

FUCHS GROUP

Financial Results 9M 2024

| Analyst Conference, 30th October 2024
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HIGHLIGHTS 9M 2024

STRONG NINE-MONTH RESULT IN CHALLENGING MARKET ENVIRONMENT

€2,666 mn

Sales down 1% yoy

€334 mn

EBIT up 7% yoy

€194 mn

FCF bef. acq.
lower €136 mn yoy

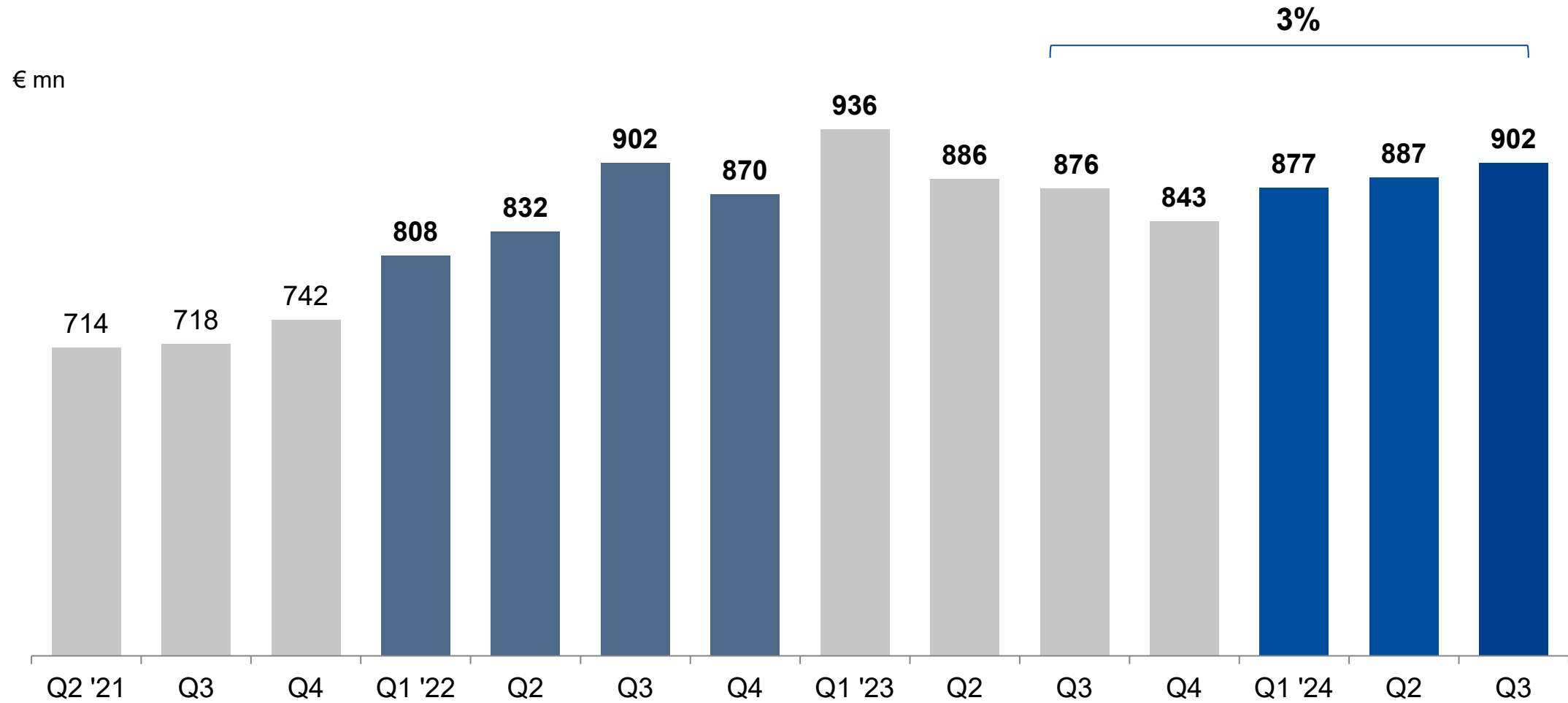
9M 2024

- Slightly lower sales from currency effects
- EBIT growth driven by all regions; margin at 12.5% reflecting further recovery
- EPS €1.79 per pref. share and 1.78 per ord. share 11% or 10% up yoy
- Strong cashflow contribution in Q3, however 9M FCF bef. acq. down due to strong prior year

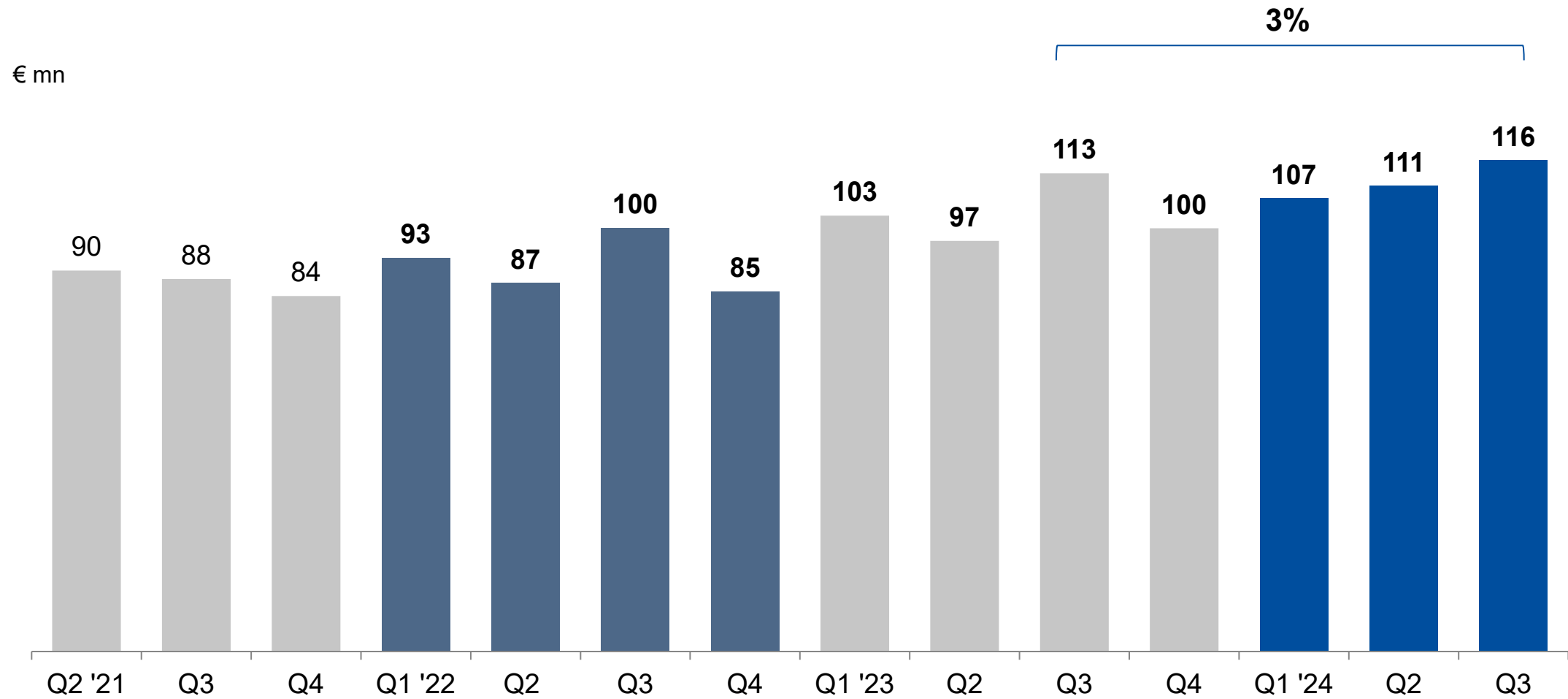
Outlook FY 2024 confirmed

- Sales: ~ €3.6 bn
- EBIT: ~ €430 mn
- FVA: ~ €240 mn
- FCF bef. acq.: ~ €250

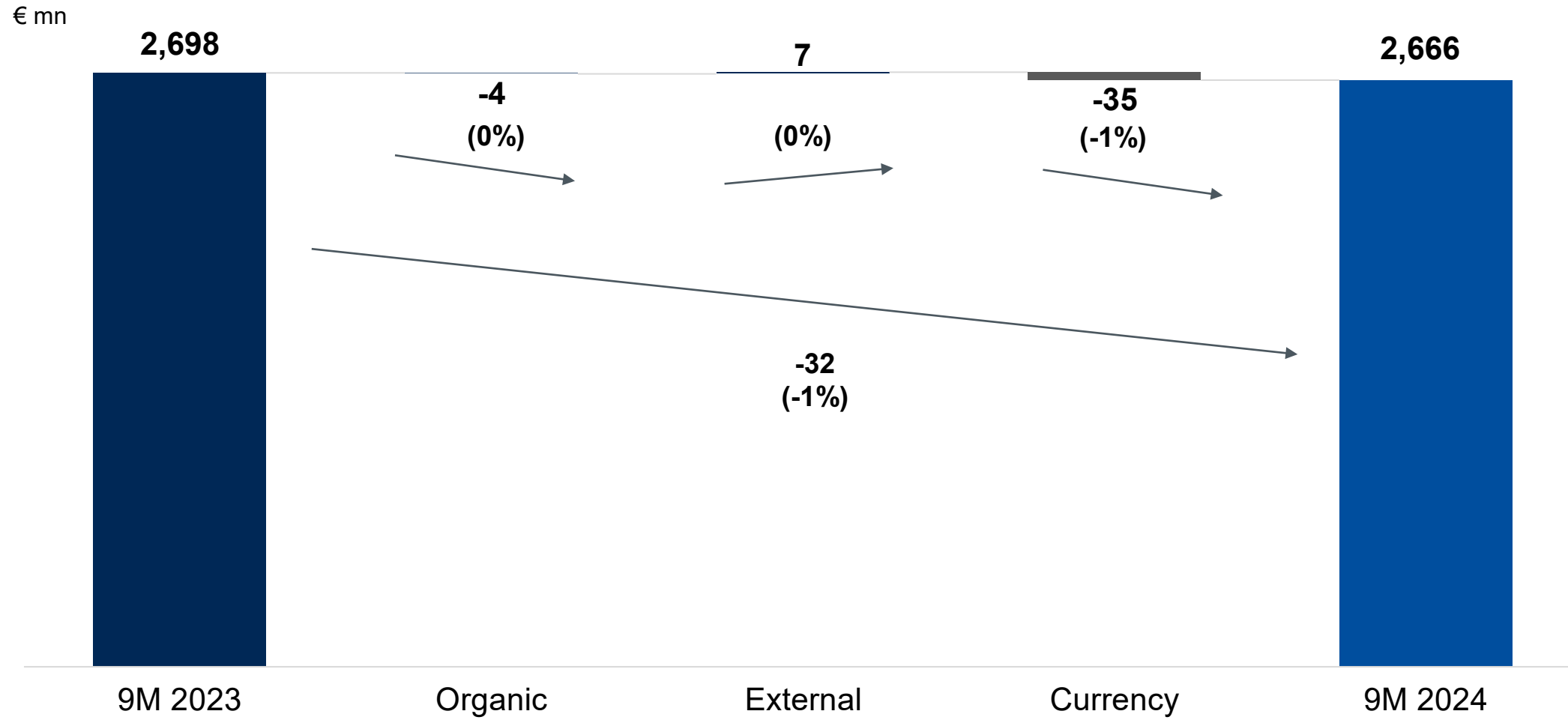
SALES DEVELOPMENT



EBIT DEVELOPMENT



9M 2024 GROUP SALES



9M 2024 KPI SUMMARY

| KPI in € mn | 9M 2024 | 9M 2023 |
|----------------------------|--------------|--------------|
| Sales | 2,666 | 2,698 |
| Cost of sales | -1,744 | -1,836 |
| Gross profit | 922 | 862 |
| Other function costs | -593 | -556 |
| EBIT bef. at Equity | 329 | 306 |
| EBIT | 334 | 313 |
| Capex | -46 | -55 |
| Change of NOWC | -89 | 44 |
| FCF bef. acq. | 194 | 330 |

- Sales down 1% due to currency effects; good business development compensates for price adjustments
- Gross margin at 34.6%, well above previous year's figure of 31.9% driven by lower raw material costs
- Other function costs higher by 7% mainly due to inflation-driven wage adjustments
- EBIT up 7%; EBIT margin at 12.5% vs. 11.6% in the prior-year period reflecting further margin recovery
- Capex lower yoy
- Higher NOWC build-up vs. favoured prior-year period
- FCF bef. acq. lower vs. strong prior year

EUROPE, MIDDLE EAST, AFRICA

| KPI in € mn | 9M 2024 | 9M 2023 |
|----------------------------|--------------|--------------|
| Sales | 1,544 | 1,566 |
| Organic growth | -31 (-2%) | 91 (6%) |
| External growth | 6 (1%) | - |
| FX effects | 3 (0%) | -36 (-2%) |
| EBIT bef. at Equity | 163 | 148 |
| EBIT | 168 | 155 |

- Sales down 1% from price adjustments in almost all companies; overall moderate business growth
- External growth through acquisition of LUBCON Group in July
- Positive currency effects from Poland and the UK offset negative effects from S. Africa and other Eastern European countries
- EBIT up by 8%; majority of companies with improved earnings; particularly strong in Germany and Eastern Europe; earnings impacted by special effects from pension revaluation in the UK and restructuring in France

ASIA-PACIFIC

| KPI in € mn | 9M 2024 | 9M 2023 |
|----------------------------|------------|------------|
| Sales | 739 | 738 |
| Organic growth | 19 (3%) | 90 (13%) |
| External growth | - | - |
| FX effects | -18 (-3%) | -58 (-8%) |
| EBIT bef. at Equity | 87 | 80 |
| EBIT | 87 | 80 |

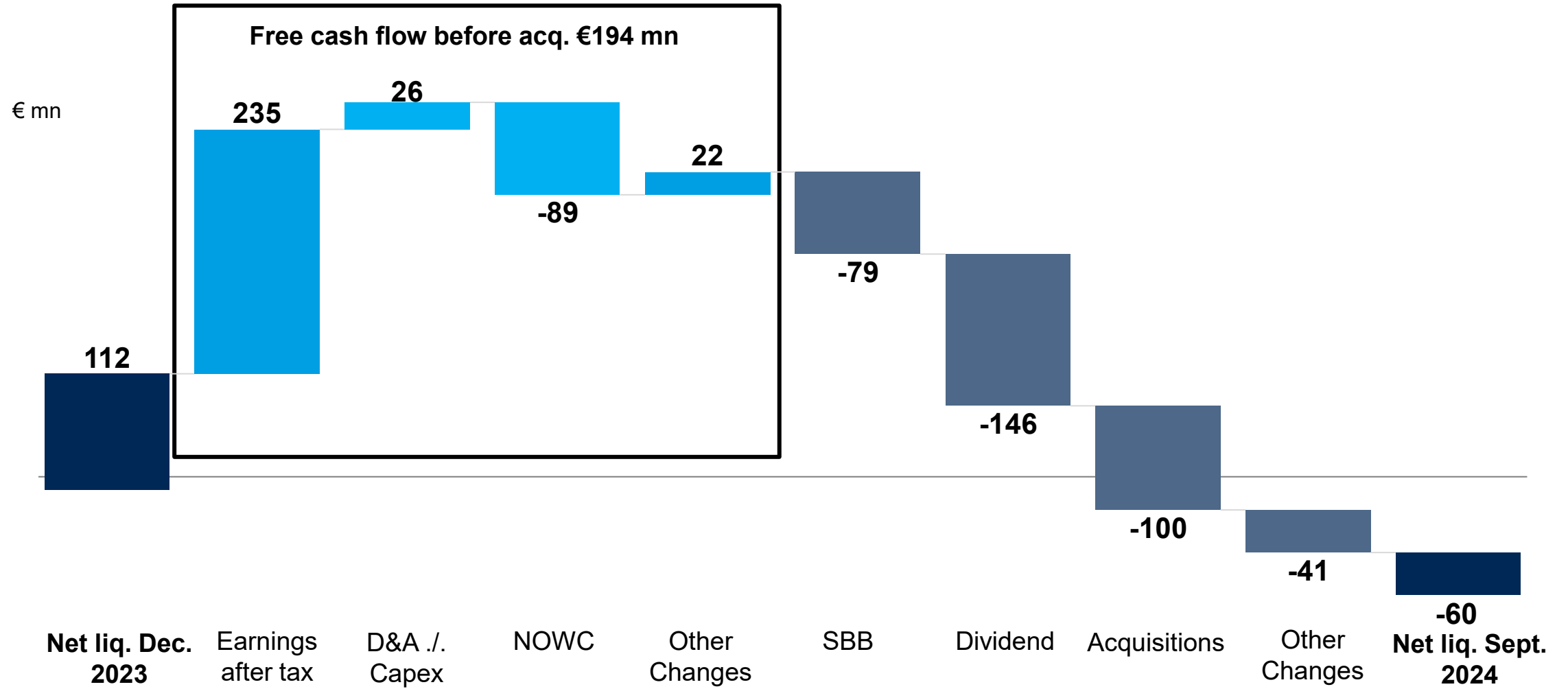
- Sales remain at the previous year's level
- Organic growth of 3% due to positive business development, especially from Australia and China; India also continuing its upward trend
- Negative currency effects in all countries of the region offset organic growth
- EBIT up 9% due to continued positive development in China

NORTH AND SOUTH AMERICA

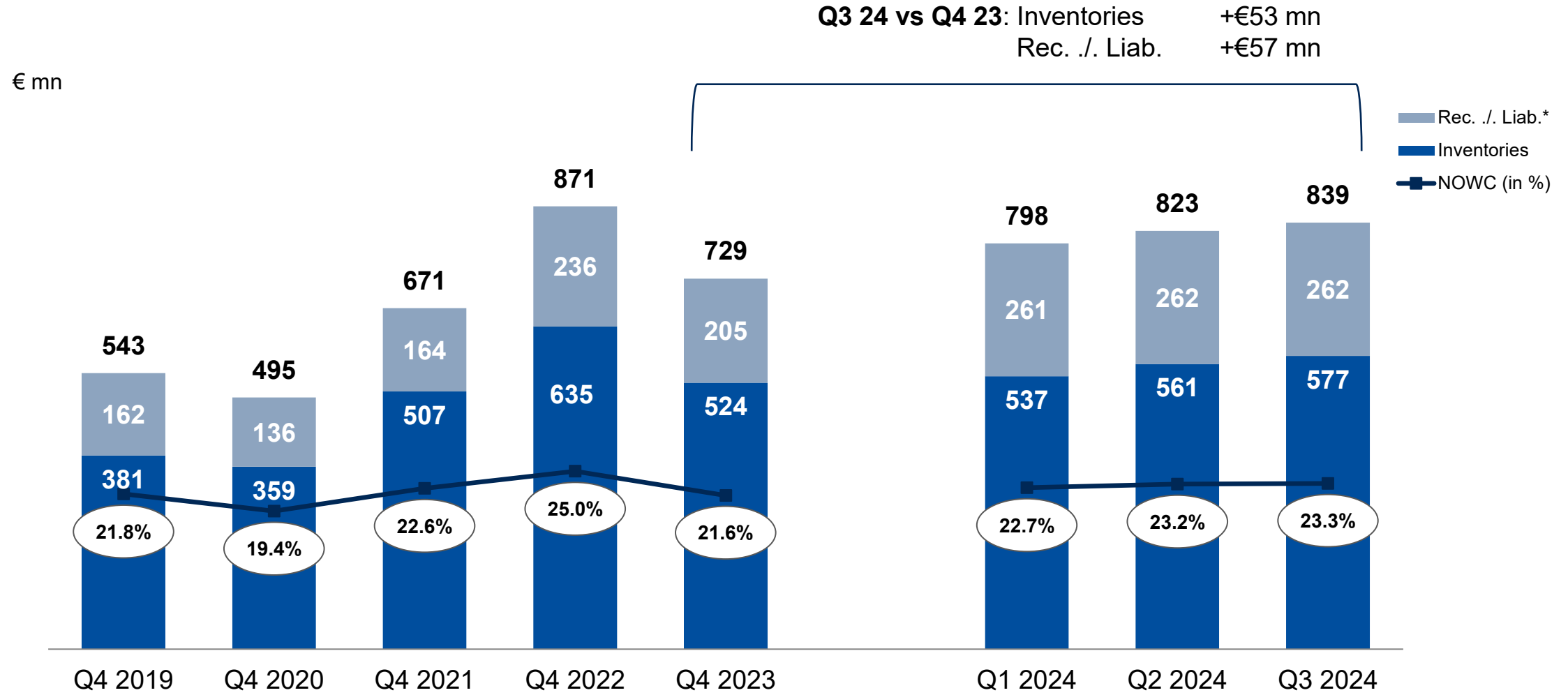
| KPI in € mn | 9M 2024 | 9M 2023 |
|----------------------------|------------|------------|
| Sales | 511 | 523 |
| Organic growth | 7 (2%) | 63 (13%) |
| External growth | 1 (0%) | - |
| FX effects | -20 (-4%) | -22 (-4%) |
| EBIT bef. at Equity | 71 | 62 |
| EBIT | 71 | 62 |

- Sales down 2% mainly due to high negative currency effects
- Price increases in South America as a result of hyperinflation in Argentina are offset by price adjustments in North America
- Strong negative currency effects mainly from Argentina; US and Brazil as well with negative impact from currency
- EBIT up by 15% due to high earnings growth from North American specialty business; Mexico also with significant improvement

NET LIQUIDITY



NET OPERATING WORKING CAPITAL (NOWC)



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

DIFFERENT PRICE DEVELOPMENTS FOR RAW MAT. BASKET

Q3

Q4 and beyond

**Base
Oils**

**Different price trends regionally:
US prices higher due to hurricane
season; Europe slightly lower;
Asia with further reductions on
light grades while heavy grades
remained firm**

**Pricing expected to be largely
stable across all regions**

Additives

**Prices remained stable with a
slight upward trend in certain
areas**

Prices expected to stay stable

2024 OUTLOOK MARKING A STEP TOWARDS EBIT TARGET 2025

| KPI* in € mn | 2023 | March, 12 th 2024 | October, 30 th : Confirming outlook from March, 12 th |
|---------------|-------|---------------------------------|--|
| | Sales | 3,541 | |
| 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 |

* 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.

FUCHS CAPITAL MARKET DAY 2024



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December 5th 2024 (evening dinner on December 4th 2024)



Pfronten @ DMG MORI



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FINANCIAL CALENDAR & CONTACT

Financial Calendar 2024/25

| | |
|-------------------------|-------------------------------|
| March 21, 2025 | Annual Report 2024 |
| April 30, 2025 | Quarterly Statement Q1 2025 |
| May 7, 2025 | Annual General Meeting |
| July 31, 2025 | Half-year Financial Statement |
| October 31, 2025 | Quarterly Statement 9M 2025 |

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

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| Q&A



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