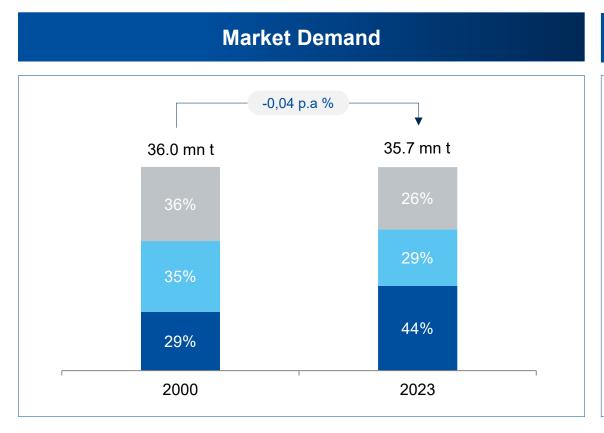


TOP 20 CUSTOMERS ACCOUNT FOR ~ 25% SALES

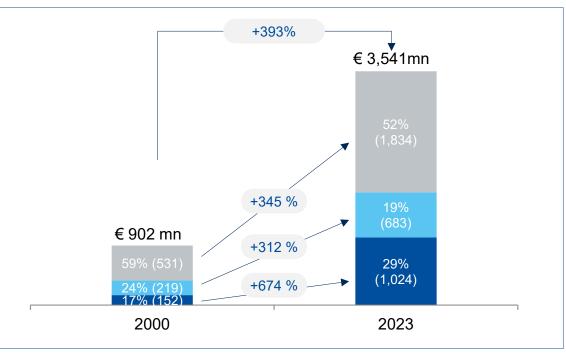


### HIGHTECH LUBRICANTS ON THE RISE





### FUCHS Sales (by customer location)

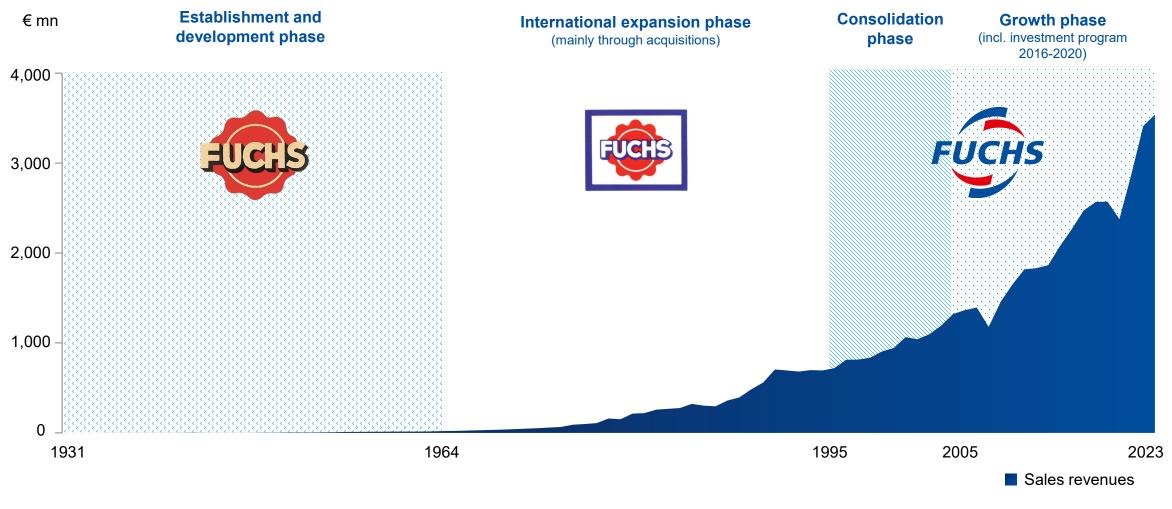


EMEA Americas APAC

### **TRADITION AND GROWTH**



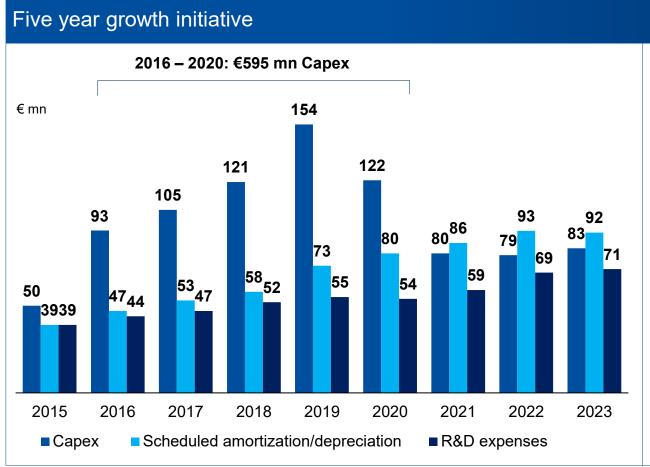
**SINCE 1931** 



#### INVESTMENT IN THE FUTURE



#### CAPEX PROGRAMM TO ACCELERATE PROFITABLE GROWTH SUCESSFULLY FINISHED



#### ... with a clear investment focus on:

#### Growth

- Construction of new plants in growth regions
- Capacity expansion of existing plants

#### **Technology**

- Modernization of plants to the highest technological standards
- Building specialty grease plants for new products related to the global megatrends sustainability and e-mobility

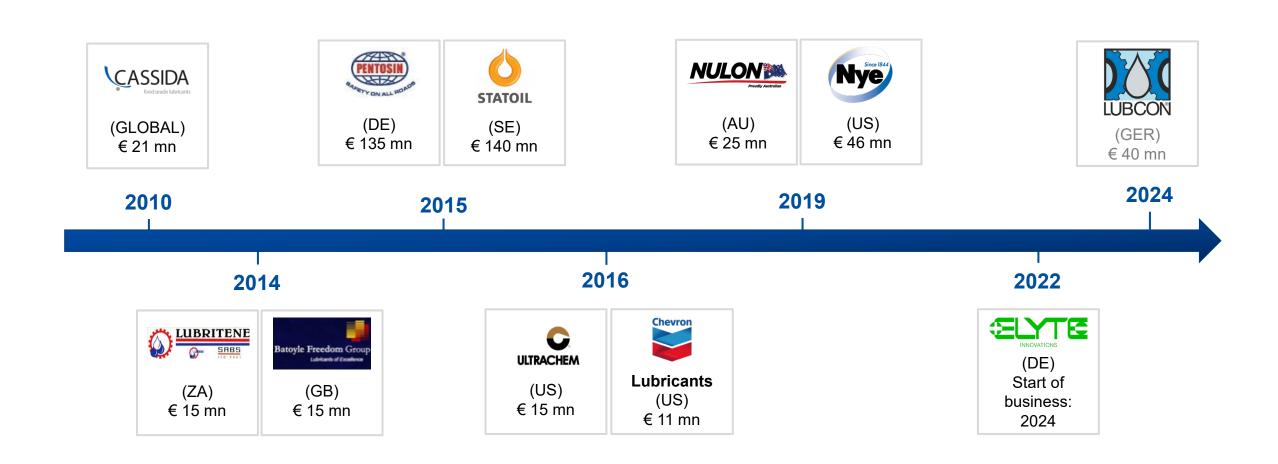
#### **Innovation**

 Establishing three R&D hubs in China, Germany and the U.S. at the same level

### STRONG TRACK RECORD OF INTEGRATING BUSINESSES



MOST IMPORTANT TRANSACTIONS OVER THE LAST 15 YEARS



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## SUCCESSFUL COMPLETION OF THE LUBCON ACQUISITION

FAMILY BUSINESS WITH A FOCUS ON HIGH-PERFORMANCE SPECIALTY LUBRICANTS



Member of the FUCHS Group

- Very good market position in the specialties segment
- Expansion of existing key markets
- Diversification into new segments
- Strengthening of global footprint
- Sales revenues around €40 mn with 13 operating companies, 5 production sites and over 200 employees

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### LETTER OF INTENT FOR THE ACQUISITION OF STRUB & CO. AG

FAMILY BUSINESS IN SWITZERLAND WITH A FOCUS ON INDUSTRIAL LUBRICANTS AND SPECIALTIES



#### **CONTINUED FOCUS ON M&A GROWTH**







#### **Strategic M&A Guardrails**

- Strengthening our footprint
- Fundamentally buying customer lists,
   specifications, approvals and knowhow
- Focus on bolt-on acquisitions to boost organic growth in regions and/or technologies

#### **Financial Imperatives**

- Synergies in purchasing, production, cross-selling, administration
- FVA is the main KPI, also when evaluating acquisition targets
- No predetermined pattern; model-adjusting to specific case

# 02 Financial Results H1 2024



### **HIGHLIGHTS H1 2024**



**FUCHS WITH GOOD FIRST HALF 2024** 

€1,764 mn

Sales down 3% yoy

€218 mn

EBIT up 9% yoy

€69 mn

FCF bef. acq. lower - €95 mn yoy

### H<sub>1</sub> 2024

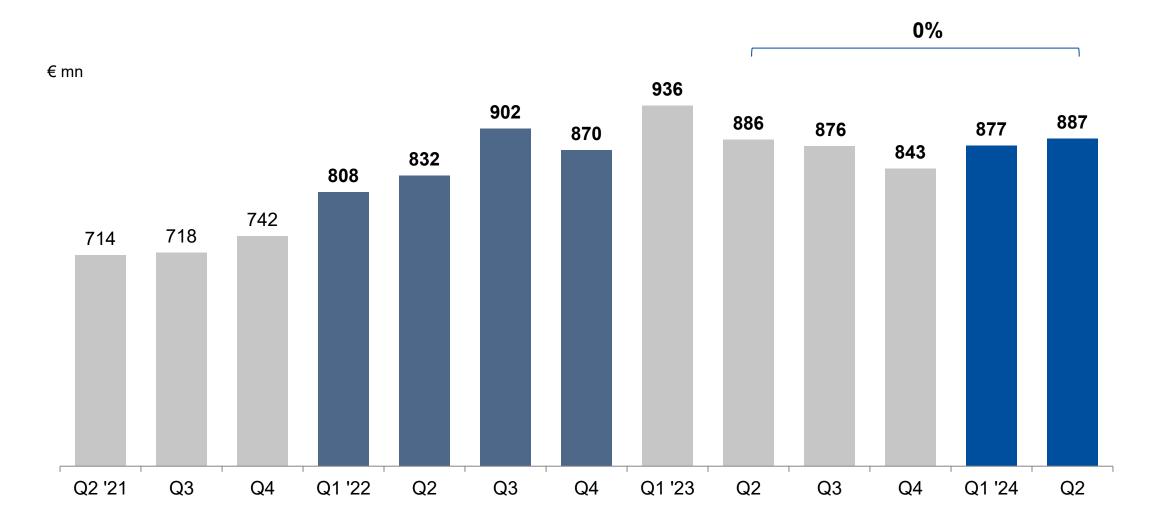
- Lower sales due to price adjustments and currency effects
- EBIT growth driven by all regions; margin at 12.4% reflecting further recovery
- EPS €1.18 per pref. share and
   1.17 per ord. share 13% or 14%
   up yoy; SBB close to completion
- FCF bef. acq. down due to usual
   NOWC build-up and base-effect
- Outlook for 2024 confirmed

# **LUBCON** acquisition closed

- Completion of the acquisition on July 26, 2024
- Extending of product portfolio, particularly in the field of industrial lubricants and greases
- LUBCON comprises 13 operating entities and 5 production sites; generated approx. €40 mn sales in 2023 with over 200 employees

## **SALES DEVELOPMENT**



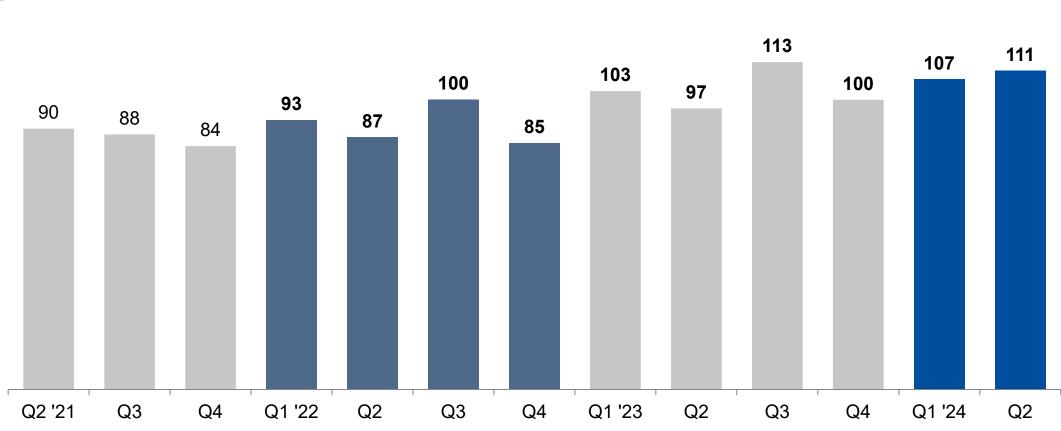


## **EBIT DEVELOPMENT**



14%

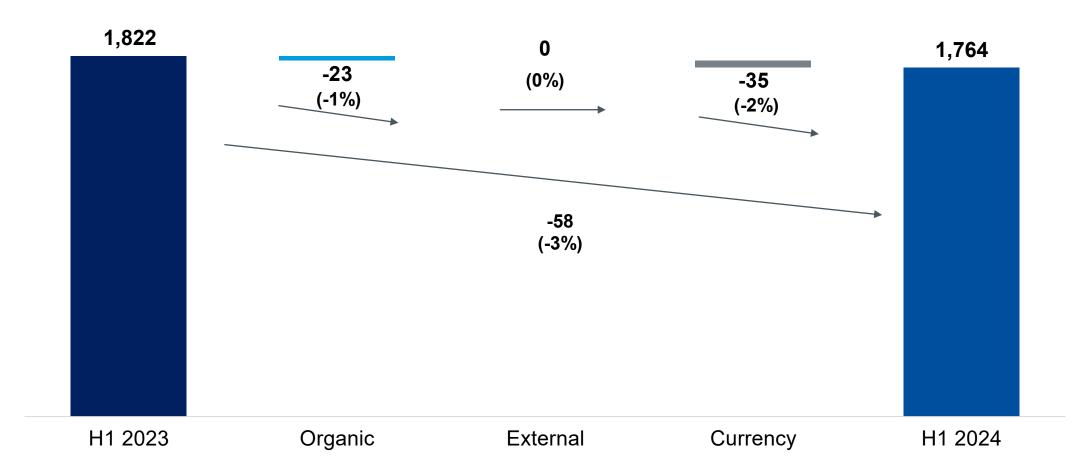
€ mn



# H1 2024 GROUP SALES



€ mn



#### H1 2024 KPI SUMMARY



KPI in € mn	H1 2024	H1 2023
Sales	1,764	1,822
Cost of sales	-1,157	-1,248
Gross profit	607	574
Other function costs	-392	-378
EBIT bef. at Equity	215	196
EBIT	218	200
Capex	-29	-38
Change of NOWC	-86	-2
FCF bef. acq.	69	164

- Sales down by 3% due to price adjustments and currency effects
- Gross margin of 34.4% in first half of the year well above previous year's figure of 31.5%
- Other function costs higher by 4%; lower freight and energy costs partially offset increase in personnel and digitalization costs
- EBIT up 9%; EBIT margin at 12.4% vs. 11.0% in the prior-year period
- Capex lower yoy
- Higher NOWC build-up vs. favoured prior-year period
- FCF bef. acq. lower yoy mainly due to NOWC build-up

# **EUROPE, MIDDLE EAST, AFRICA**



KPI in € mn	H1 2024	H1 2023
Sales	1,027	1,067
Organic growth	-39 (-4%)	103 (10%)
External growth	-	-
FX effects	-1 (0%)	-23 (-2%)
EBIT bef. at Equity	109	95
EBIT	112	99

- Sales down 4% from price adjustments in almost all companies
- Negative currency effects from South Africa and Eastern Europe partially offset by positive effects from the UK
- EBIT up by 13%; large majority of companies with earnings improvement
- Largest earnings contributions from Germany and Poland

### **ASIA-PACIFIC**



KPI in € mn	H1 2024	H1 2023
Sales	485	491
Organic growth	13 (3%)	63 (14%)
External growth	-	-
FX effects	-19 (-4%)	-26 (-6%)
EBIT bef. at Equity	55	52
EBIT	55	52

- Sales down 1% due to high negative exchange rate effects
- Organic growth of 3% thanks to positive business and price development; business development in China continues to recover; India and Australia also with pleasing growth rates
- Currencies significantly weaker in all countries of the region
- EBIT up 6% with earnings growth from China; Australia and Southeast Asia below prior year

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### NORTH AND SOUTH AMERICA

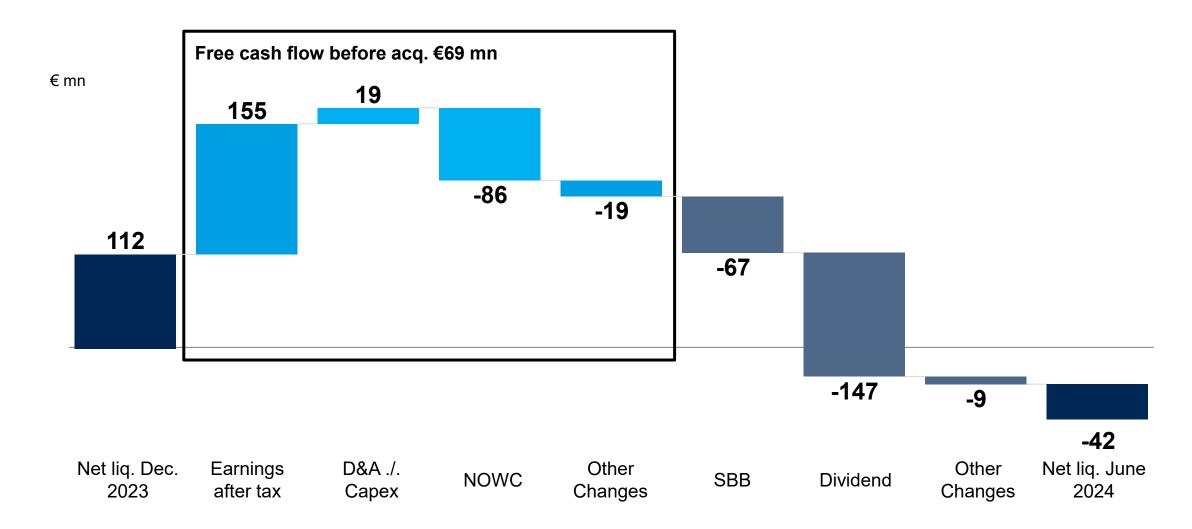


KPI in € mn	H1 2024	H1 2023
Sales	341	352
Organic growth	4 (1%)	55 (18%)
External growth	-	-
FX effects	-15 (-4%)	-3 (-1%)
EBIT bef. at Equity	47	39
EBIT	47	39

- Sales down 3% mainly due to high negative exchange rate effects
- Price adjustments drive organic sales growth in North America with modest business development
- Sales in South America below previous year, mainly due to difficult macroeconomic situation
- Strong negative currency effects mainly from Argentina
- EBIT up by over 20%; North America benefiting from continued positive development in the area of specialty lubricants; Mexico with also pleasing earnings growth

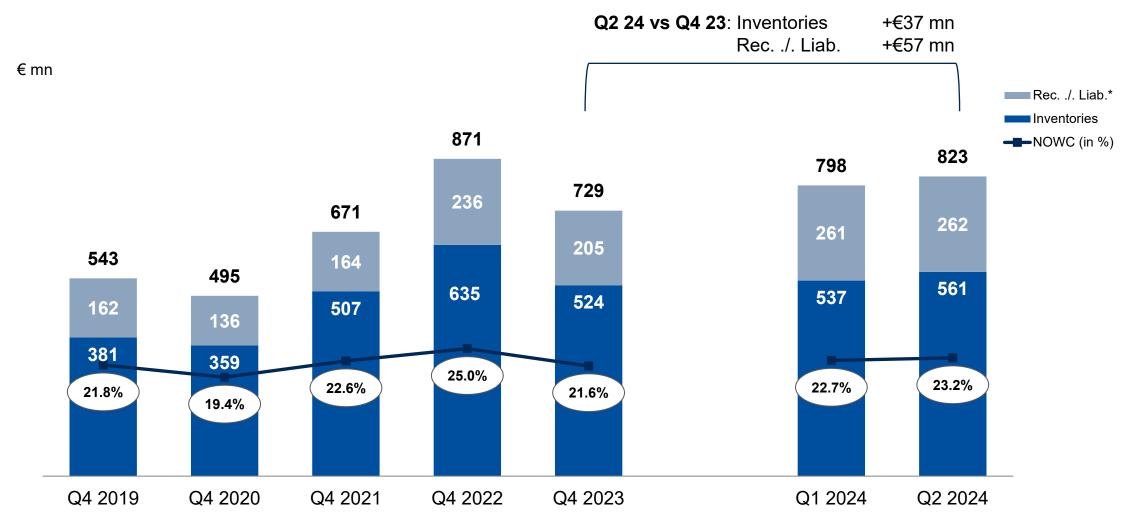
## **NET LIQUIDITY**





# **NET OPERATING WORKING CAPITAL (NOWC)**





\*Liabilities include advance payments received and liabilities from customer discounts

### DIFFERENT PRICE DEVELOPMENTS FOR RAW MAT. BASKET



Q2

Q3 and beyond

Base Oils Groups I / II slightly edged up (excl. Asia) while group III slighty softened

Pricing expected to be stable to slightly up

Additives

Prices remained stable with a slight upward trend in certain areas

Slight upward trend expected

# 2024 OUTLOOK MARKING A STEP TOWARDS EBIT TARGET 2025



KPI* in € mn	2023	March, 12 <sup>th</sup> 2024	July, 30 <sup>th</sup> : Confirming outlook from March,12 <sup>th</sup>
Sales	3,541	~ 3,600	Slight sales growth by mainly volume-driven and assuming stable prices
EBIT	413	~ 430	Strict cost management vs. inflation- and S/4 Hana rollout costs
FVA	212	~ 240	Higher earnings and lower capital employed
FCF bef. acq.	465	~ 250	Higher earnings and normalization of cash conversion rate towards 0.8x

<sup>\*</sup> The impact of the ongoing tense geopolitical situation on the global economy and FUCHS cannot be estimated at this time. In addition, the further development of raw material prices remains a matter of great uncertainty.

# **FUCHS2025** 03 **New Mindset for Future Challenges** LUBRICANTS. TECHNOLOGY. PEOPLE.

# **CLEAR VALUE PROPOSITION**



#### **VISION**



Being First Choice

#### **MISSION STATEMENT**



LUBRICANTS. TECHNOLOGY. PEOPLE.

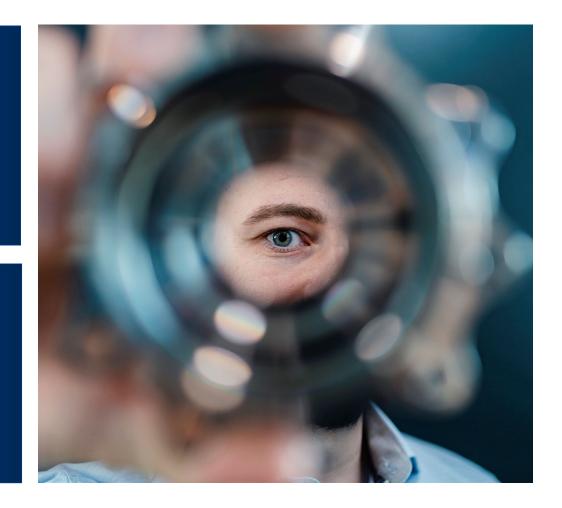
#### **VALUES**



Trust, Creating Values, Respect, Reliability, Integrity

#### **PURPOSE**





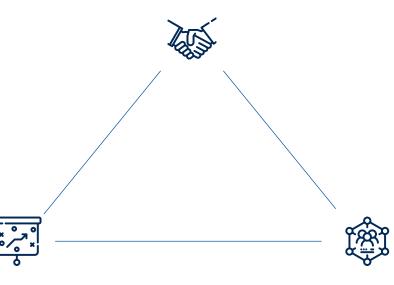
# **FUCHS 2025**





#### Culture

High performance, open feedback & hierarchy-free communication



#### Structure

Organizational set-up & new positions

# segmentation

Strategy

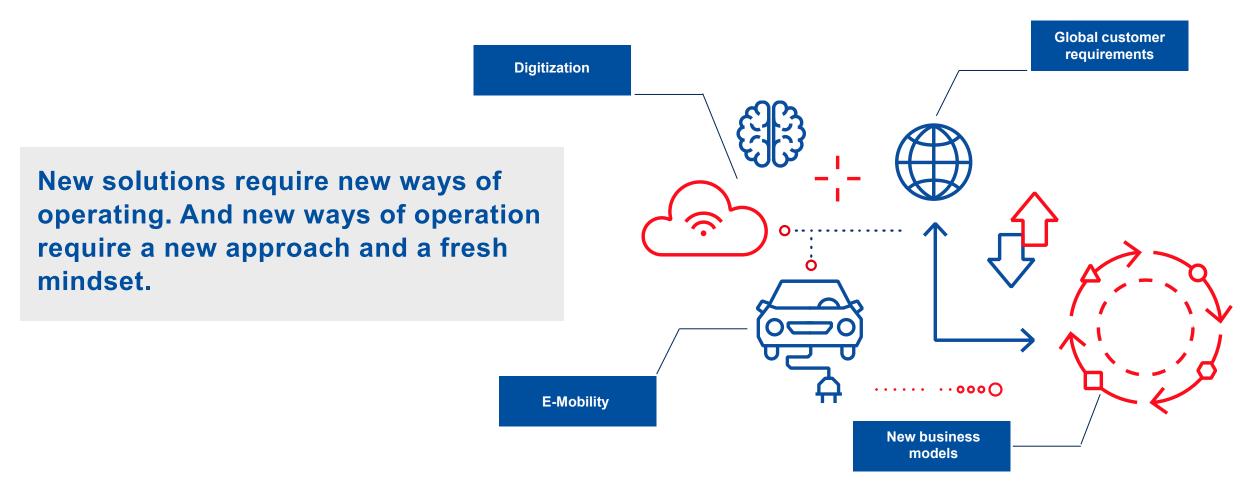
Topline growth based on market

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# **FUCHS2025**



#### NEW MINDSET FOR FUTURE CHALLENGES



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#### **FUCHS2025**

#### **HIGHLIGHTS**





- Further standardize production & procurement processes
- Harmonize systems based on global structures



- Better market penetration through market segmentation
- Develop a global service portfolio by 2025



- Technology Leadership in the segments we target until 2025
- Bring skills & expertise at the three R&D centers in China, Germany and the US at the same level



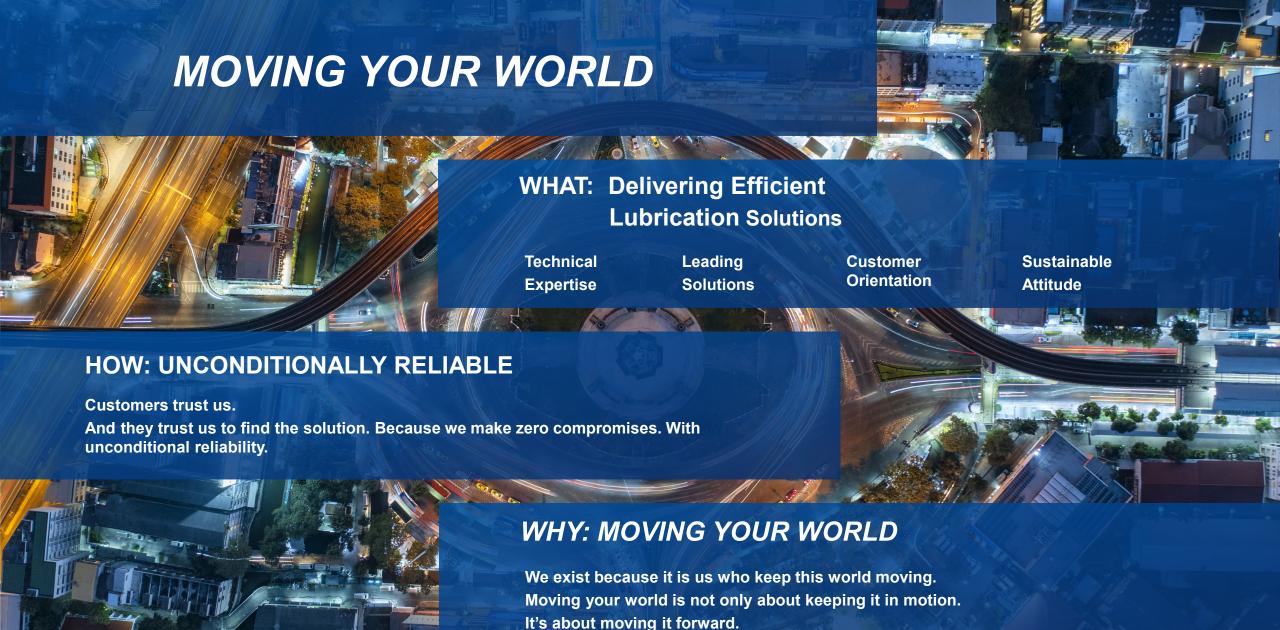
- Overproportionate growth in Asia Pacific
   North and South America
- Use segmentation as a basis for strategic & global business development



- Be the employer of choice for existing and future employees
- Improve development programs, skills models and succession planning

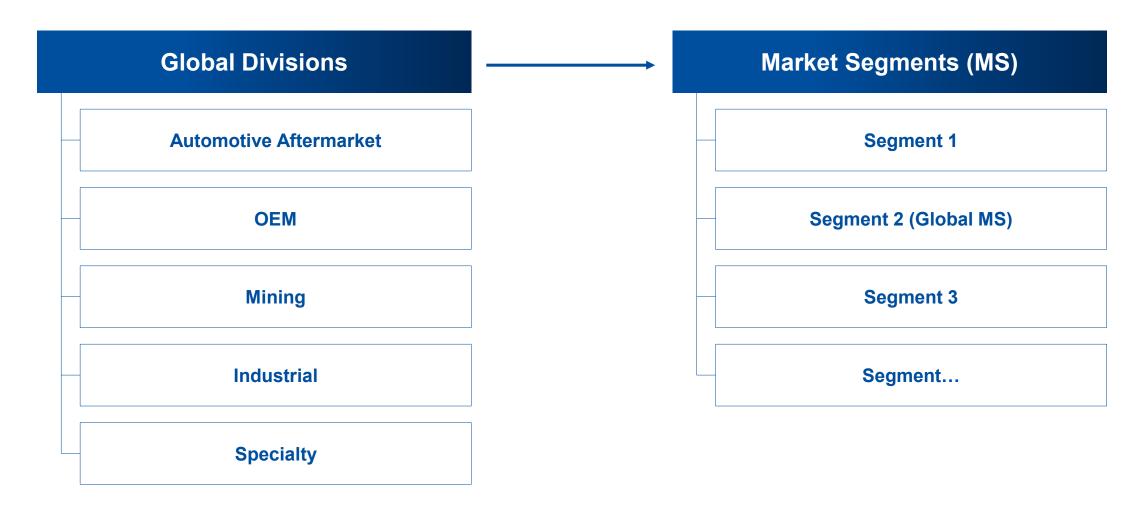


- CO<sub>2</sub>-neutrality "gate-to-gate" since 2020 and CO<sub>2</sub>-neutral "cradle-to-gate" by 2025
- Sustainable revenue at a 15% EBIT margin and corresponding FVA growth



# **GROWTH VIA SEGMENTS**







# FUCHS IS WELL POSITIONED TO PROFIT FROM GLOBAL GROWTH MARKETS



Three further

growth markets





Wind power



Food industry



Rotary motion



Medtech



Semiconductor industry



Data centers





# 04 Megatrends

- Sustainability
- E-Mobility
- Digitalization



# **OUR VIEW ON SUSTAINABILITY**





#### **Economic**

- Develop markets
- Bind & win customers
- Secure & increase longterm business



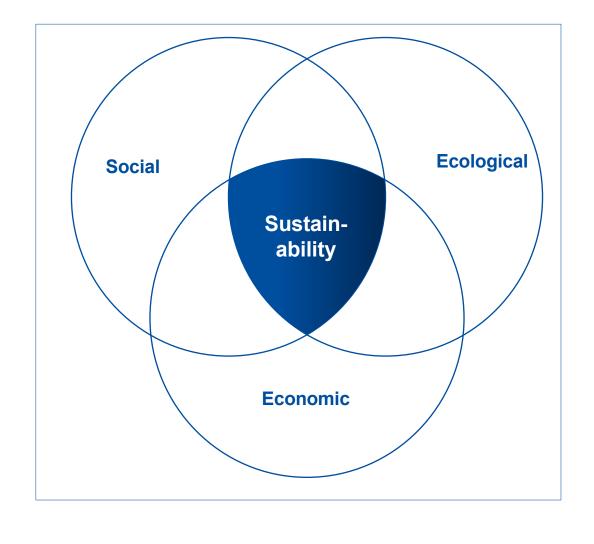
# Social

- Employee safety & satisfaction
- "Corporate Citizenship"
- Compliance with human rights



# **Ecological**

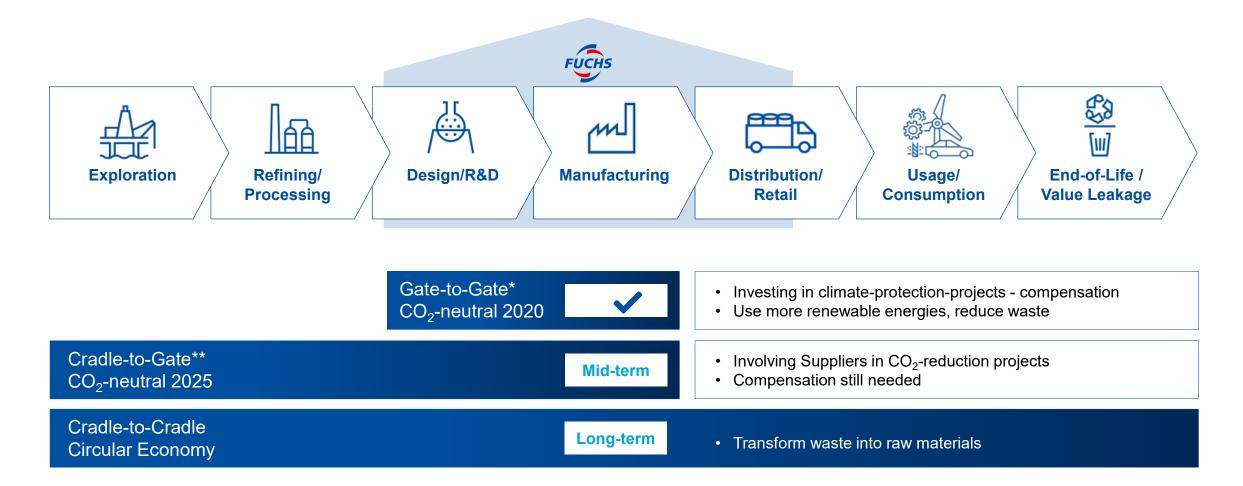
- Resource-efficient production
- Environmentally friendly products
- Reduction of CO<sub>2</sub> emissions



# **ECOLOGICAL SUSTAINABILITY @ FUCHS**

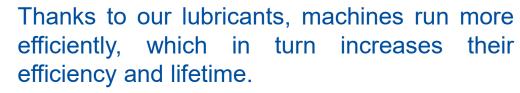


#### PARTNERING WITH THE COMPLETE VALUE CHAIN









For example, FUCHS proved with an excavator operated for 8,000 hours that the use of a premium hydraulic oil saves about 9,600 liters of diesel.

This corresponds to a CO<sub>2</sub>-equivalent of nearly 30 tons.

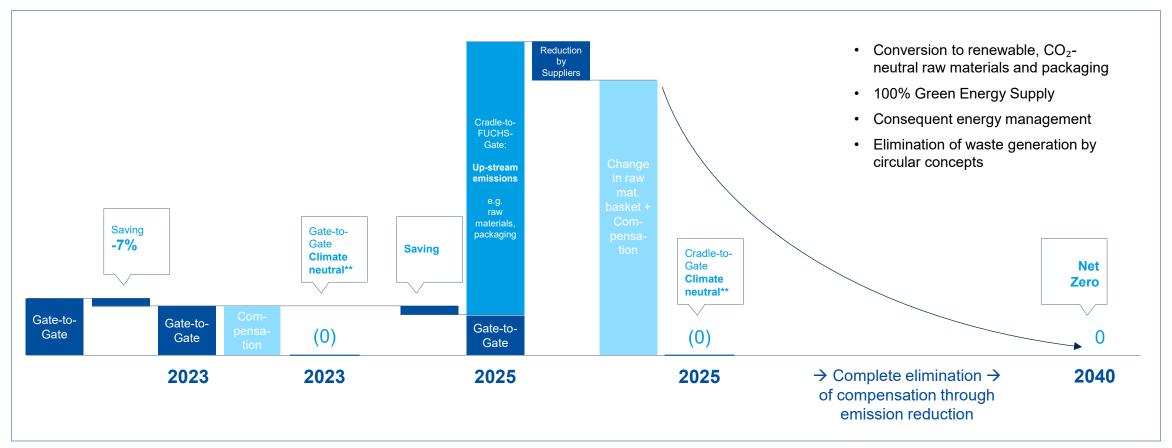
FUCHS is constantly setting new standards with research partners and suppliers. FUCHS is providing solutions for sustainability in the industry.



#### WE TAKE ACTION TO REDUCE FUCHS-EMISSIONS



ROADMAP TO "NET ZERO" BY 2040



<sup>\*</sup> Gate-to-Gate neutrality includes GHG-Protocol Scope 1, 2 & selected Scope 3-emissions (Water, Waste, Business Travel, Commuting) for all affiliates AND JVs incl compensation

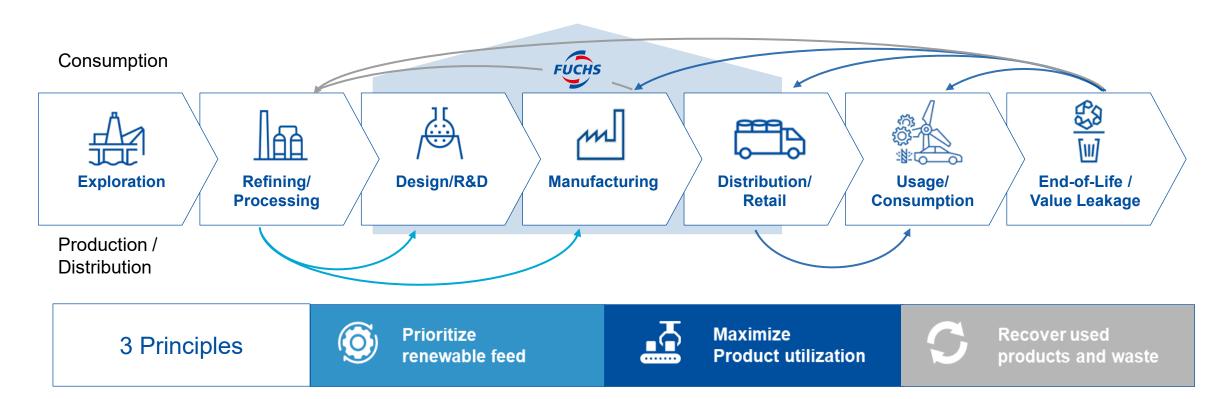
<sup>\*\*</sup> Cradle-to-Gate neutrality includes GHG-P. Scope 1, 2 & selected Scope 3-emissions (Water, Waste, Business Travel, Commuting PLUS purchased raw materials) incl compensation

## **FUCHS & CIRCULAR ECONOMY**



**VALUE CHAIN** 

We understand Circular Economy as a holistic concept along the entire value chain, guided by 3 overarching principles



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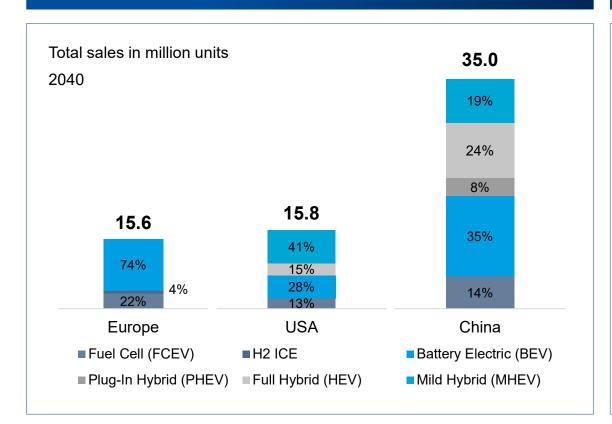
#### **MARKET TREND ANALYSIS**



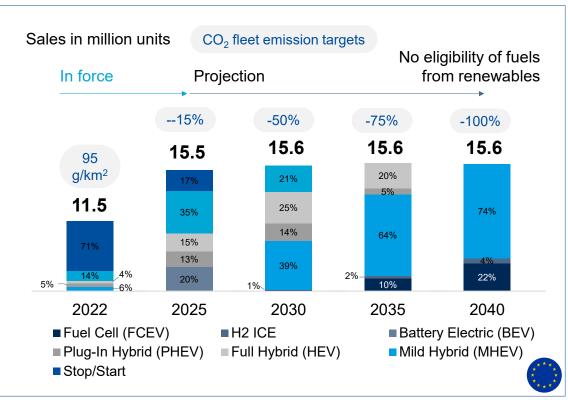


- TRANSFORMATION SCENARIO UNTIL 2040

#### Passenger car powertrain type forecast



#### "Accelerated transformation" scenario in Europe



## SUSTAINABILITY DRIVES NEW TECHNOLOGIES



E-MOBILITY – THE SOURCE OF NEW OPPORTUNITIES





Primary target for e-mobility is passenger car and light duty



Heavy duty and stationary engines will follow very slowly – long haul and offroad is not feasable or inefficient



What does it mean to the markets in the light of the today's situation

**CHINA** 

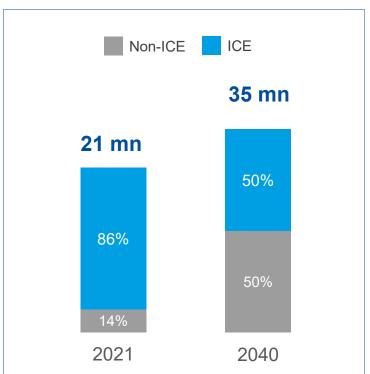
US

**EUROPE** 

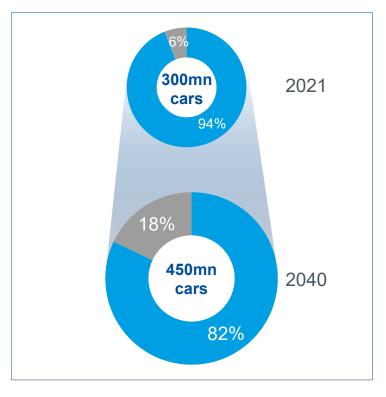
#### E-MOBILITY RAMP UP SCENARIO: CHINA



# Car sales



# Car population

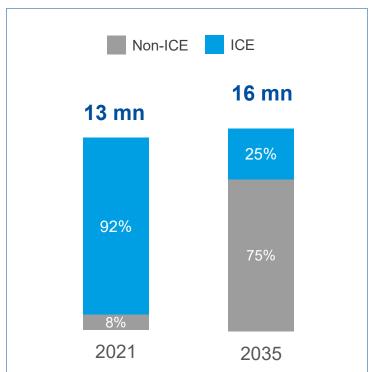


- Strong increase in car sales and car population in China
- Openness in technology leading to more balanced split between ICE and non-ICE
- Even with a fast-growing share of BEVs, there will be more combustion engines in 2040 than today
- Implication on lubricant volumes:
  - current automotive market China
     ~3.5mt
  - ~1/3 bigger lubricant market including efficiency gains leads to volume increase of ~800kt

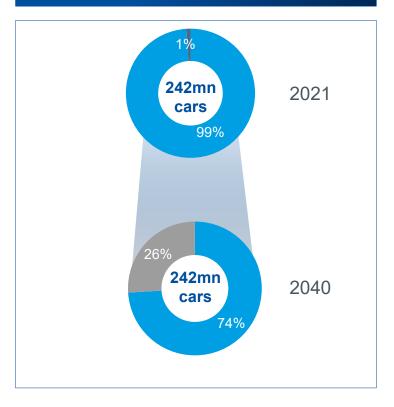
## E-MOBILITY RAMP UP SCENARIO: EUROPE



# Car sales



## Car population



- Regulation in Europe will lead to ban of ICE cars between 2030 – 2040
- Overall car population expected to be largely stable
- Assumption: avg. 5 Mio. additional BEVs/year on the road till 2035
- Implication on lubricant volumes:
  - Current total European market ~5.8mt
  - Volume reduction of automotive passenger car market by around 25%
  - Heavy-duty segment (~50% of automotive) expected to be stable
  - Volume decline by ~700kt

Assumption: Full loss of car lubricants (MWF, grease,...)

# **E-MOBILITY SCENARIO: USA**



No o

No clear path forward



Expected impact on the market very limited in the coming years

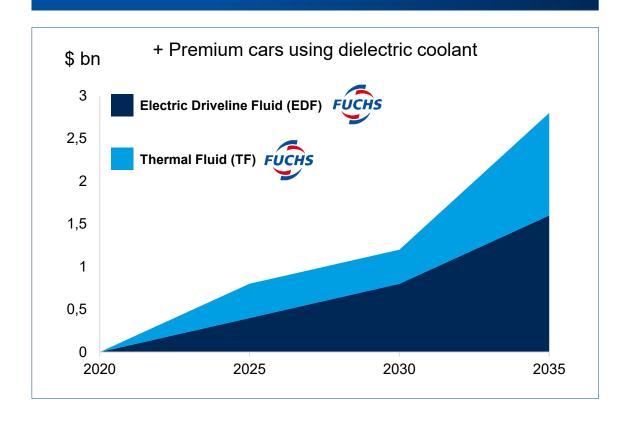
Expectation no significant influence through e-mobility







#### **Premium cars case**



**FUCHS** defines

~50% as relevant

Market in USD ELECTRIC VEHICLE (EV) FLUIDS USED IN PASSENGER **VEHICLES, \$ BILLION** 

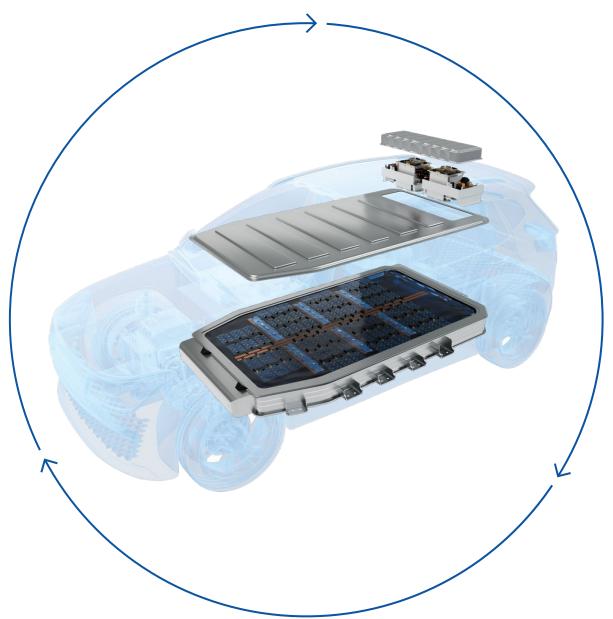


# PHASE 3 On the road

- Thermal fluids
- Connector greases
- Corrosion protection
- Cleaners

# PHASE 2 Assembly

- Heat conductive pastes / Gap fillers
- Thermal fluids
- Electrolytes by E-Lyte
- Connector greases
- Screw coatings
- Corrosion protection



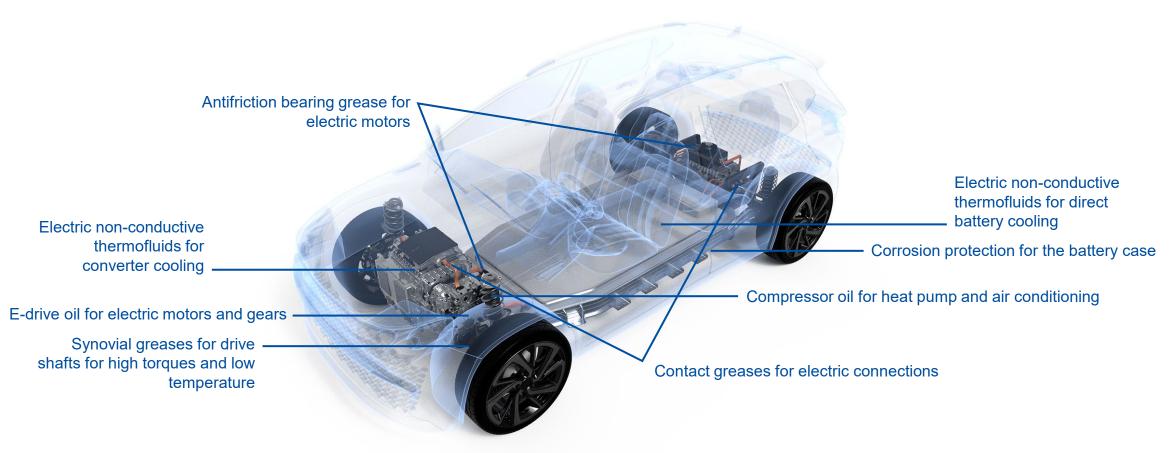
# PHASE 1 Manufacturing

- Stamping lubricants
- Metal working fluids for machining processes
- Forming oils
- Corrosion protection for transportation
- Cleaners

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# FUCHS BluEV





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# E-MOBILITY FLUIDS @FUCHS



			Electric Driveline Fluid (EDF)			Thermal Fluid (TF)		VisionFluid (VF)
	Wear Protection		EDF dry  No direct contact with e- motor windings	EDF wet Direct contact with e-motor windings	EDF wet FC (Friction Control)  Direct contact with e-motor windings  Allows use of friction parts (like LSD, clutches, synchronizers)	TF EM		VF Lubrication and cooling one integrated
	Bearing Performance					Bearing protection if needed  Direct contact with e-motor windings	TF Bat For battery cells	fluid circuit
<b>©</b>	Thermal Fluid / Cooling							
	Friction Control		(Friction Control) e.g. LSD					
							oil based	water containin



#### MARKET IMPACT NEW OPPORTUNITIES

## Electrolyte market opens up significant business potential



Strong increase in demand especially in Europe



Small to medium volume products - design to application



Therefore JV with E-Lyte to enter into this market segment – it is part of the drivetrain fluids – transfer of energy



We focus on high performance electrolytes, not on standard high volume market of traction batteries



E-Lyte product performance is unique to support, i. e. fast loading cycles



Perfect fit between E-Lyte and FUCHS – high technology meets high technology and industrial experience

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# **BROAD SPECTRUM OF APPLICATIONS FOR ELECTROLYTES**















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## JOINT VENTURE WITH E-LYTE INNOVATION







Know-How Production and Supply Chain

**Process-Expertise** 

Organization & Infrastructure

**Global Footprint** 

Access to Industry and Gigafactories

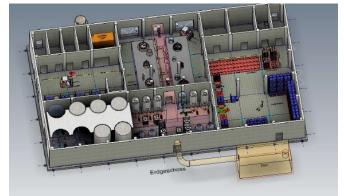
Established Network in the Elektrolyte Industry

**Technical Know How** 

Embedded in R&D Campus

#### Kaiserslautern, GER







# EFFICIENT LUBRICATION SOLUTIONS BY IMPLEMENTING THE FUCHS SMART SOLUTIONS ECOSYSTEM

#### **CUSTOMER FOCUS**

- FUCHS listens carefully to customers all around the world and understands the specific customer needs
- Our lubricants enable our customers to deliver an outstanding performance
- We have the knowledge how to develop those chemical products as per the requirements of our customers

#### THE GOAL OF ALL SOLUTIONS IS ADDRESSING THE THREE MAJOR CUSTOMER NEEDS:



#### **Protection:**

maximize equipment life and availability (machines, equipment and tools).



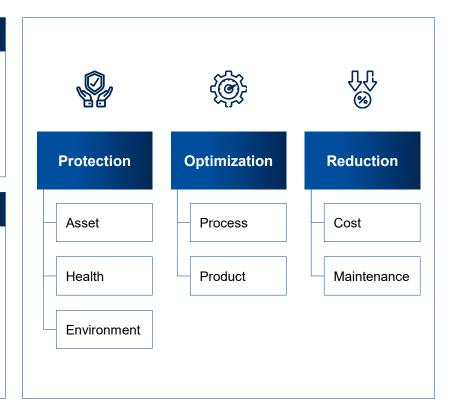
#### **Optimization:**

maximize customer performance (maximize output, increase quality, minimize input)



#### Savings:

reducing the use of ressources (raw materials, maintenance, ...)



FUCHS to act as a solution-oriented partner with our customers to manage movable/rotating assets in a sustainable way

# FUCHS SMART SOLUTIONS OUR INPUT









## **Technology**

- More than 10.000 lubricants for various industries
- German technology globally engineered: High performance products delivering improved performance/life time at customers
- Pioneering future performance fluids applications, e.g. e-mobility, thermofluids, electrolytes, etc.
- Globally available engineering and technology experts

#### **Experience**

- 90 years of experience in lubrication and full focus on lubrication
- Customer service excellence with one face to the customer
- In depth expertise on customer market segments

#### **Digitalization Solutions**

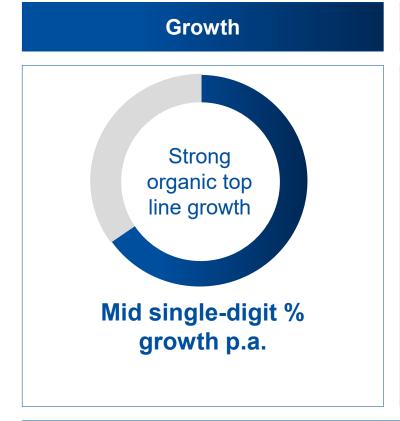
- FluidAnalyzer
- FluidMeter
- o FluidsConnect
- Man On Site

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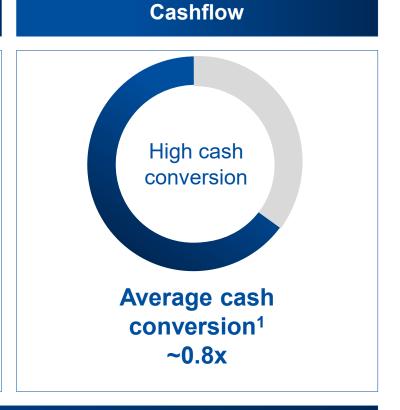


# **FINANCIAL TARGETS - OVERVIEW**







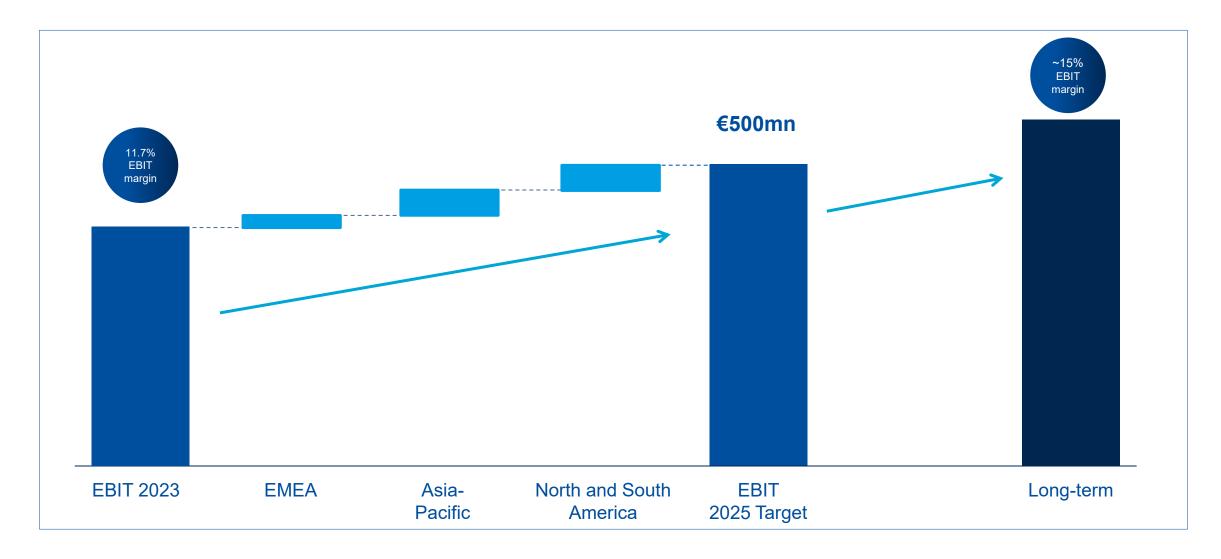


#### Upgrade of dividend policy: Increase dividend each year

1) Cash conversion = FCF bef. Acq./ Net income

# **FINANCIAL TARGET 2025**





#### **GROWTH DRIVER 2025**







- Improved market penetration through segmentation
- Supply Chain & Logistics Excellence
- Process Efficiency/ Digitalization
- Profit growth throughout the region
- Profitability Nordics
- Germany Merger



#### **Asia-Pacific**

- Improved market penetration through segmentation
- Strong growth in all sub regions (Australasia, East Asia, India and Southeast Asia)
- Accelerated specialty sales growth through NYE integration

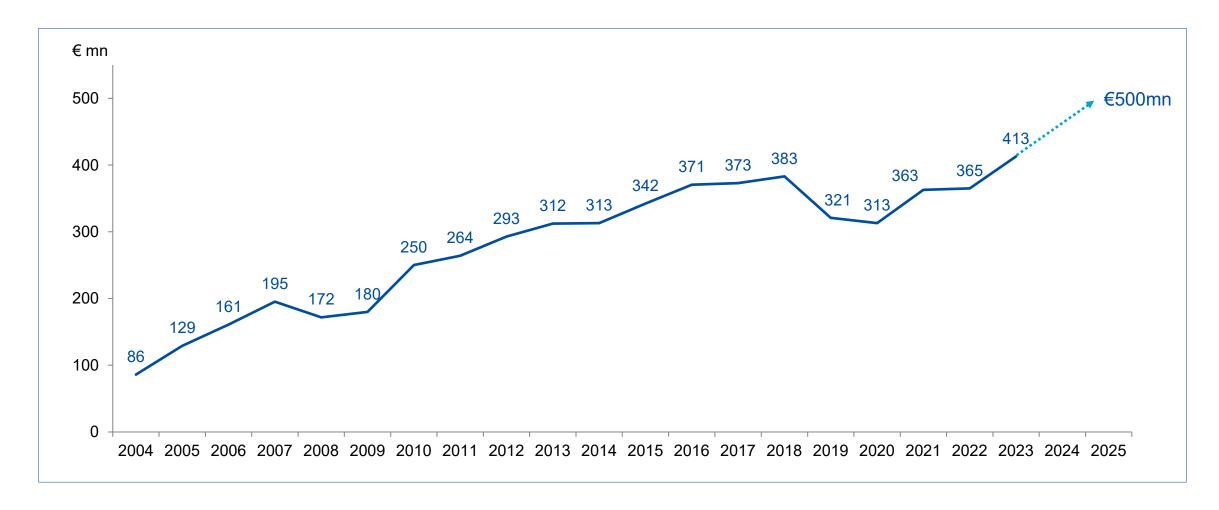


#### **North & South America**

- Improved market penetration through segmentation
- Main growth coming from North America (USA, Mexico, Canada)
- Further development of automotive business in the US

# 2025 TARGET REFLECTING ACCELERATED EBIT GROWTH

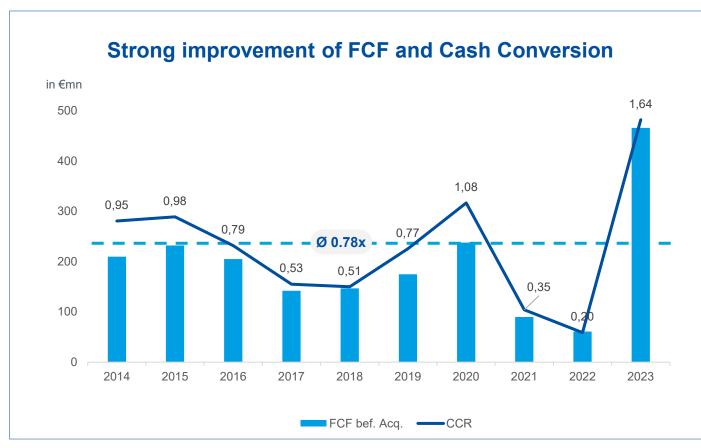




## FCF CONVERSION<sup>1</sup>



#### STRONG HISTORIC TRACK RECORD – FURTHER IMPROVEMENT AHEAD



#### FCF levers going forward

- Strict NOWC management; current high level to come down with normalised cost inflation rates going forward
- Maintain CAPEX on D&A level of ~ €80mn
- With reduced investments, CCR has potential to grow above ten-year average of 0.78x
- 0.8x CCR target reflecting growth and accordingly NOWC build-up

<sup>1)</sup> Cash conversion = FCF bef. Acq./ Net income



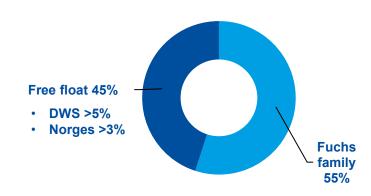


## **BREAKDOWN ORDINARY & PREFERENCE SHARES**



(DECEMBER 31, 2023)

#### **Ordinary shares**



Basis: 69,500,000 ordinary shares

#### **Characteristics:**

Dividend

Voting rights

#### **Share data:**

Symbol: FPE

ISIN: DE000A3E5D56

WKN: A3E5D5

#### **Preference shares**



Basis: 69,500,000 preference shares

#### **Characteristics:**

- Dividend <u>plus</u> preference profit share (0.01€)
- Restricted voting rights in case of:
  - preference profit share has not been fully paid
  - exclusion of pre-emption rights (e.g. capital increase, share buyback, etc.)

#### **Share data:**

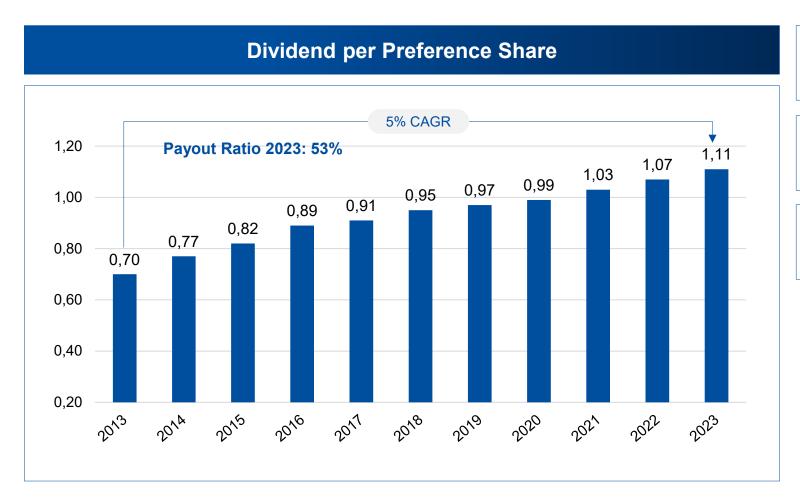
Symbol: FPE3

ISIN: DE000A3E5D64

WKN: A3E5D6

## **DIVIDEND POLICY**





#### 22 years

of consecutive dividend increases

**5** %

CAGR over the last 10 years

#### 31 years

without dividend decreases





### SHARE BUYBACK PROGRAMME COMMENCED







#### **Key points**

- Programme started on June 27, 2022 and was extended on December 7, 2023
- Up to 8,000,000 shares, thereof up to 4,000,000 ordinary shares and up to 4,000,000 preference shares
- Total purchase price of up to EUR 280 million (excluding incidental acquisition costs)

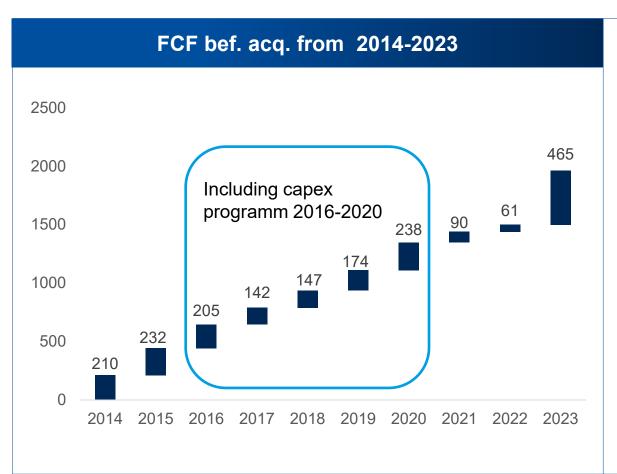
#### **Implications**

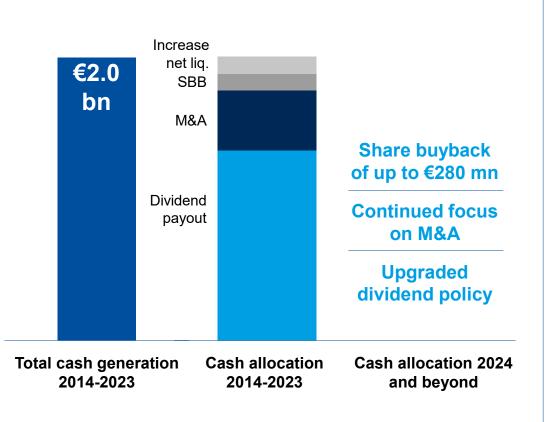
- Shares to be cancelled
- Optimization of capital structure
- No limitation in growth ambitions and potential M&A opportunities
- Financed through Free Cashflow generation; optionally usage of short-term bank loans

Find detailed information on our website: Link

## **COMITTED TO REALIZE SHAREHOLDER VALUE**







# BALANCED CAPITAL ALLOCATION STRATEGY SUPPORTED BY STRONG FREE CASH FLOW









#### **CAPEX**

Major investment initiative from 2016-2020 successfully completed

Keep investments on the comparable level of depreciation and amortization

#### **Acquisitions**

Search for acquisitions fullfilling our financial and strategic objectives

Solid balance sheet structure provides flexibility

#### **Return to Shareholders**

Dividend policy: Increase dividend each year

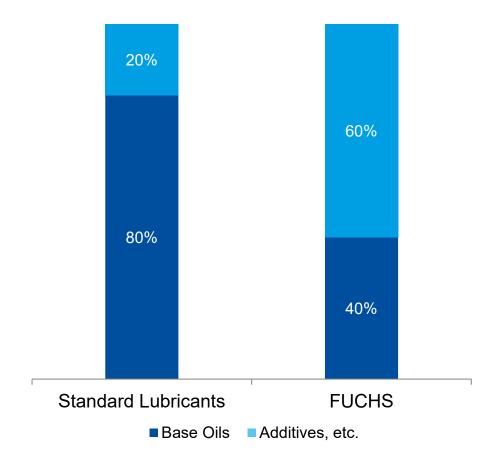
Option to return excess cash to shareholders through buybacks



# Base oil / additives value split



- Base oil prices do not necessarily follow crude oil prices
- No direct link between additives and crude oil prices
  - We even face price increases for certain raw materials where supply/demand is not balanced, or special situations occur
- Special lubricants consist of less base fluid and more additives

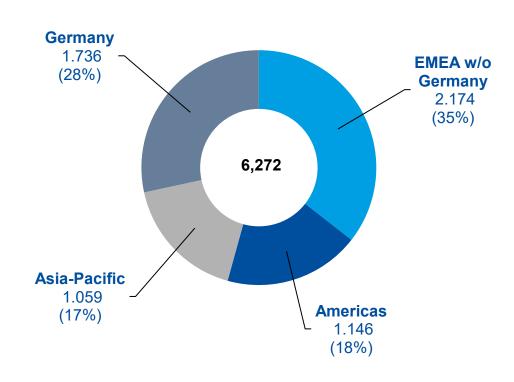


# **WORKFORCE STRUCTURE**

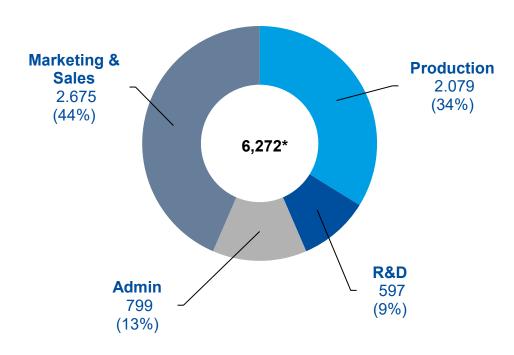
6,272 EMPLOYEES GLOBALLY (AS OF DECEMBER 31, 2023)

# LUBRICANTS. TECHNOLOGY. PEOPLE.

### **Regional Workforce Structure**



#### **Functional Workforce Structure**



\*Excl. 123 Trainees



# UNIQUE TRACK RECORD FOR CONTINUED PROFITABILITY AND ADDED VALUE

FUCHS Group (in € mn)	2023	2022	2021	2020	2019	2018	2017	2016	2015	2014
Results of operations										
Sales revenues (by company location)	3,541	3,412	2,871	2,378	2,572	2,567	2,473	2,267	2,079	1,866
Cost of sales	2396	2,358	1,906	1,524	1,682	1,668	1,591	1,416	1,288	1,173
Gross profit in % of sales revenues	1,145 32.3	1,054 <i>30.</i> 9	965 33.6	854 35.9	890 <i>34.6</i>	899 35.0	882 35.7	851 <i>37.5</i>	791 38.1	693 37.2
EBIT before at equity in % of sales revenues	406 11.5	356 10.4	354 12.3	303 12.7	310 12.1	357 13.9	356 14.4	352 15.5	324 15.6	293 15.7
EBIT in % of sales revenues	413 11.7	365 10.7	363 12.6	313 <i>13.2</i>	321 12.5	383 14.9	373 15.1	371 16.4	342 16.5	313 <i>16.8</i>
EBITDA in % of sales revenues	511 14.4	458 13.4	449 15.6	393 16.5	394 15.3	441 17.2	426 17.2	418 <i>18.4</i>	381 18.3	343 18.4
Assets / equity and liabilities										
Balance sheet total	2,423	2,523	2,311	2,120	2,023	1,891	1,751	1,676	1,490	1,276
Shareholder's equity	1,800	1,841	1,756	1,580	1,561	1,456	1,307	1,205	1,070	916
Equity ratio (in %)	74.3	73.0	76.0	74.5	77.2	77.0	74.6	71.9	71.8	71.7
Net liquidity	112	-60	97	179	193	191	160	146	101	186
Pension provisions	10	7	28	43	36	25	26	35	33	36
FUCHS Value Added (FVA)	212	172	205	165	174	251	250	257	246	230



# **UNIQUE TRACK RECORD FOR CONTINUED PROFITABILITY AND ADDED VALUE**

FUCHS Group (in € mn)		2023	2022	2021	2020	2019	2018	2017	2016	2015	2014
Cash flow											
Free cashflow		461	59	61	124	162	159	140	164	62	188
Free cashflow before acquisitions		465	61	90	238	175	147	142	205	232	210
Cash Conversion Rate Factor		1.64	0.23	0.35	1.08	0.77	0.51	0.53	0.79	0.98	0.95
Investments / R&D											
Investments		83	79	80	122	154	121	105	93	50	52
Depreciation (scheduled)		92	93	86	80	73	58	53	47	39	30
Research & Development expenses	3	71	69	59	54	55	52	47	44	39	33
Employees											
Number of employees (average)		6,272	6,067	5,858	5,786	5,573	5,339	5,147	4,990	4,368	4,052
FUCHS shares (in €)											
Earnings per share	Ordinary Preference	2.08 2.09	1.87 1.88	1.82 1.83	1.58 1.59	1.63 1.64	2.06 2.07	1.93 1.94	1.86 1.87	1.69 1.70	1.57 1.58
Dividend per share	Ordinary Preference	1.10 1.11	1.06 1.07	1.02 1.03	0.98 0.99	0.96 0.97	0.94 0.95	0.90 0.91	0.88 0.89	0.81 0.82	0.76 0.77
Dividend distribution (in € mn)*		147	148	142	137	134	131	126	123	113	106
Stock exchange prices (on Dec 31)	Ordinary Preference	32.45 40.30	27.80 32.74	30.88 39.92	37.85 46.44	39.95 44.16	35.00 35.98	40.37 44.25	36.95 39.88	37.69 43.50	31.74 33.30

<sup>\*</sup>For 2023, proposal for the appropriation of profits – unappropriated profits designated for distribution less the amount attributable to non-dividend-bearing ordinary **86** and preference shares, which will be transferred to retained earnings.

## **KEY ENVIRONMENTAL DATA**



FUCHS Group	Unit	2023	2022	2021
Energy				
Absolute energy consumption	MWh	236,056	250,399	251,898
Specific energy consumption	kWh/ton produced	267	279	263
CO <sub>2</sub> emissions ("gate-to-gate")				
Absolut CO <sub>2</sub> emissions	tons	115,813	123,892	136,029
- thereof Scope 1	tons	38,945	40,272	37,520
- thereof Scope 2	tons	22,243	25,172	34,513
- thereof Scope 3	tons	54,626	58,448	63,996
Specific CO <sub>2</sub> emissions	kg/ton produced	131	138	142
- thereof Scope 1	kg/ton produced	44	45	39
- thereof Scope 2	kg/ton produced	25	28	36
- thereof Scope 3	kg/ton produced	62	65	67
Water consumption				
Absolute water consumption	m³	340,852	384,181	416,239
Specific water cosumtion	liters/ton produced	386	428	435
Waste generation				
Absolute waste generation	tons	14,189	15,530	21,896
Specific waste generation	kg/ton produced	16	17	23



Absolute gate-to-gate CO<sub>2</sub> emissions from FUCHS companies were reduced 6.5% year-over-year.

This corresponds to 8,079 t CO<sub>2</sub> and 5% reduction of specific emissions.

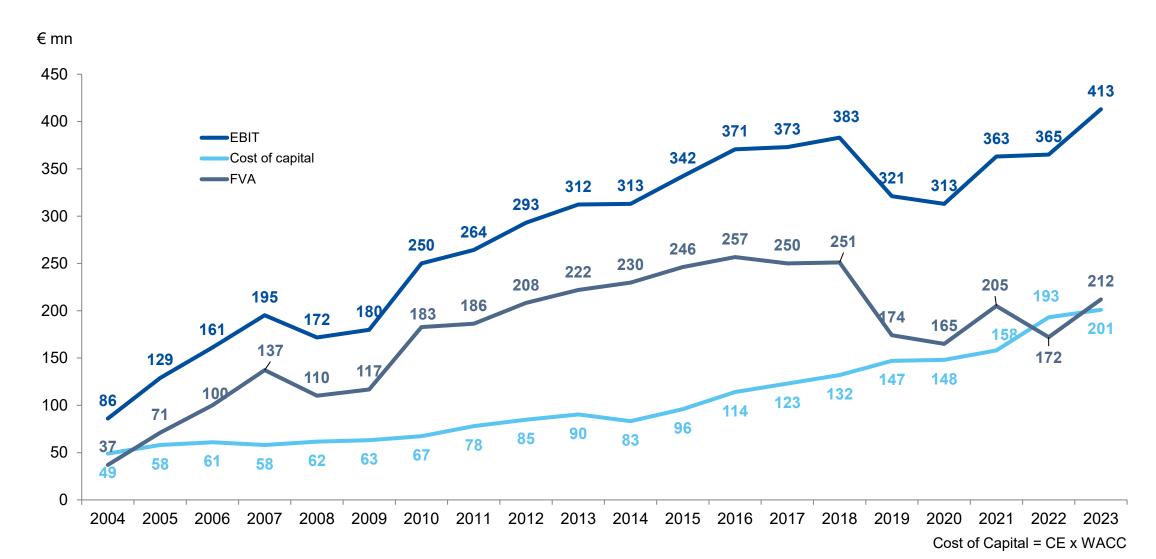
Scope 1: Direct emissions, including own energy generation.

Scope 2: Indirect emissions through purchased energy.

Scope 3: Other indirect emissions along the value chain.

## **DEVELOPMENT EBIT - COST OF CAPITAL - FVA**



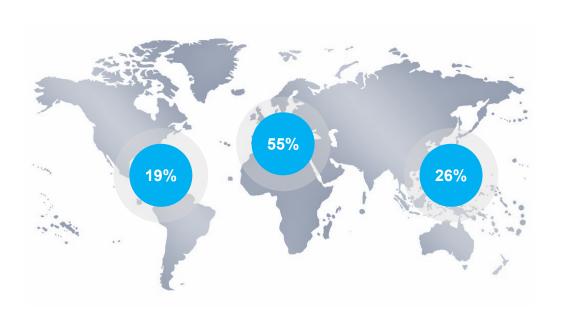




### **CONSOLIDATED SALES REVENUES FY 2023**

		2023 (€ mn)	2022 (€ mn)	2021 (€ mn)
EMEA		2,041	2,036	1,710
thereof	Germany	898	916	785
	Western Europe	740	702	587
	Eastern Europe	284	291	241
	Africa	119	127	97
Asia-Pacific		980	929	855
thereof	China	564	554	552
	Australia	261	242	196
North and So	outh America	687	653	471
thereof	North America	611	576	413
	South America	77	77	58
Consolidatio	on	-167	-206	-165
Total		3,541	3,412	2,871





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# **CASH FLOW FY 2023**

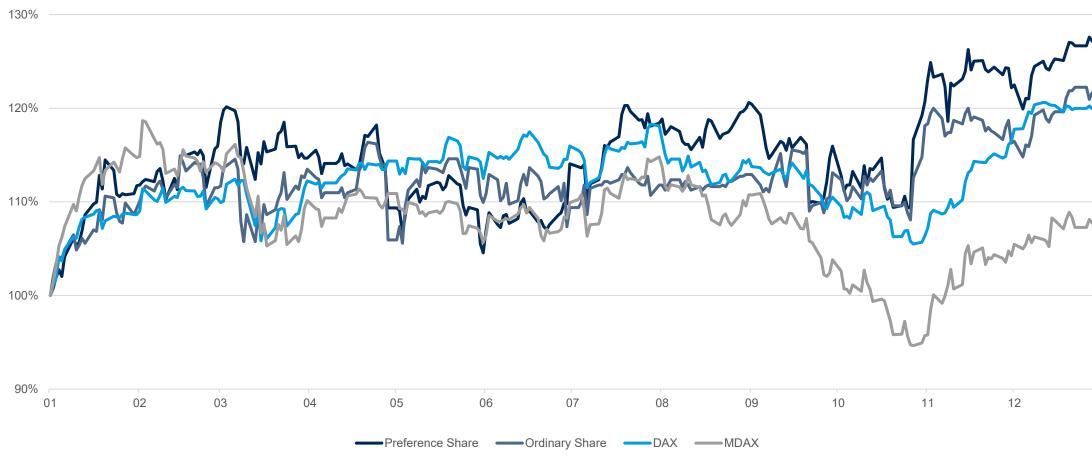


€ mn	FY 2023	FY 2022	Δ in € mn
Earnings after tax	283	260	23
Amortization/Depreciation	98	94	4
Changes in net operating working capital (NOWC)	117	-206	323
Other changes	50	-18	68
Capex	-83	-69	-14
Free cash flow before acquisitions	465	61	404
Acquisitions	-4	-2	-2
Free cash flow	461	59	402

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## SHARE PRICE DEVELOPMENT OF FUCHS SHARES

PERFORMANCE\* OF ORDINARY AND PREFERENCE SHARES IN COMPARISON WITH DAX AND MDAX (JANUARY 1, 2023 – DECEMBER 29, 2023)



<sup>\*</sup>Price trend including dividends.

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# **QUARTERLY INCOME STATEMENT**



Comm		20	21			20	22			20	23			202	.4	
€mn	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Sales	697	714	718	742	808	832	902	870	936	886	876	843	877	887		
Gross Profit	255	242	238	230	262	262	274	256	289	285	288	283	296	311		
Gross Profit margin (in %)	36.6	33.9	33.1	31.0	32.4	31.5	30.4	29.4	30.9	32.2	32.8	33.6	33.8	35.0		
Other function costs	-156	-154	-153	-148	-171	-175	-178	-174	-188	-190	-178	-183	-191	-201		
EBIT before at Equity	99	88	85	82	91	87	96	82	101	95	110	100	105	110		
EBIT margin before at Equity (in %)	14.2	12.3	11.8	11.1	10.9	10.5	10.6	9.4	10.8	10.7	12.6	11.9	12.0	12.4		
At Equity	2	2	3	2	2	0	4	3	2	2	3	0	2	1		
EBIT	101	90	88	84	93	87	100	85	103	97	113	100	107	111		
EBIT margin (in %)	14.5	12.6	12.3	11.3	11.2	10.5	11.1	9.7	11.0	11.0	12.9	11.9	12.2	12.5		
EBITDA	122	111	109	107	116	110	124	135	126	121	135	129	131	134		
EBITDA margin (in %)	17.5	15.5	15.2	14.4	13.9	13.2	13.7	15.5	13.5	13.7	15.4	15.3	14.9	15.1		

# **QUARTERLY FIGURES BY REGION**



2023	EMEA					А	sia-Paci	fic		North and South America					
2023	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Sales by company location	552	515	499	475	2,041	252	239	247	241	979	181	171	171	164	687
EBIT before at equity income	48	47	53	58	206	28	24	28	31	113	19	20	23	17	79
in % of sales	8.7	9.1	10.6	12.2	10.1	11.1	10.0	11.3	12.9	11.3	10.5	11.7	13.5	10.4	11.5
Income from at equity companies	2	2	3	0	7	-	-	-	-	-	-	-	-	-	-
Segment earnings (EBIT)	50	49	56	58	213	28	24	28	31	111	19	20	23	17	79
in % of sales	9.0	9.5	11.2	12.2	10.4	11.1	10.0	11.3	12.9	11.3	10.5	11.7	13.5	10.4	11.5

2024	EMEA			Asia-Pacific				North and South America							
2024	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Sales by company location	511	516				245	240				167	174			
EBIT before at equity income	52	57				29	26				21	26			
in % of sales	10.2	11.0				11.8	10.8				12.6	14.9			
Income from at equity companies	2	1				-	-				-	-			
Segment earnings (EBIT)	54	58				29	26				21	26			
in % of sales	10.6	11.2				11.8	10.8				12.6	14.9			

# **QUARTERLY SALES & EBIT BY REGIONS**



Sales (€ mn)						
EMEA						
	$\Delta$ Y-o-Y in %					
Asia-Pacific						
	Δ Y-o-Y in %					
Americas						
	Δ Y-o-Y in %					
Holding/Cons	solidation					
FUCHS Group						
	Δ Y-o-Y in %					

		2022		
Q1	Q2	Q3	Q4	FY
481	506	524	525	2,036
15	17	23	21	19
237	217	252	223	929
11	3	18	2	34
141	159	182	171	653
27	41	52	35	39
-51	-50	-56	-49	-206
808	832	902	870	3,412
16	17	26	17	19

		2023		
Q1	Q2	Q3	Q4	FY
552	515	499	475	2,041
15	2	-5	-10	0
252	239	247	241	979
6	10	-2	8	5
181	171	171	164	687
28	8	-6	-4	5
-49	-39	-41	-37	-166
936	886	876	843	3,541
16	6	-3	-3	4

		2024		
Q1	Q2	Q3	Q4	FY
511	516			
-7	0			
245	240			
-3	0			
167	174			
-8	2			
-46	-43			
877	887			
-6	1			

EBIT (€ mn)						
EMEA						
Δ Y-o-Y in %						
Asia-Pacific						
Δ Y-o-Y in %						
Americas						
Δ Y-o-Y in %						
Holding/Consolidation						
FUCHS Group						
Δ Y-o-Y in %						

		2022		
Q1	Q2	Q3	Q4	FY
44	40	39	47	170
-10	-9	2	34	2
29	26	33	25	113
-15	-10	10	-14	-7
17	18	24	18	77
6	20	29	29	28
3	3	4	-5	5
93	87	100	85	365
-8	-3	14	1	1

		2023		
Q1	Q2	Q3	Q4	FY
50	49	56	58	213
14	23	46	23	25
28	24	28	31	111
-1	-8	-15	24	-2
19	20	23	17	79
12	11	-4	-6	3
6	4	6	-6	10
103	97	113	100	413
11	11	13	18	13

		2024		
Q1	Q2	Q3	Q4	FY
54	57			
8	16			
29	26			
4	8			
21	26			
11	30			
3	1			
107	110			
4	13			

# **QUARTERLY SALES DEVELOPMENT SPLIT BY REGIONS**



Organic Growth (in %)
EMEA
Asia-Pacific
Americas
FUCHS Group

		2022		
Q1	Q2	Q3	Q4	FY
15	16	22	21	19
5	-5	8	2	3
18	25	32	26	25
12	11	19	16	15

		2023		
Q1	Q2	Q3	Q4	FY
17	5	-2	-8	2
9	19	11	15	13
25	13	4	15	14
17	12	4	3	9

		2024		
Q1	Q2	Q3	Q4	FY
-40	-39			
7	13			
-3	4			
-33	-23			

External Growth (in %)
EMEA
Asia-Pacific
Americas
FUCHS Group

		2022		
Q1	Q2	Q3	Q4	FY
-	-	-	-	-
-	-	-	-	-
-	-	-	-	-
0	0	0	0	0

		2023		
Q1	Q2	Q3	Q4	FY
-	-	-	-	-
-	-	-	-	-
-	-	-	-	-
0	0	0	0	0

	2024							
Q1	Q2	Q3	Q4	FY				
-	-							
-	-							
-	-							
0	0							

FX Effects (in %)	
EMEA	
Asia-Pacific	
Americas	
FUCHS Group	

		2022		
Q1	Q2	Q3	Q4	FY
-	1	1	-	-
6	7	10	-	6
9	13	20	-9	14
4	5	7	1	4

		2023		
Q1	Q2	Q3	Q4	FY
-2	-3	-3	-2	-2
-3	-9	-13	-7	-8
3	-5	-10	-19	-8
-1	-5	-7	-7	-5

		2024		
Q1	Q2	Q3	Q4	FY
-1	-1			
-14	-19			
-11	-15			
-26	-35			

# SUPERVISORY BOARD OF FUCHS SE





**Dr. Christoph Loos**Chairman



**Dr. Susanne Fuchs**Deputy Chairwoman



Ingeborg Neumann
Chairwoman Audit Committee



Dr. Markus Steilemann Member



Jens Lehfeldt Employee's Representative



Cornelia Stahlschmidt Employee's Representative

## **MANAGEMENT - EXECUTIVE BOARD**





Stefan Fuchs
CEO; Corporate Group Development, HR, PR &
Marketing, Strategy



Dr. Timo Reister

Deputy CEO; Asia-Pacific, Americas, Automotive Aftermarket
Division, Mining Division, OEM Division



Dr. Sebastian Heiner
CTO; R&D, Technology, Product Management, Supply
Chain, Sustainability, EH&S



Dr. Ralph Rheinboldt
Europe, Middle East & Africa, Industry
Division, Speciality Division



Isabelle Adelt
CFO; Finance, Controlling, Investor Relations, Compliance,
Internal Audit, Digitalization (IT, ERP systems, Big Data
etc.), Legal, Taxes

## **EXECUTIVE COMPENSATION & FUCHS SHARES**



## **Executive Board**

>50%

of multi-year variable compensation (LTI)

must be invested in FUCHS preference shares with a lock-up period of 4 years

# **Supervisory Board**

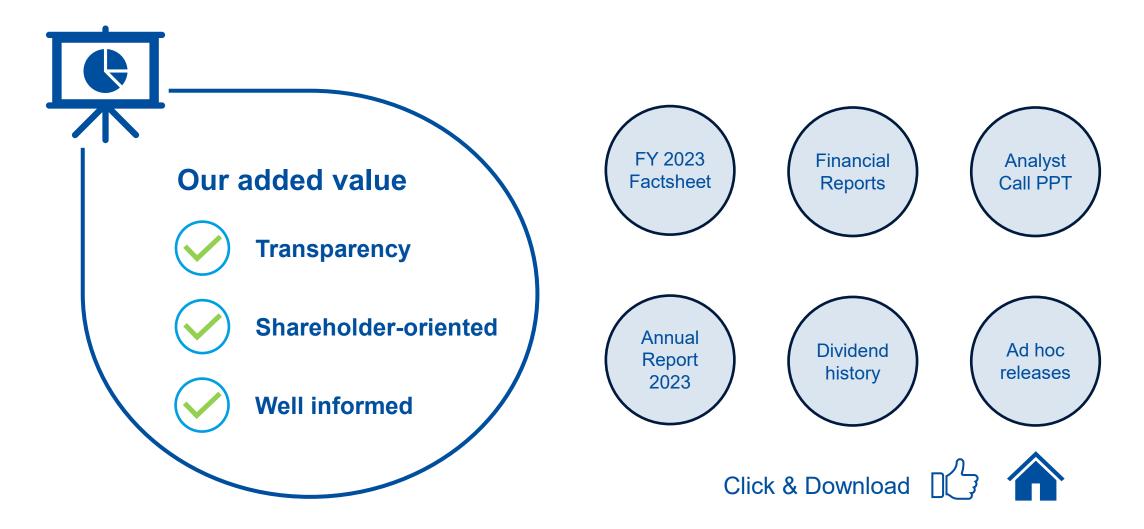
≥20%

of fixed compensation

must be invested in FUCHS preference shares with a lock-up period of 4 years

## **DOWNLOAD: KEY DOCUMENTS FOR OUR SHAREHOLDERS**









# >>>SAVE THE DATE<

December 5<sup>th</sup> 2024 (evening dinner on December 4<sup>th</sup> 2024)

Pfronten @ DMG MORI

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 2024**

October 30, 2024	Quarterly Statement 9M 2024
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**March 21, 2025** Annual Report 2024

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

### **Investor Relations Contact**

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