

# FUCHS GROUP

## Investor Presentation

May 2026



# AGENDA

01 FUCHS IN A NUTSHELL

02 FUCHS100

03 FOCUS AREAS FOR GROWTH

04 DIGITALIZATION AT FUCHS

05 CUSTOMER CENTRICITY AT FUCHS

06 REVIEW FUCHS 2025

07 FINANCIAL RESULTS Q1 2026

08 SUSTAINABILITY AT FUCHS

09 FUCHS – A PROFITABLE GROWTH STORY

10 APPENDIX



## WE KEEP **DAILY LIFE** MOVING

The world's population is growing.  
By **2050**, we will be **10 billion**.

More people than ever before will drive to work, use smartphones, have lunch, require healthcare. Things we all need in our daily lives.

A big challenge for the equipment that provides these basics. That's where our tailormade lubrication solutions come in – they enable the world to achieve more with less.

*MOVING YOUR WORLD*

WHERE DO LUBRICANTS CONTRIBUTE TO DAILY LIVE?  
**ALMOST EVERYWHERE...**

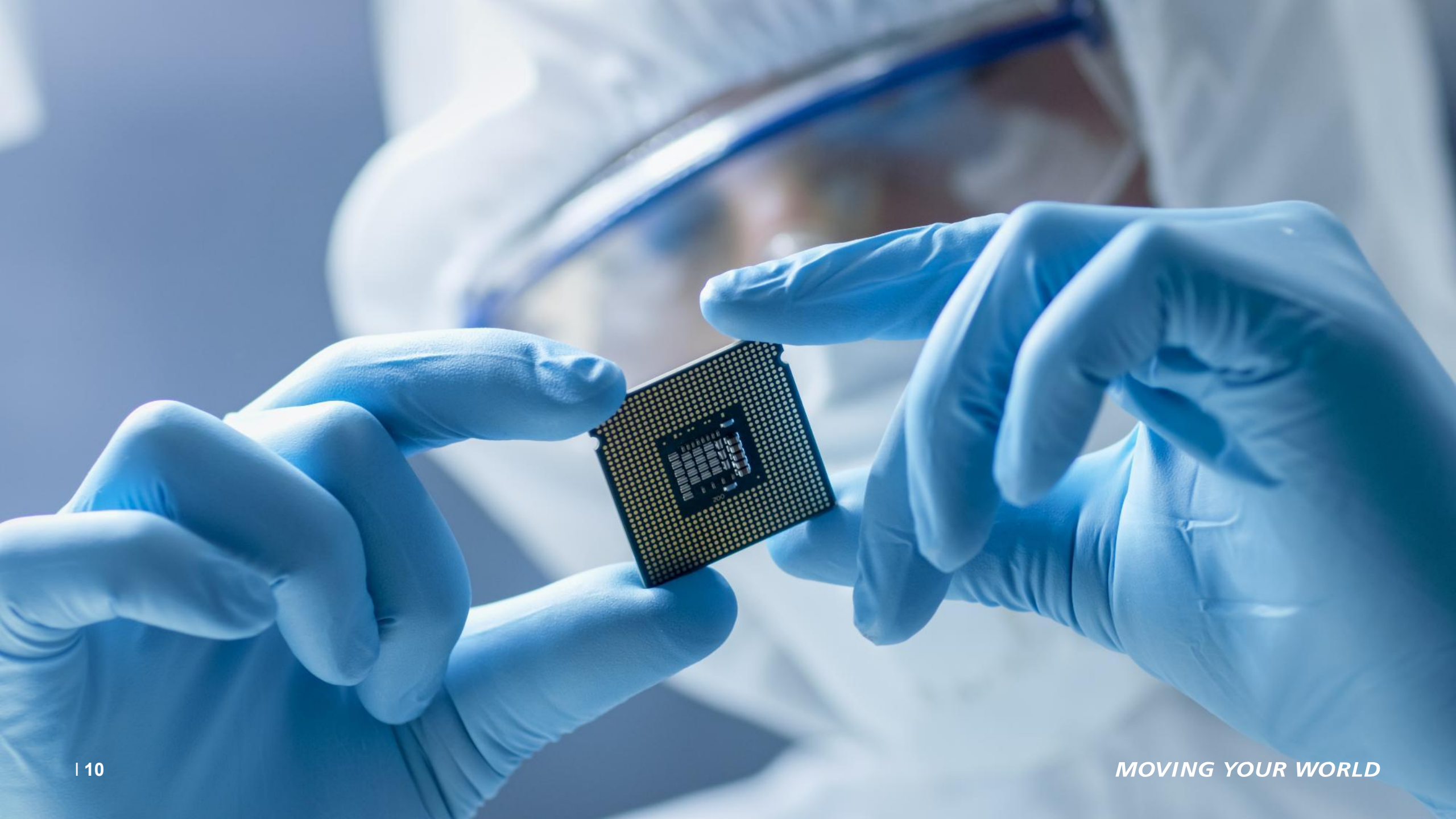






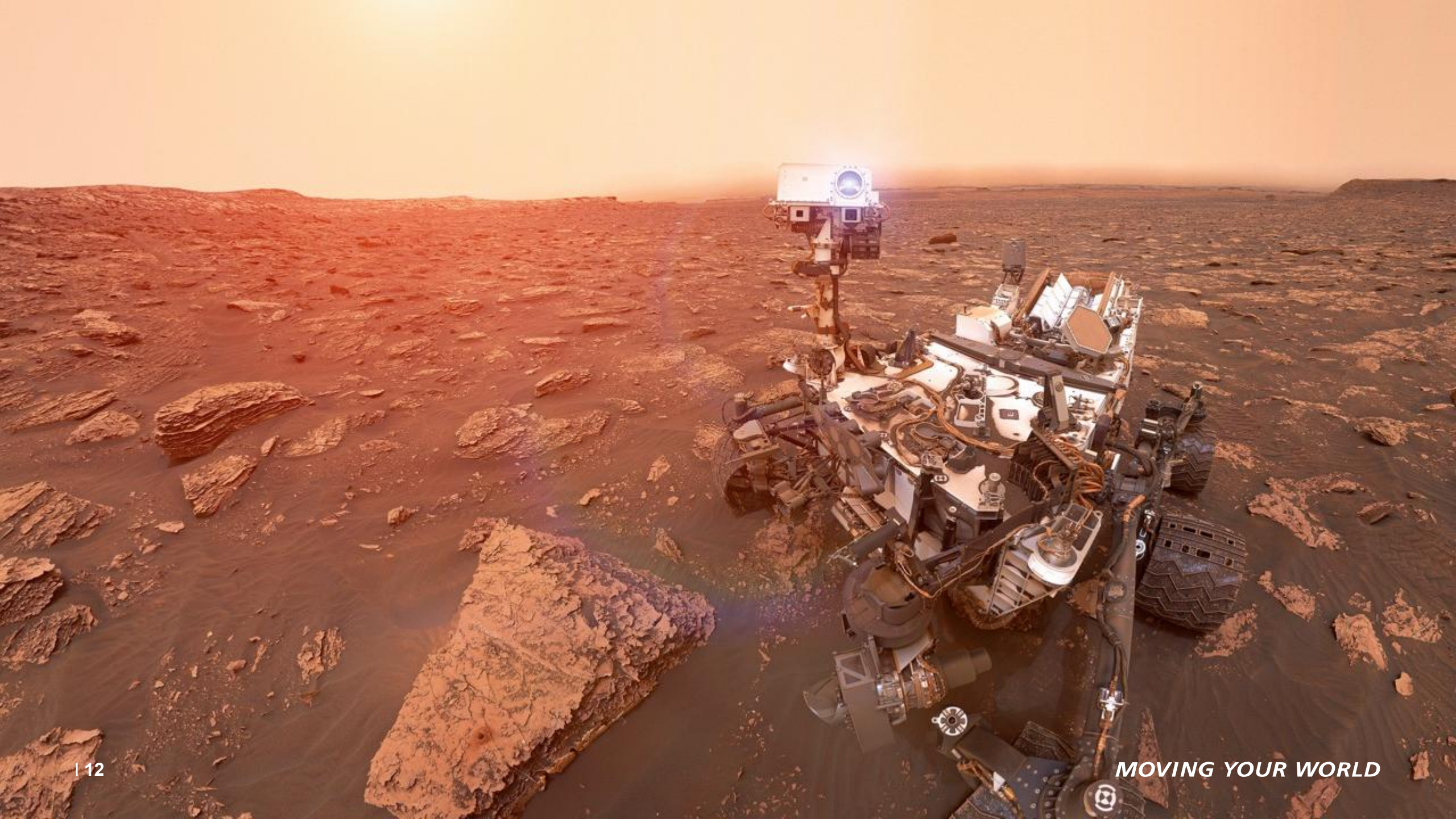








***MOVING YOUR WORLD***



# 01 FUCHS IN A NUTSHELL



# FUCHS AT A GLANCE

Established **3**  
generations ago as a  
family-owned business

Around **6,800**  
employees

Preference share is listed in  
the MDAX

**No. 1**  
among the independent  
suppliers of lubricants

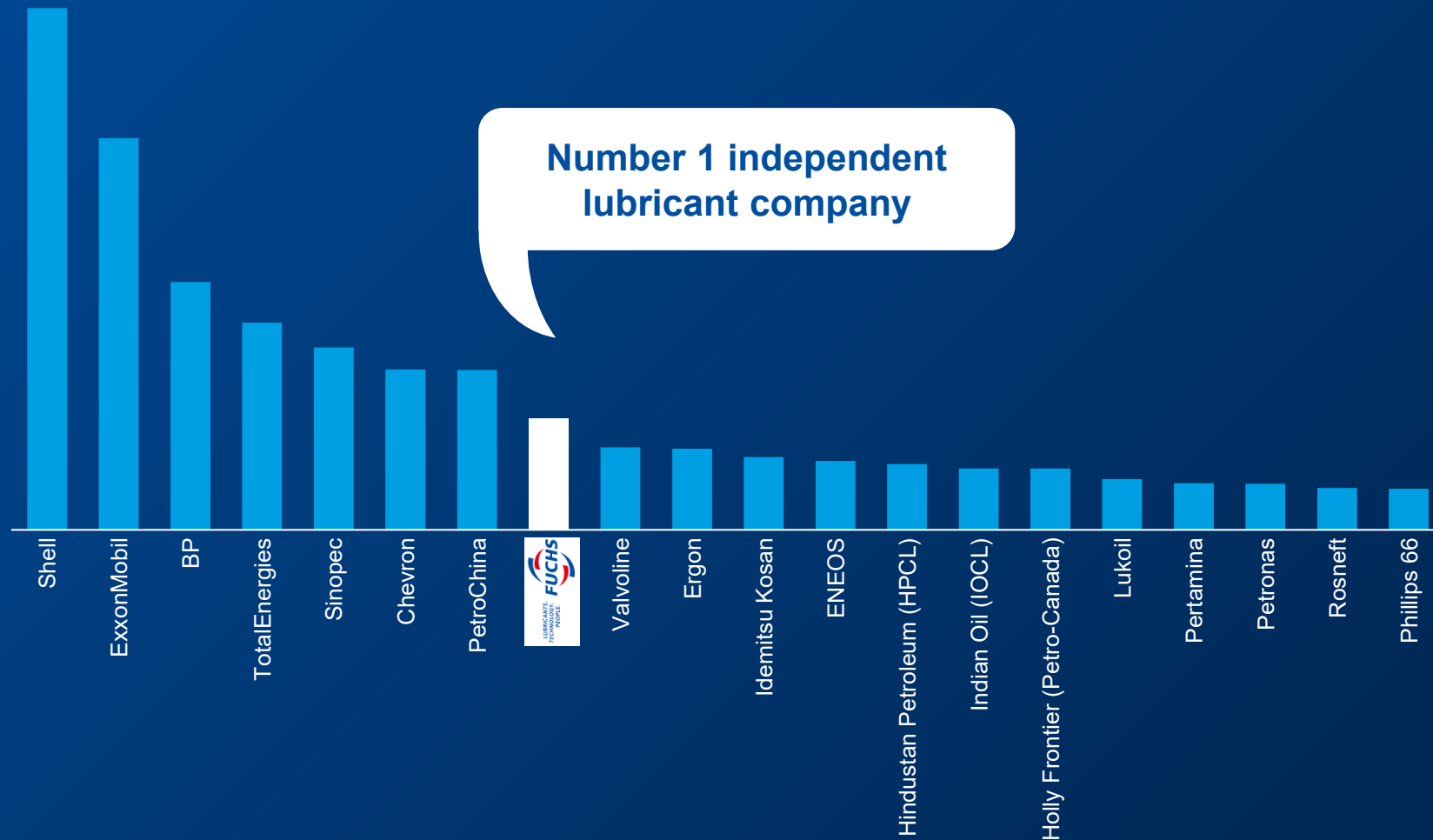
**€3.6 bn**  
sales in 2025

**67** companies worldwide

The Fuchs family holds  
**59%** of  
ordinary shares

A full range  
of over  
**10,000**  
lubricants and related  
specialties

# THE LEADING INDEPENDENT LUBRICANTS COMPANY



## Manufacturers

Independent lubricant manufacturers<sup>1</sup> >700

Major oil companies >100



- High degree of fragmentation
- Concentration especially amongst smaller companies

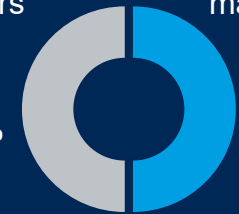
## Market Shares

>700 manufacturers

Top 10 manufacturers

~50%

~50%



<sup>1</sup> > 1000 tons

# OUR UNIQUE BUSINESS MODEL IS THE BASIS FOR OUR COMPETITIVE ADVANTAGE

Technology and innovation leadership in

strategically important product areas



FUCHS is fully focussed on lubricants



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



FUCHS is a full-line supplier

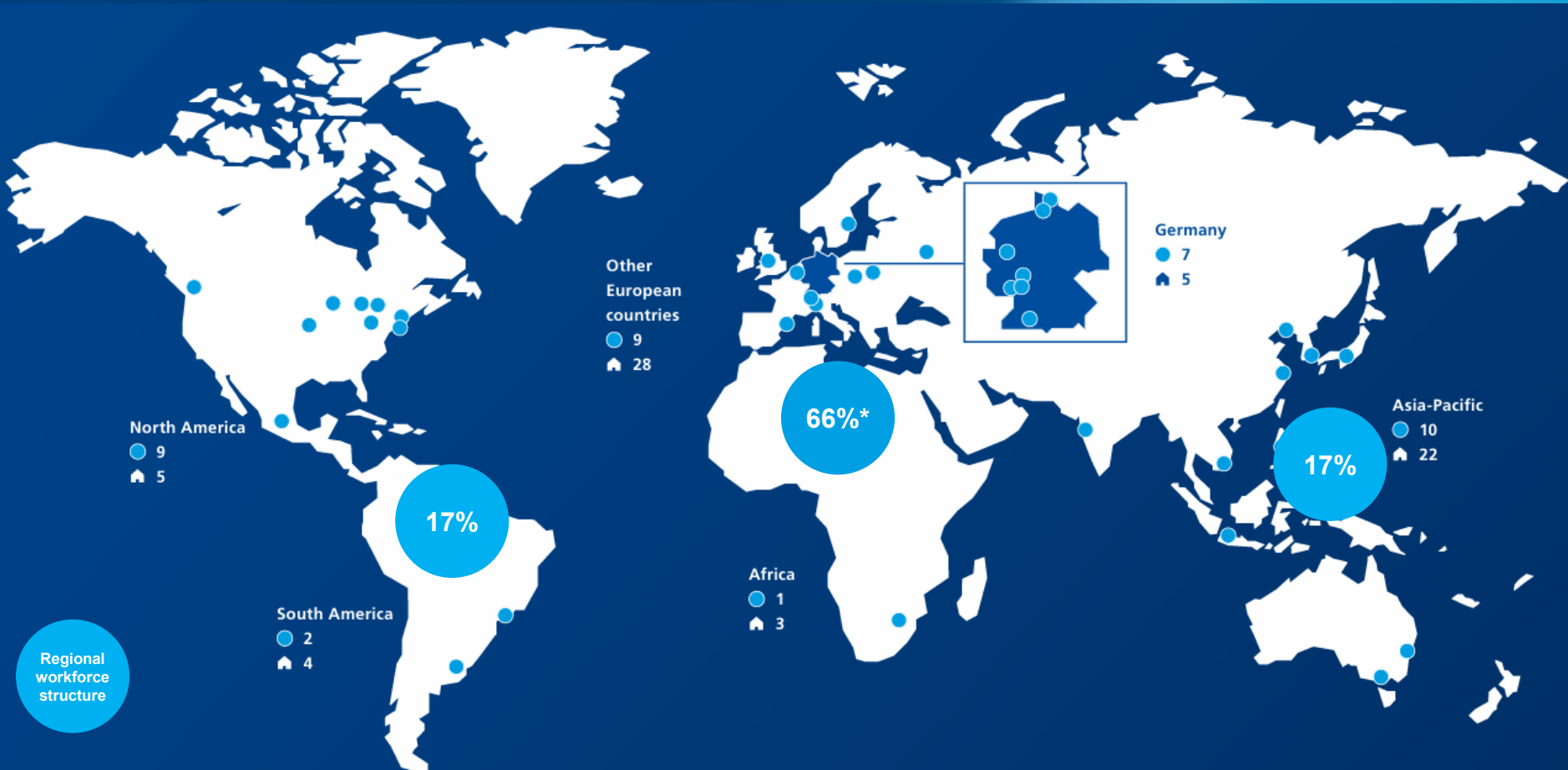


Global presence, R&D strength, know-how transfer, speed

Advantage over major oil companies

Advantage over other independent companies

# WE ARE WHERE OUR CUSTOMERS ARE IN MORE THAN 60 COUNTRIES



## GROUP COMPANY AND PRODUCTION LOCATIONS

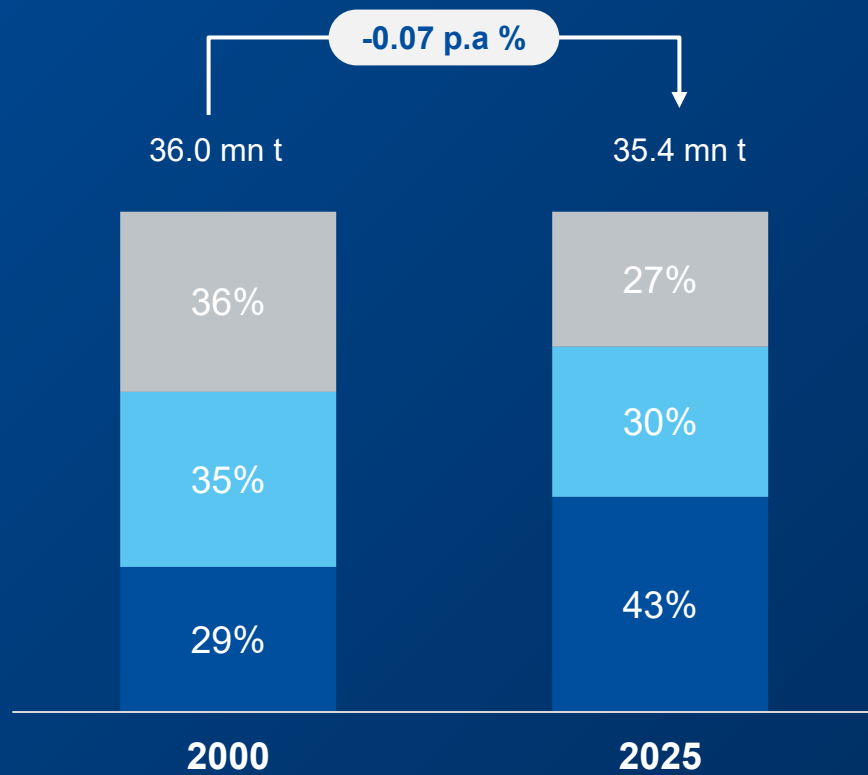
- 38 Production locations
- 🏠 67 Operating companies

As of December 31, 2025

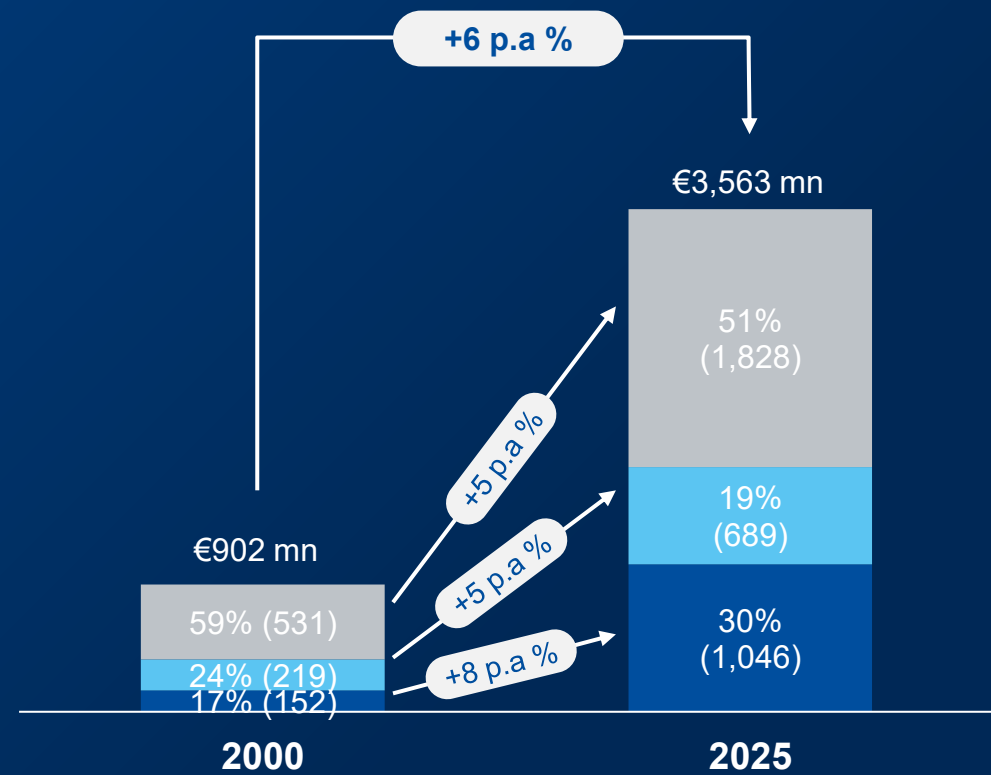
\*incl. Holding

# HIGHTECH LUBRICANTS ON THE RISE

## Market Demand



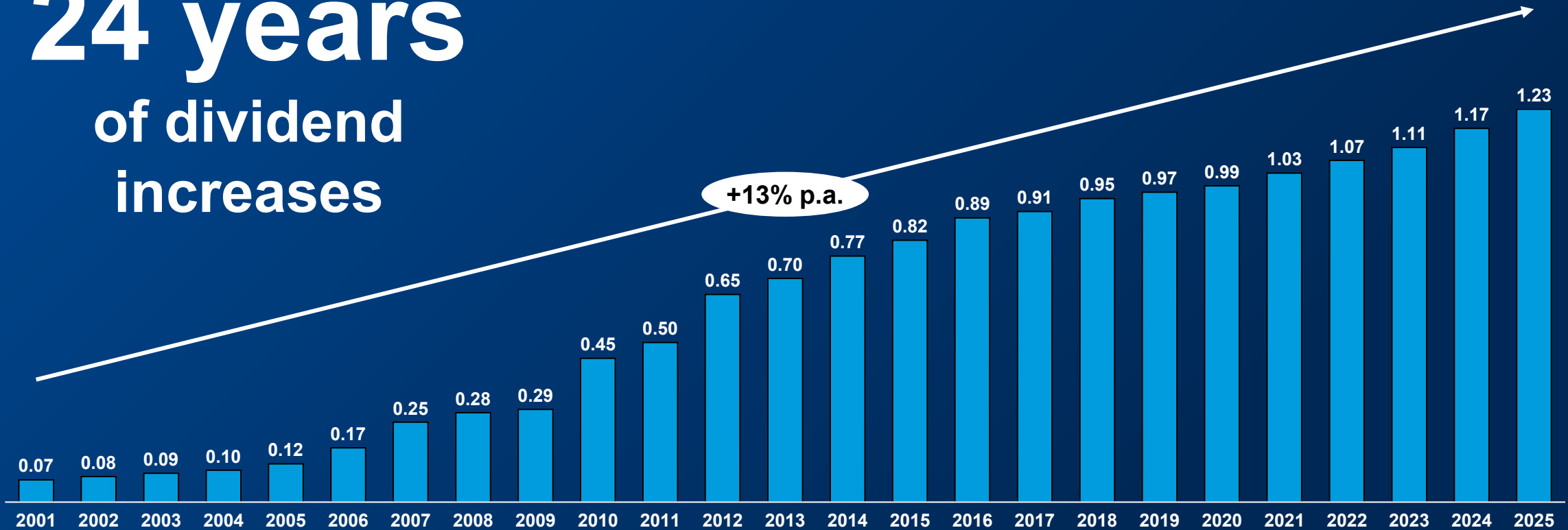
## FUCHS Sales (by customer location)



■ APAC   ■ Americas   ■ EMEA

# OVER TWO DECADES OF DIVIDEND GROWTH, SIGNIFICANTLY CONTRIBUTING TO SHAREHOLDER VALUE

## 24 years of dividend increases



+13% p.a.

Dividend paid per preference share in €

## 02 FUCHS100

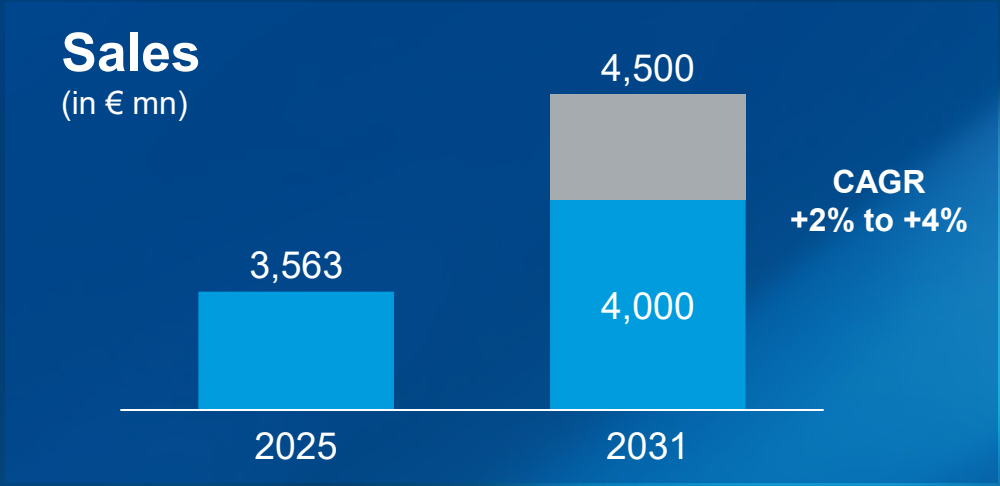


# FUCHS100 builds on FUCHS2025

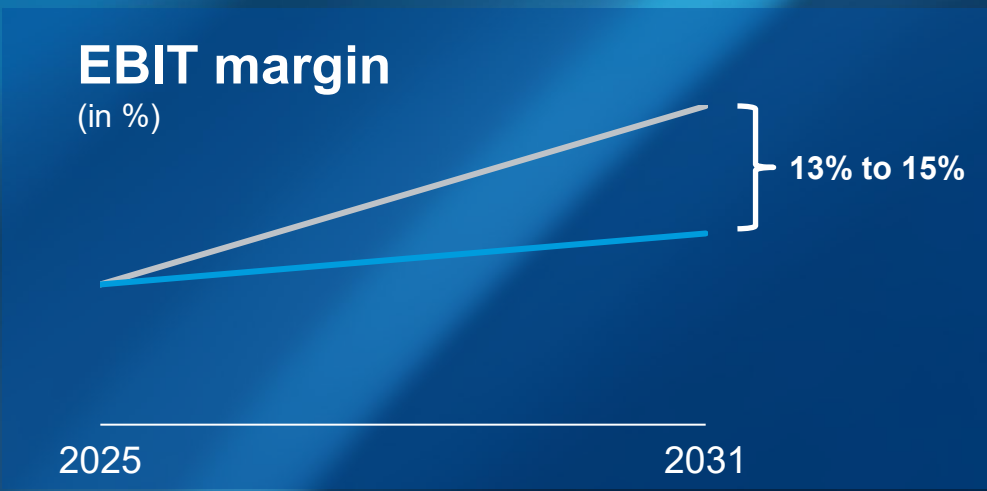
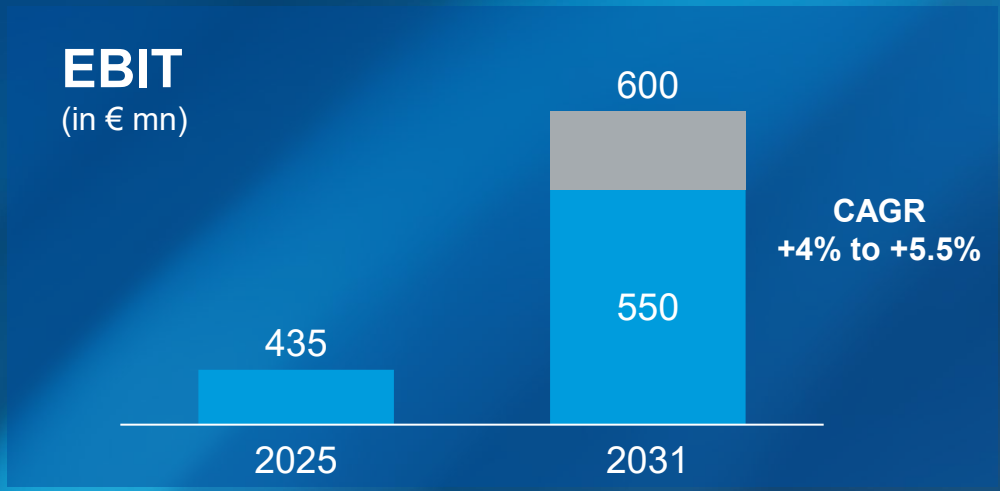
## Achievements FUCHS2025

- Customer & market focus
- Shared and multiplied best practices & new business
- Strengthened market presence
- Positive cultural development

# FINANCIAL TARGETS FOR 2031\*



**Margin growth towards 15% long-term potential**



\*Assumptions: FX rates from August 2025; stable price and raw material cost development

# CASH GENERATION AND ALLOCATION GUARDRAILS

Cash conversion rate average

at least **0.8x**

net income

Increase dividend



each year

Value adding M&A



**~1/3** of FCF

limited by availability of targets

Continued focus on:

- cash generation,
- external growth and
- shareholder returns

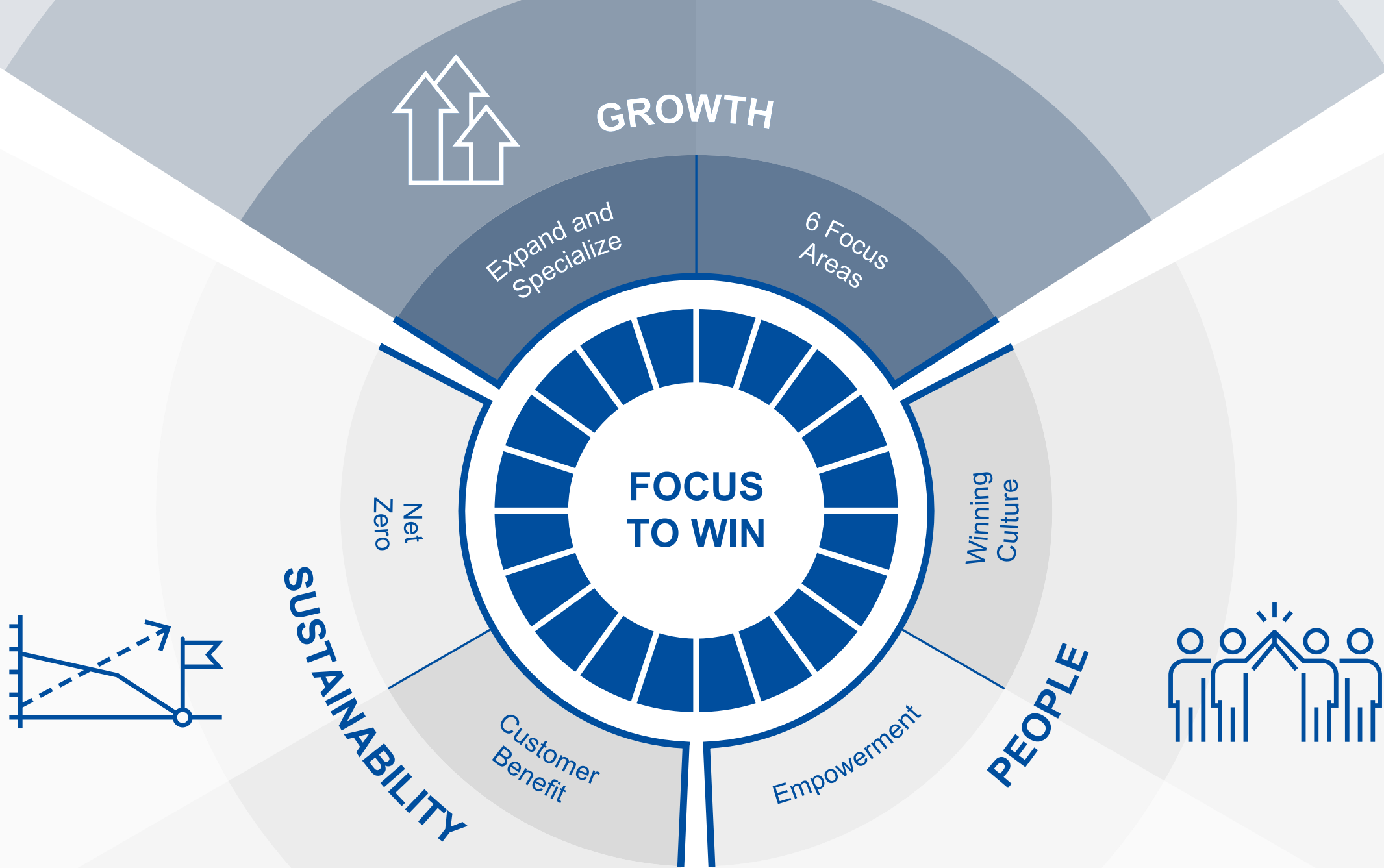
# DRIVERS TOWARDS FINANCIAL TARGETS

## Sales

- Realize growth opportunities in focus areas
- Leverage superior application and R&D know-how
- Deliver value add through customer centric approach

## EBIT / Cashflow

- Pricing and purchasing excellence
- Operating leverage of existing CAPEX and OPEX
- Focus on efficiency (e.g. operational excellence, T2G)
- NWC optimization: goal 20% of sales



## MEGATRENDS

### Shape the world and accelerate innovation

- **Regionalization**  
Restrictions and tariffs fuel shift towards regionalized and reshored supply chains
- **Mobility transformation**  
New mobility rises in advanced markets  
ICE growth in particular regions
- **AI**  
Process optimization via predictive modeling, AI, and connected systems
- **Sustainability**  
Shift towards renewable energy, net zero goals, and decarbonization

**Our solutions enable innovation across every megatrend and customer application, helping the world to achieve more with less.**

# LUBRICANT MARKET

## Structural changes open up opportunities

### Demand side diversifies

- **Commoditization** continues in high-volume
- **Specialization** accelerates

### Supply side struggles with complexity

- **Large players** simplify their portfolio and exit markets
- **Smaller players** lack resources and global reach



**FUCHS uniquely positioned:**

**We can handle complexity.**

**We can scale both core and specialty business.**

# WHAT SETS US APART



**Full range of  
lubrication  
solutions**



**Passionate about  
customer-specific  
solutions**



**Independent  
and financially  
stable**



**Application and  
process know-how  
for added value**



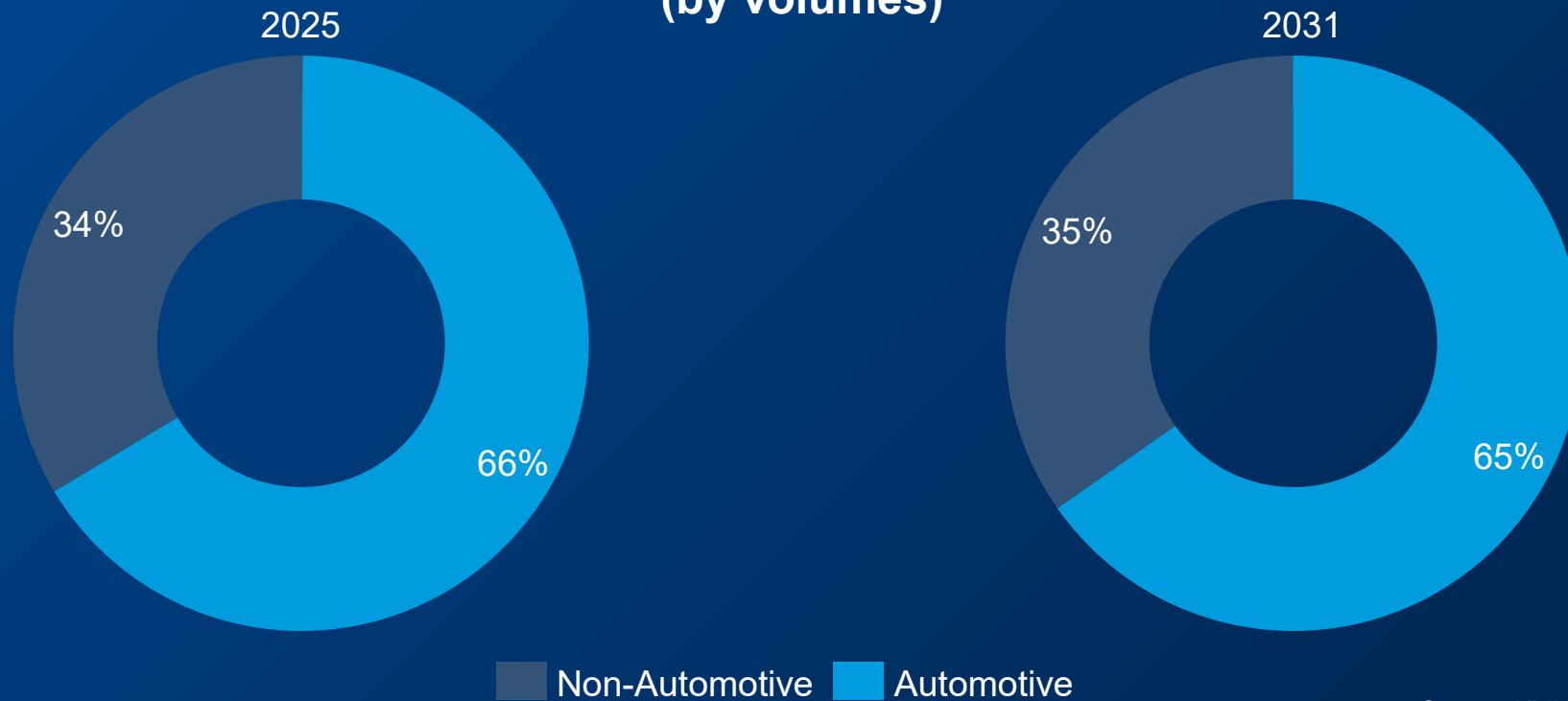
**Best-in-class  
R&D**



**Close to the  
customer with  
the best team  
in the industry**

# MARKET DEVELOPMENT UNTIL 2031

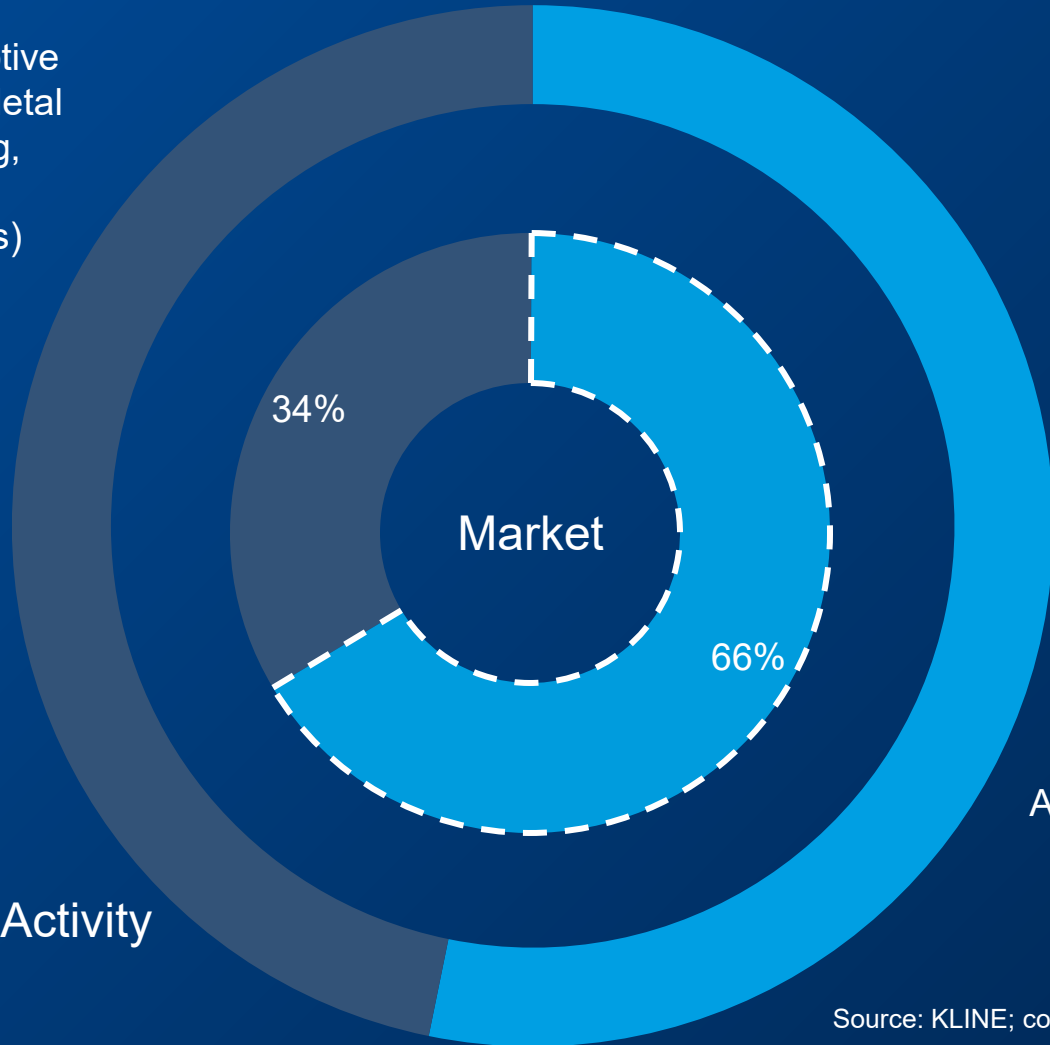
**2025 - 2031:  
0.8% CAGR market growth  
(by volumes)**



Source: KLINE; company data

# MARKET STRUCTURE 2025

Non-Automotive  
(Industrial, Metal  
processing,  
Greases,  
Specialties)



**Market (by volume):**

**66%** Automotive Fluids

**34%** Non-Automotive

**FUCHS:**

**Automotive share (~2%) < Market**

**Non-Automotive share (>4%) > Market**

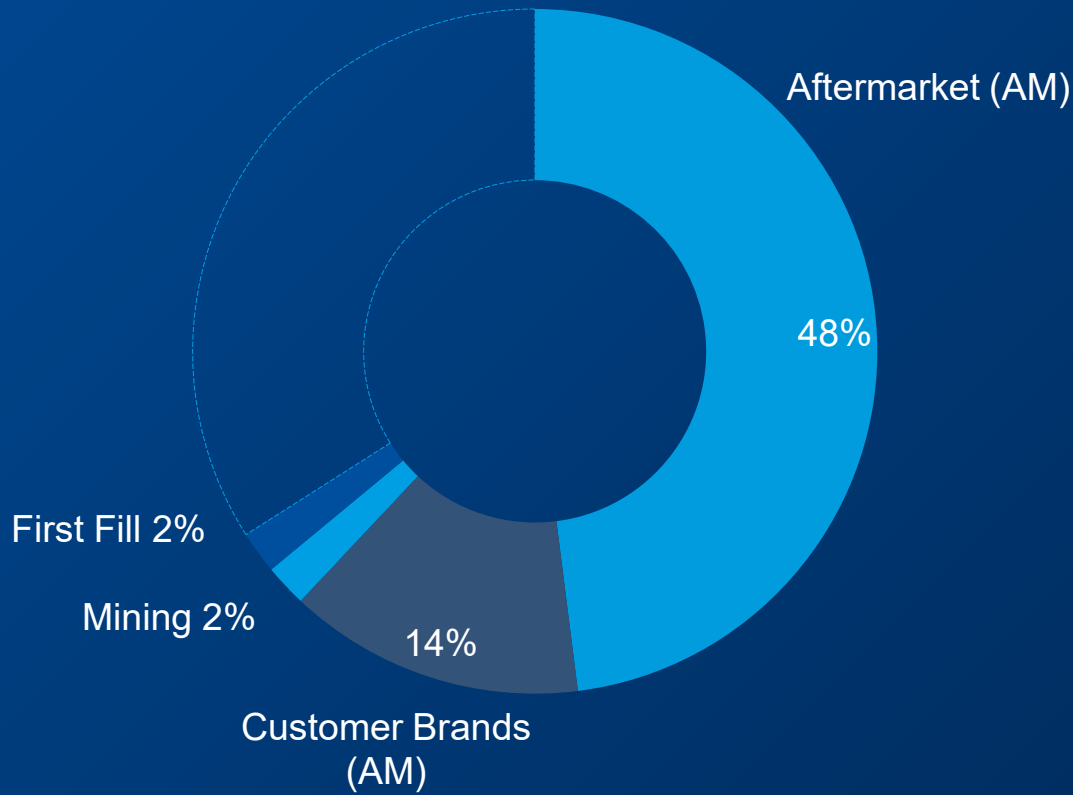
Automotive  
Fluids

FUCHS Activity

Source: KLINE; company data

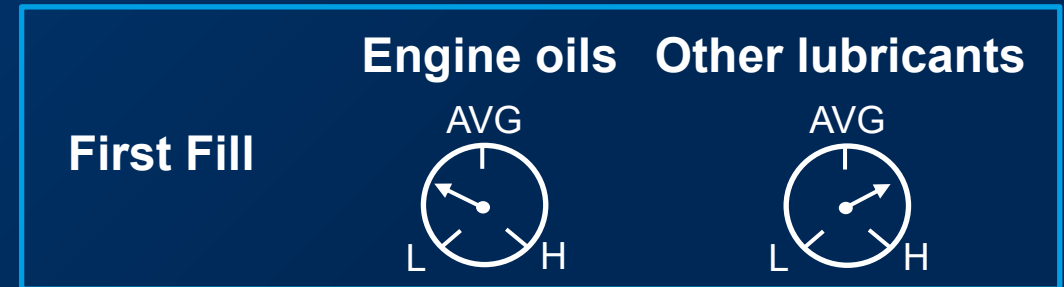
# AUTOMOTIVE FLUIDS DOMINATED BY AFTERMARKET (AM)

## Market structure Automotive Fluids



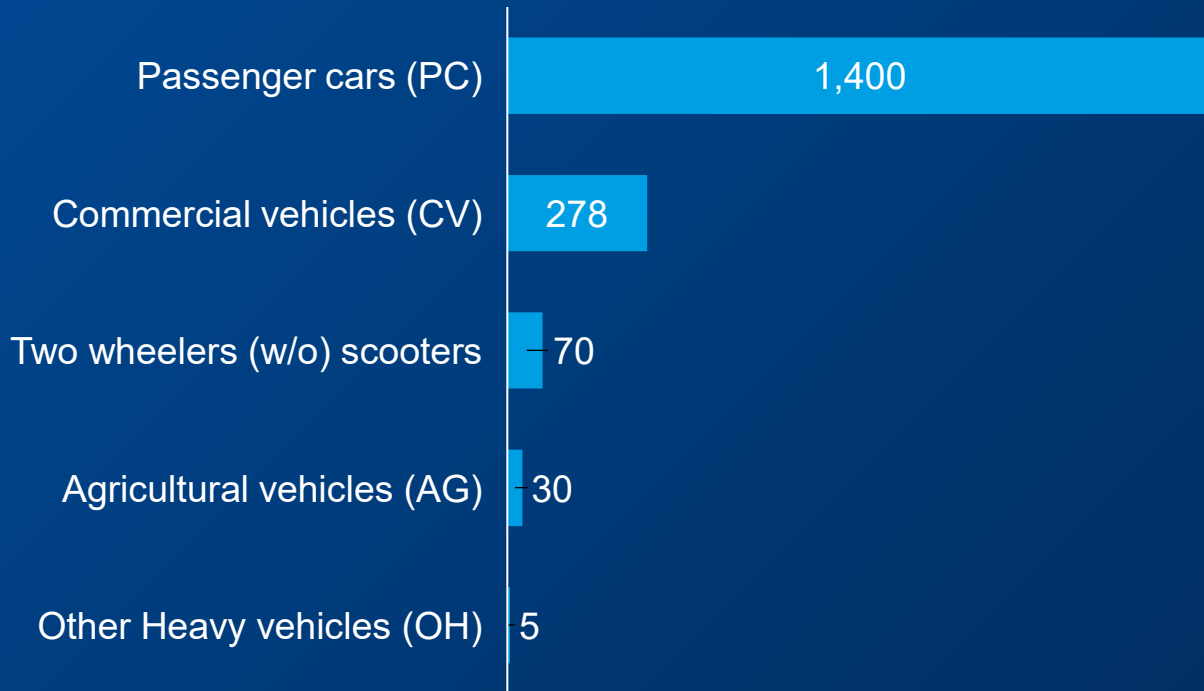
Source: KLINE; company data

## FUCHS exposure



# AFTERMARKET DRIVEN BY NON-PASSENGER CARS

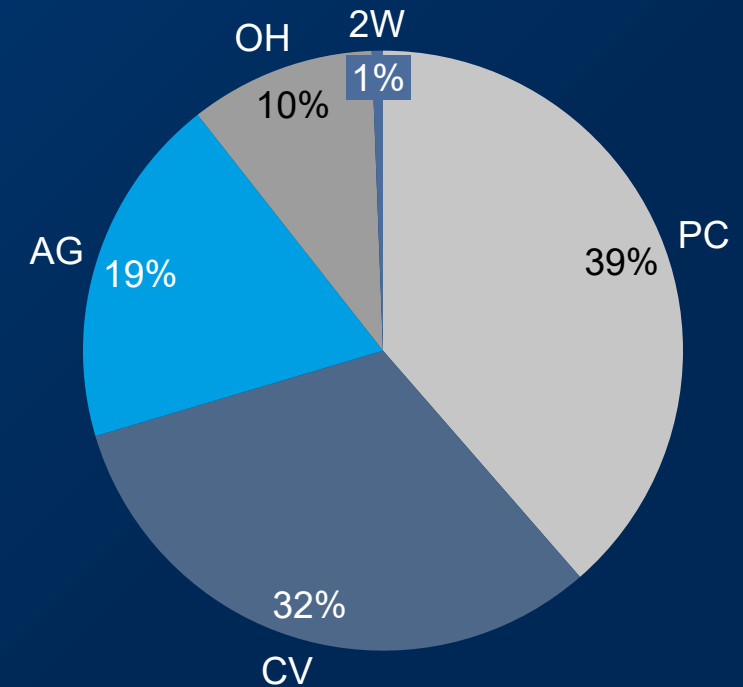
Number of vehicles (in million)



Avg. lub consumption p.a.

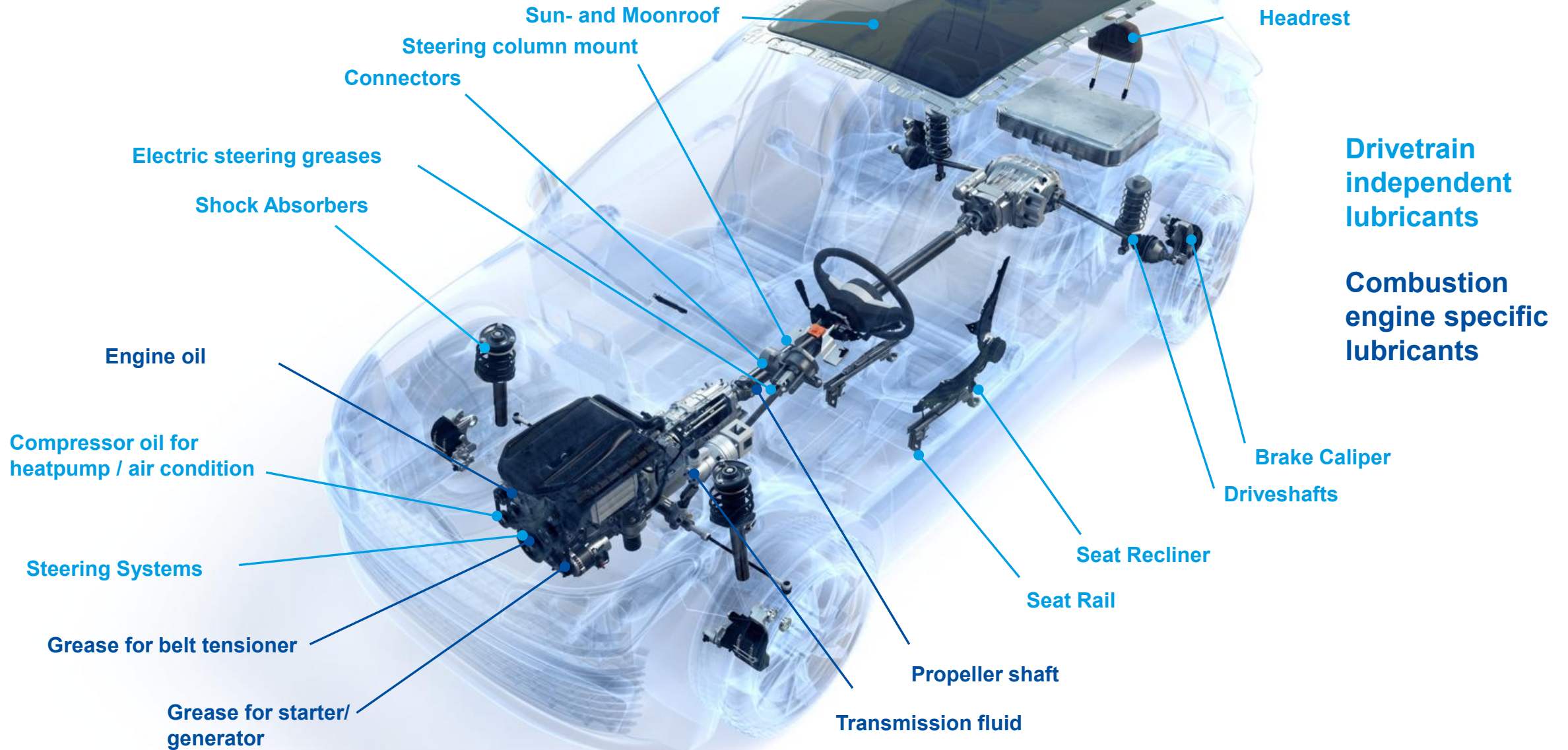


Share of lub consumption per vehicle type

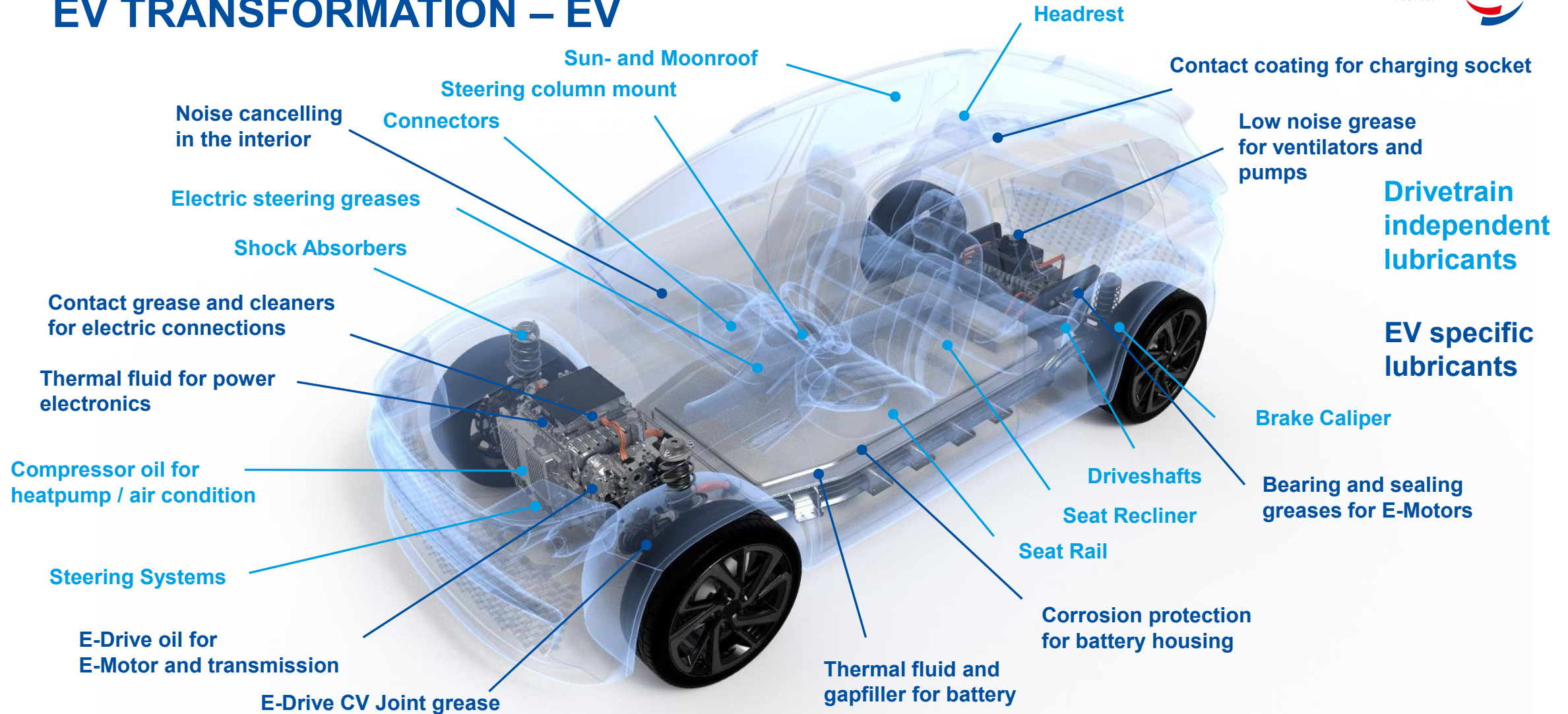


Source: Company data

# EV TRANSFORMATION – ICE



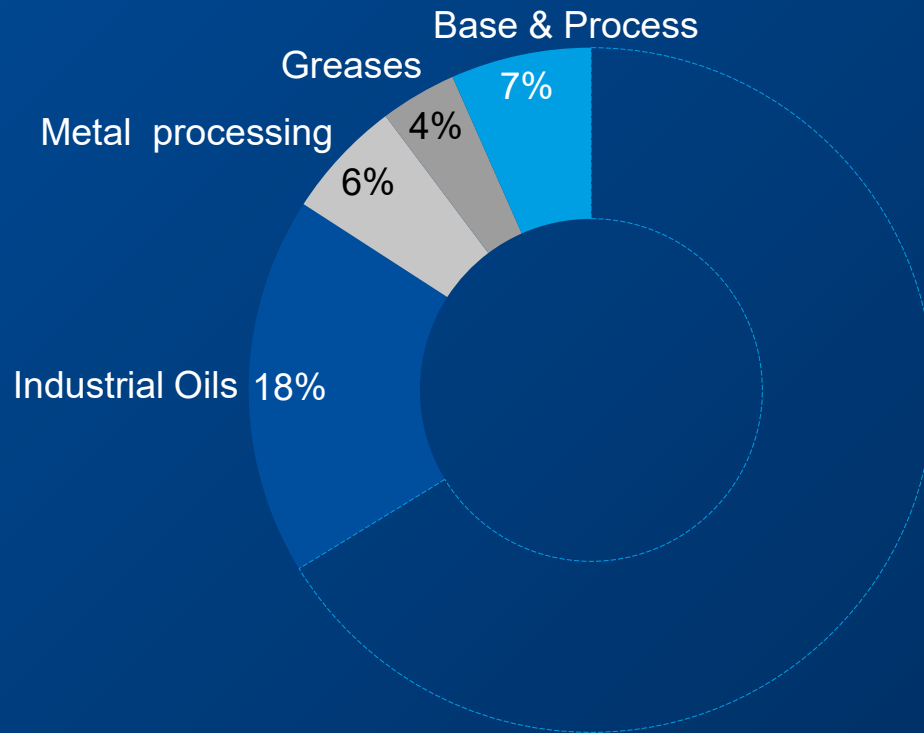
# EV TRANSFORMATION – EV



Expect net neutral to positive effect from ICE to EV transition – focus on high margin products

# NON-AUTOMOTIVE WITH EXCITING GROWTH DRIVERS

## Market structure Industrial



## Growth drivers

- Energy generation
- Production automation
- Robotics
- Food, Semiconductors, Medtech, Railways

## FUCHS position

- Leading position in greases
- Broad and leading edge specialty lubricant portfolio

Source: KLINE; company data

# FUCHS POSITIONING – INDUSTRIALS

## General Industrials



## Metal Working Fluids



## Rotary Motion



## Greases



# FUCHS POSITIONING – SPECIAL APPLICATION SOLUTIONS

## Food & Packaging



## Medtech



## Semiconductor



## Railway





# GROWTH

## Six Focus Areas

- Drive **the majority** of our **overall growth**
- Concentrate here but keep commitment to being full-line supplier
- Keep a sharp focus on efficiency to make growth ambitious and profitable

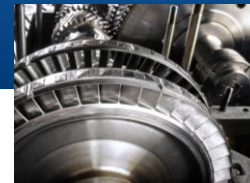
### EXPAND AND SPECIALIZE



**Customer Brands**



**Automotive  
Aftermarket**



**Rotary Motion**



**Performance  
Greases**



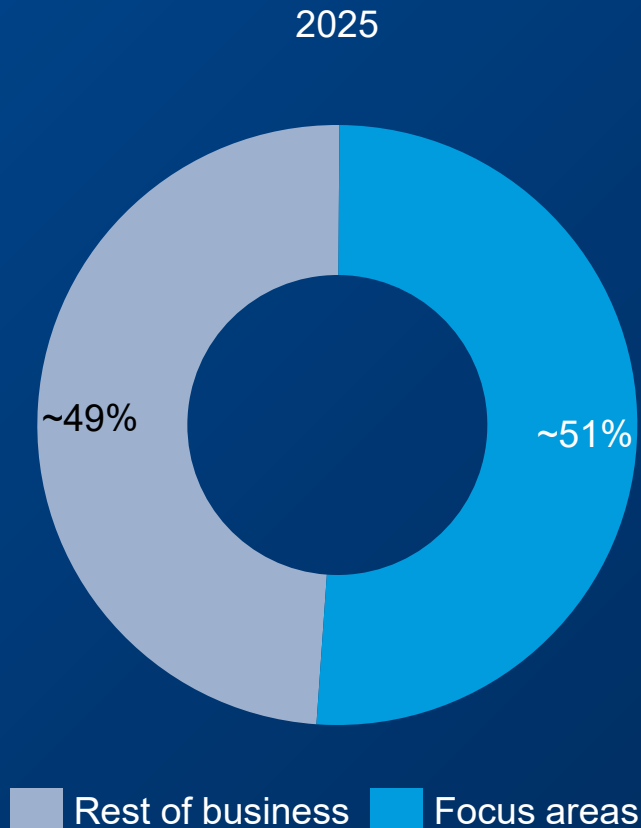
**New Mobility**



**Special Application  
Solutions**

# FOCUS AREAS ARE GROWTH DRIVERS

Sales share  
(in %)



~ **5%** CAGR

target sales growth for  
focus areas

~ **66%**

of growth coming from focus areas

# CONTINUED FOCUS ON M&A GROWTH



## Strategic M&A Guardrails

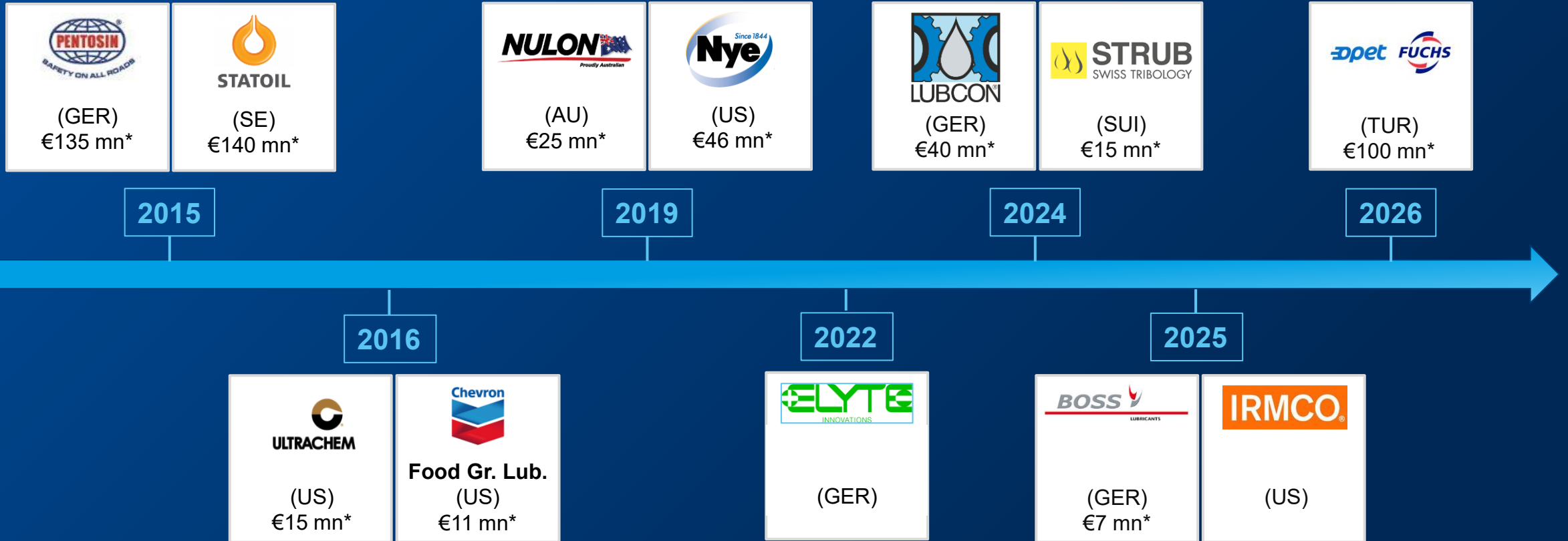
- Strengthening our footprint
- Fundamentally buying customer lists, specifications, approvals and knowhow
- Focus on bolt-on acquisitions to boost organic growth in regions and/or technologies



## 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

# GROWTH: TARGETED M&A



\* Annual sales run rate at time of acquisition

## FUCHS ACQUIRES OPET

TAKEOVER OF joint venture STRENGTHENS PRESENCE in Turkey



- The OPET FUCHS joint venture was originally founded in 2005 and owned in equal parts
- Turkey is a strategically important market for FUCHS, especially for specialty business and automotive aftermarket
- Sales revenues of around €100 mn with 250 employees; headquartered in Istanbul



# We already have a strong culture



**87%** of our employees

...are proud to work at FUCHS

...feel empowered to make the decisions needed to do their job well

\*according to a 2025 employee survey

Now, we reinforce this family-oriented spirit  
with a **focused ambition** to achieve results:



# This is how we shape a winning culture

Hierarchy-Free  
Communication

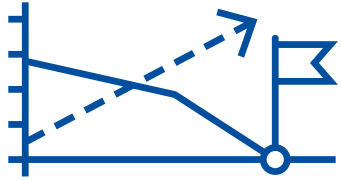
Open  
Feedback  
Culture

Growth  
Mindset

Cross-Country  
and Cross-  
Functional  
Collaboration

Performance-  
Driven  
Organization





# SUSTAINABILITY

## Net Zero

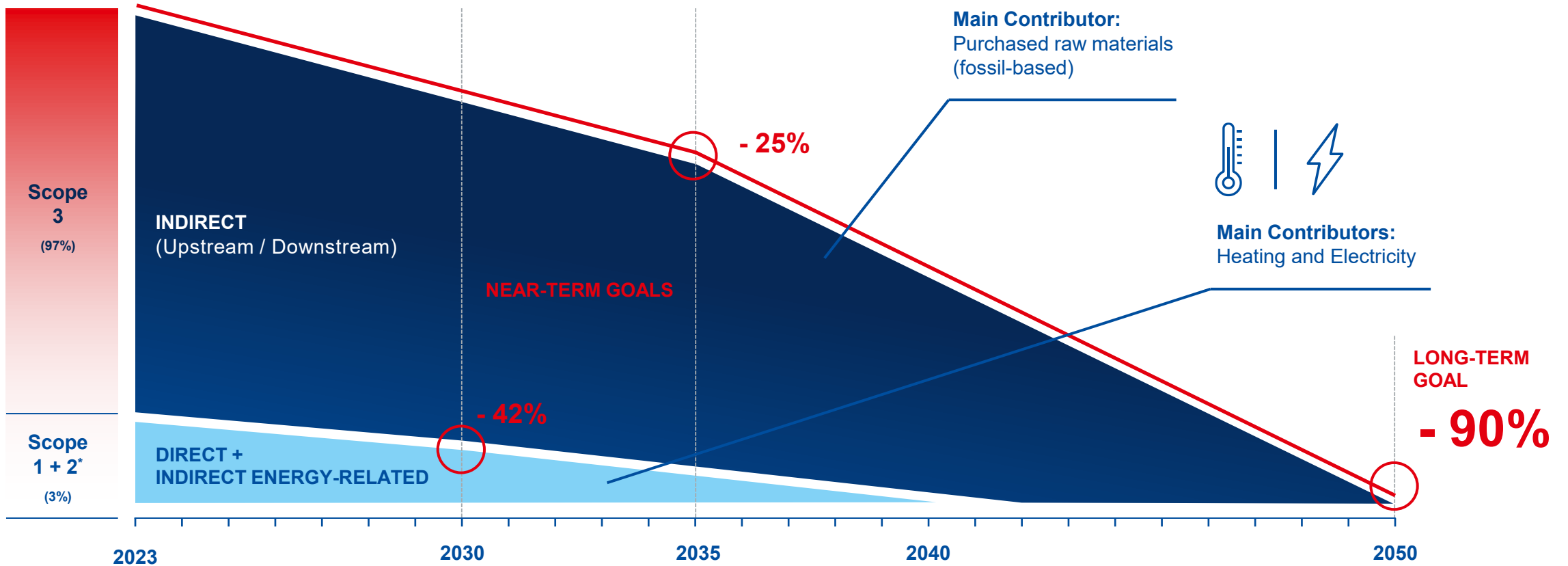


**Main Contributor:**  
Purchased raw materials  
(fossil-based)



**Main Contributors:**  
Heating and Electricity

### EMISSIONS



# TO ACHIEVE OUR NET ZERO EMISSION REDUCTION TARGETS, FUCHS RELIES ON SEVERAL KEY FACTORS



Green energy sufficiently available in all operating countries



Defossilisation technologies are broadly available and competitive



Regulation supports fast, technology-friendly transformation



Availability and competitiveness of high quality, alternative raw materials given



Willingness to switch to more sustainable products

# SUSTAINABILITY

## Customer Benefit

**1** Achieve more with less  
(Reduced total cost of ownership)

**2** Overall positive  
sustainability leverage

### Transform customer benefits into a strong and measurable sales argument

- Collect sustainability related customer data and translate into quantified benefits
- Integrate into sales processes and sales pitches

## 03 FOCUS AREAS FOR GROWTH

LUBRICANTS.  
TECHNOLOGY.  
PEOPLE.





## Deep Dive Performance Greases What is it about?

### Scope

Greases are thickened lubricating oils and therefore remain at the lubrication point, providing continuous protection where it's needed. Their performance relies on advanced chemistry, manufacturing processes, and application know-how.

### Why greases matter

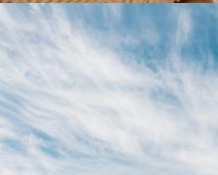
More than 80% of all roller bearings are lubricated with greases

- Stays in place and acts as a seal
- Simplifies systems and machine designs
- Reliable stop-start performance
- Based on advanced technology



# Performance Greases

## What is it about?



# Deep Dive Performance Greases

## How we win

### Approach

Focus on global customers with locally available high-performance greases. Enabled by global footprint, application engineering, and regulatory abilities.

### Foundations

- Comprehensive technical portfolio
- Application engineering close to customers
- **Global R&D and testing capabilities**
- **Unique global manufacturing footprint to deliver consistent quality on all continents**
- Global OEM access

### Strategy / Actions

- Expand business with global customers by locally delivering fit-for-purpose solutions quickly and consistently
- Leveraging cross-selling potentials via critical applications
- **Transform regulatory changes into differentiators by product innovation, global registration of substances and EHS expertise**
- **Technology Partnerships with strategic customers**

# Deep Dive Automotive Aftermarket

## What is it about?

### Scope

The largest part of the global lubricants market, serving all types of vehicles, offering drive-dependent and drive-independent aftermarket products.

### Examples

- Passenger cars
- Agriculture and forestry equipment
- Off-highway vehicles
- Commercial vehicles (trucks, buses)
- Motorcycles
- Stationary aggregates



# Automotive Aftermarket

## What is it about?





# Deep Dive Automotive Aftermarket Growth potential

## Opportunity

**High demand beyond 2040**

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**Segmentation enables differentiation**

---

**Growth potential in low share markets**

# Deep Dive Automotive Aftermarket

## How we win

### Approach

Expand to capture stable, long-term demand beyond 2040 by increasing segmentation and expanding our presence in low-share markets.

#### Foundations

- Unique global footprint with production capacity in all regions
- Complete aftermarket portfolio spanning all segments
- Mature technology with strong value proposition
- Foundational brand awareness based on OEM relationships

#### Strategy / Actions

- Expand segmentation
- Build up regional infrastructure to improve sourcing, production, and sales in target markets
- Drive digitalization to expand and improve e-commerce
- Increase brand awareness
- Introduce regional key account management structures

# Deep Dive Customer Brands

## What is it about?

### Scope

FUCHS products sold under the customer's own label. Usually tailored for industrial and automotive OEM or distributors and supported with dedicated services.

### Examples

- Passenger car OEMs
- Commercial Vehicle OEMs
- Vehicle parts distributors
- Workshop chains and distributors





# Deep Dive Customer Brands

## Growth potential

Opportunity

High demand beyond 2040

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Unlock growth with technical expertise and service

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Ready to scale success





# Deep Dive Customer Brands

## How we win

### Strengths

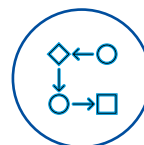
Exceptional Service Quality



Operational Excellence



Complexity Management



Global Player



### Opportunities

Expand Existing Business



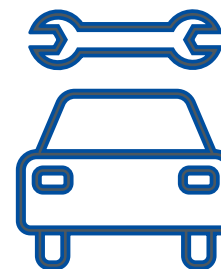
New Customers



Strategic Partnerships



Brand Value



# Deep Dive New Mobility

## What is it about?

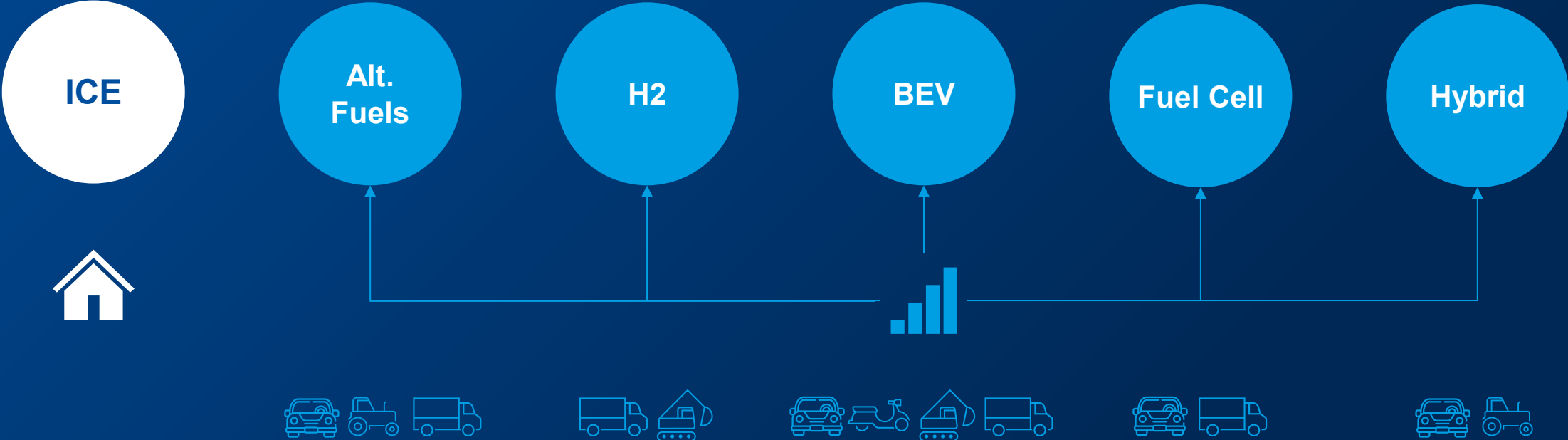
### Scope

Lubrication and cooling solutions for all types of new energy vehicles (NEV) including their servicing, manufacturing, and related ecosystems.

### Examples

- NEV manufacturing & servicing over lifetime
- Battery manufacturing industry
- Charging, energy storage & data centers
- Future Mobility by land, sea, and air
- Micromobility

# WE SUPPORT EXISTING AND NEW MOBILITY TECHNOLOGIES AND DEVELOP SMART SOLUTIONS FOR OUR CUSTOMERS





# Deep Dive New Mobility Growth potential

## Opportunity

**Solid annual growth and new business in NEVs and related areas**

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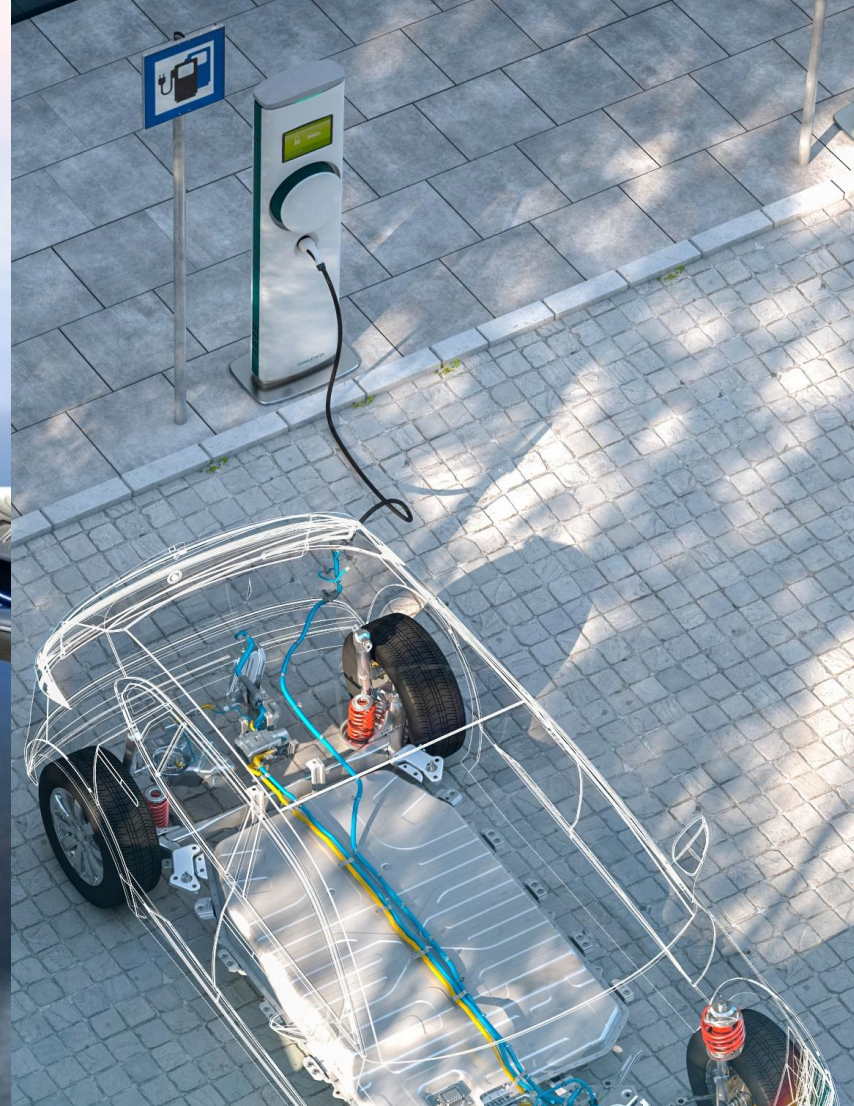
**Global customer requirements and new technical demands enable differentiation**

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**Potential for major market share**



**Range & Performance**



**Safety & Reliability**



**Uptime & Availability**

# Deep Dive New Mobility How we win

## Approach

Further enhance brand awareness, regional structures, and new mobility solution portfolio to meet rising demand and capture major market shares.

### Foundations

- Strong legacy and trusted partnerships with leading OEMs and Tier 1 and broad portfolio enable us to accompany their transformation
- Highly developed technology and NEV solution base that is ready to scale up on demand
- Engaged internal new mobility community
- Technology partnerships that extend our solution portfolio

### Strategy / Actions

- Close portfolio gaps, strengthen and complete dedicated product line FUCHS BluEV
- Develop new technology partnerships in key application fields
- Strengthen regional structures across R&D, product management, sales, and operations in key markets
- Empower global R&D hub structure and anticipate technology shifts



## Deep Dive Rotary Motion What is it about?

### Scope

Industrial applications across virtually all manufacturing industries in which power is transferred via rotating movement.

### Examples

- Compressors
- Gearboxes
- Refrigerators
- Pumps

# Rotary Motion

What is it about?





## Deep Dive Rotary Motion Growth potential

### Opportunity

**Growing demand across diverse industries**

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**Technical requirements enable differentiation**

---

**Growth opportunities in Europe, Asia-Pacific and Americas**



## Deep Dive Rotary Motion How we win

### Approach

Become the preferred global partner for leading industry OEMs through value-driven technology leadership and being a cost-effective in-region supplier for local markets.

### Foundations

- Broad product range with strong application know-how
- Locally proven approaches as strong base for expansion i.e., formulations and existing approvals
- Technology edge and strong partnerships with leading industry OEM's

### Strategy / Actions

- Build up regional expertise for industry OEM's and service providers (aftermarket)
- Responsive and cost-effective in-region supplier for local markets
- Promote cross-segment opportunity generation
- Expand regional R&D and testing capacity to accelerate time-to-market, closing portfolio gaps

# Deep Dive Special Application Solutions

## What is it all about?

### Scope

Lubrication and service solutions for applications with specific customer requirements, high technical and regulatory requirements.

### Examples

- Food
- Medical
- Semiconductor
- Railway

# Special Application Solutions

## What is it about?





# Deep Dive Special Application Solutions

## Growth potential

### Opportunity

**Complex segments with growing demand and long-term relevance, delivering high margins**

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**Regulatory and technical demands enable differentiation**

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**Ready to scale-up**

# Deep Dive Special Application Solutions

## How we win

### Approach

Expand to all relevant markets worldwide by developing specialized regional capabilities and leveraging our technological expertise.

### Foundations

- Strong know-how base, enhanced by acquisitions (NYE, Lubcon, BOSS) and ready for scale-up
- Unique global footprint (3C hubs) enables handling of complexity across regions
- Established segments food and packaging as success models for globally coordinated brand, service, and core portfolio

### Strategy / Actions

- Leverage and embed expertise from recent acquisitions
- Boost new business by connecting regional R&D, product management, and business development
- Develop compliance leadership and innovation into key differentiators
- Promote cross-segment and cross-regional opportunity generation
- Increase ready-to-market speed for new solutions

## 04 DIGITALIZATION AT FUCHS



# FUCHS GOES DIGITAL – OUR ‘NORTH STAR’

New digital technologies will change expectations of our customers and offerings of our competitors. To remain in the driver’s seat, and **own our digital future, we need to act now.**

By 2030, **we will be the digital frontrunner in our area of expertise.** We will do this by thinking digitally and putting digital first.

Therefore, **we will pursue five key Digital Opportunity Areas (DOAs)** as a first priority, accompanied by the necessary enabling capabilities.

# FUCHS GOES DIGITAL – OUR ‘NORTH STAR’

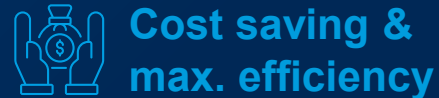
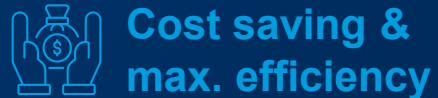
**1**  
Automated ordering & fulfillment

**2**  
Optimized fluids & resource use

**3**  
Forecasted equipment functionality

**4**  
Smart development & improved product performance

**5**  
Digital operations



Help our **customers to automate their interactions with us** through digitizing processes

Help our customers to **optimize their use of fluids and resources** through digital performance tools

Push our customers forward to facilitate **optimal lubricant and equipment operation, improve equipment performance and minimize maintenance**

Help R&D to **reduce time to market and improve products** through digital solutions across the “Idea-to-Phase-Out” process

Help operations to **streamline and optimize processes through digital solutions** across the “Source-to-Pay” and “Forecast-to-Stock” process

## Web-based management tool **FluidsConnect**

- Individually designed dashboards
- Tracking of fluid condition and trends
- Scheduling of maintenance activities
- Remote access to key operating data
- Assists in data-based decision making



Optimized fluids  
& resource use

# TRANSFORM2GROW (T2G) MOVING FUCHS TO A DIGITAL CORE

## Business transformation

- Simplify processes, data, governance
- Build more effective IT architecture
- Enable automation and seamless integration
- Improve transparency

## Return on investment

- Higher effectiveness and efficiency (simplified processes, higher transparency, automation)
- Strengthened competitiveness by improved customer and supplier experience
- Positive net impact from 2030



## 05 CUSTOMER CENTRICITY AT FUCHS





## Customer Value



**Integrated solutions**  
Full range of products & technical services



**Unique global footprint**  
Handling of complexity across regions



**Compliance & regulatory strength**  
Market specific needs & chemical legislation



**Sustainability focus**  
Energy savings & longer lifetime

*MOVING YOUR WORLD*



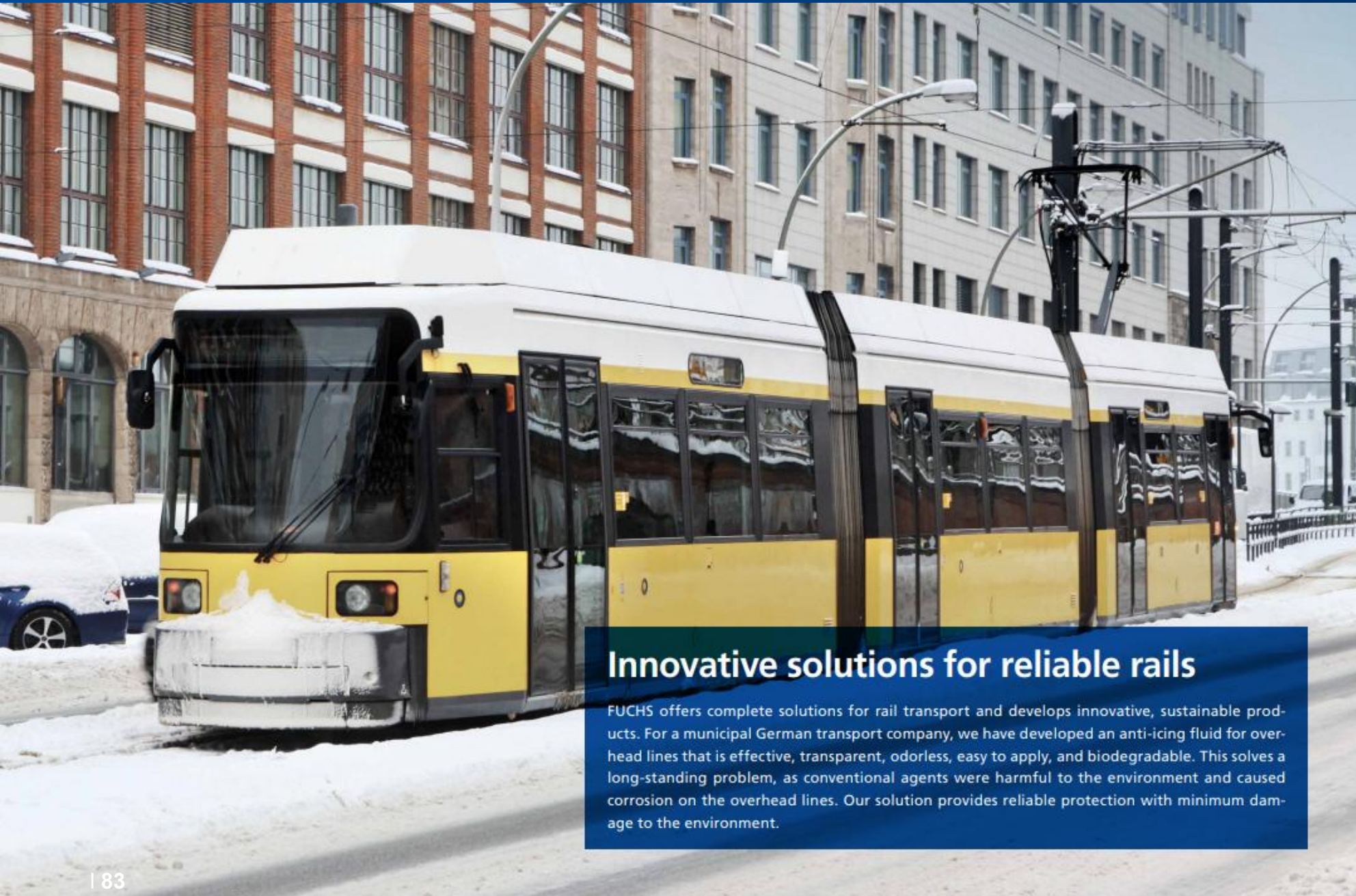
## Top partner in the USA

Our customized lubricants extend engine life and improve performance. In 2025, we expanded our global partnership with Mercedes-Benz in the automotive after-market sector to include the US market. We already supply 160 workshops with high-quality products.



## We keep mines running around the world

For more than four decades, we have been delivering excellent lubricants, technical expertise, and direct on-site service to natural resource companies around the world, from Australia to South Africa. Our solutions ensure that mines can operate reliably around the clock under extreme conditions. Local manufacturing, in-depth expertise, and long-term partnerships make our customers' processes seamless, reliable, and efficient.



## Innovative solutions for reliable rails

FUCHS offers complete solutions for rail transport and develops innovative, sustainable products. For a municipal German transport company, we have developed an anti-icing fluid for overhead lines that is effective, transparent, odorless, easy to apply, and biodegradable. This solves a long-standing problem, as conventional agents were harmful to the environment and caused corrosion on the overhead lines. Our solution provides reliable protection with minimum damage to the environment.

# EXAMPLE: FOOD INDUSTRY

## LUBRICATION CRITICAL CONTROL POINT (LCCP) AUDIT

### What is it?

Tool for assessing lubricant hazards and improvement opportunities

Helps prevent recalls, reputational damage, and legal issues

### How is it done?

Facility audit by lubrication experts

Inventory according to an LCCP survey

Development of a lubrication safety plan

### How we win?

> 300 audits completed

Conversion rate of switching to FUCHS Products after handing over customized report: > 50%



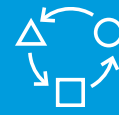
**Right & Safe  
products**



**Cost  
Savings**



**Longer  
Lifetime**



**Optimized  
Methods**



**Handling  
Guidance**



**Customized  
Training**

## 06 REVIEW FUCHS 2025

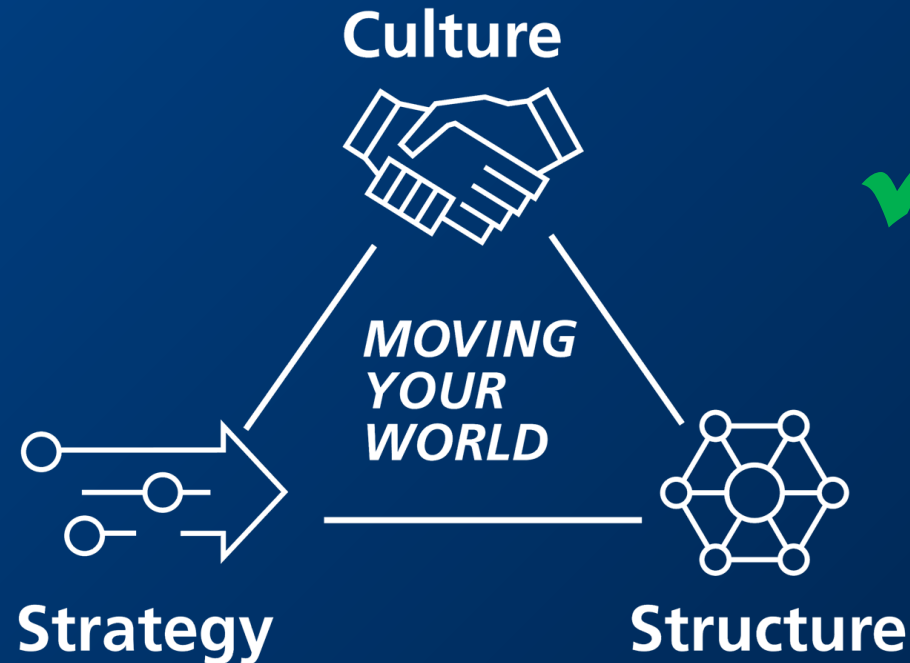


# FUCHS 2025 IS A STRONG FOUNDATION FOR THE NEXT STRATEGY CYCLE

- Growth mindset
- Open feedback culture
- Hierarchy free communication



- Focus on 3 mega trends  
New Mobility,  
Sustainability &  
Digitalization
- Profitable growth  
through segmentation
- Innovation & Project  
Management



- Decentral organization with  
strong regions and local  
entities close to our customers
- Powerful networks for global  
coordination
- Entrepreneurship on all levels  
and functions

## TARGET ACHIEVEMENT

Mid-single-digit percentage



annual sales growth

EBIT 2025

€500 mn



Long-term EBIT margin

~15%

Average cash conversion rate

0.8x



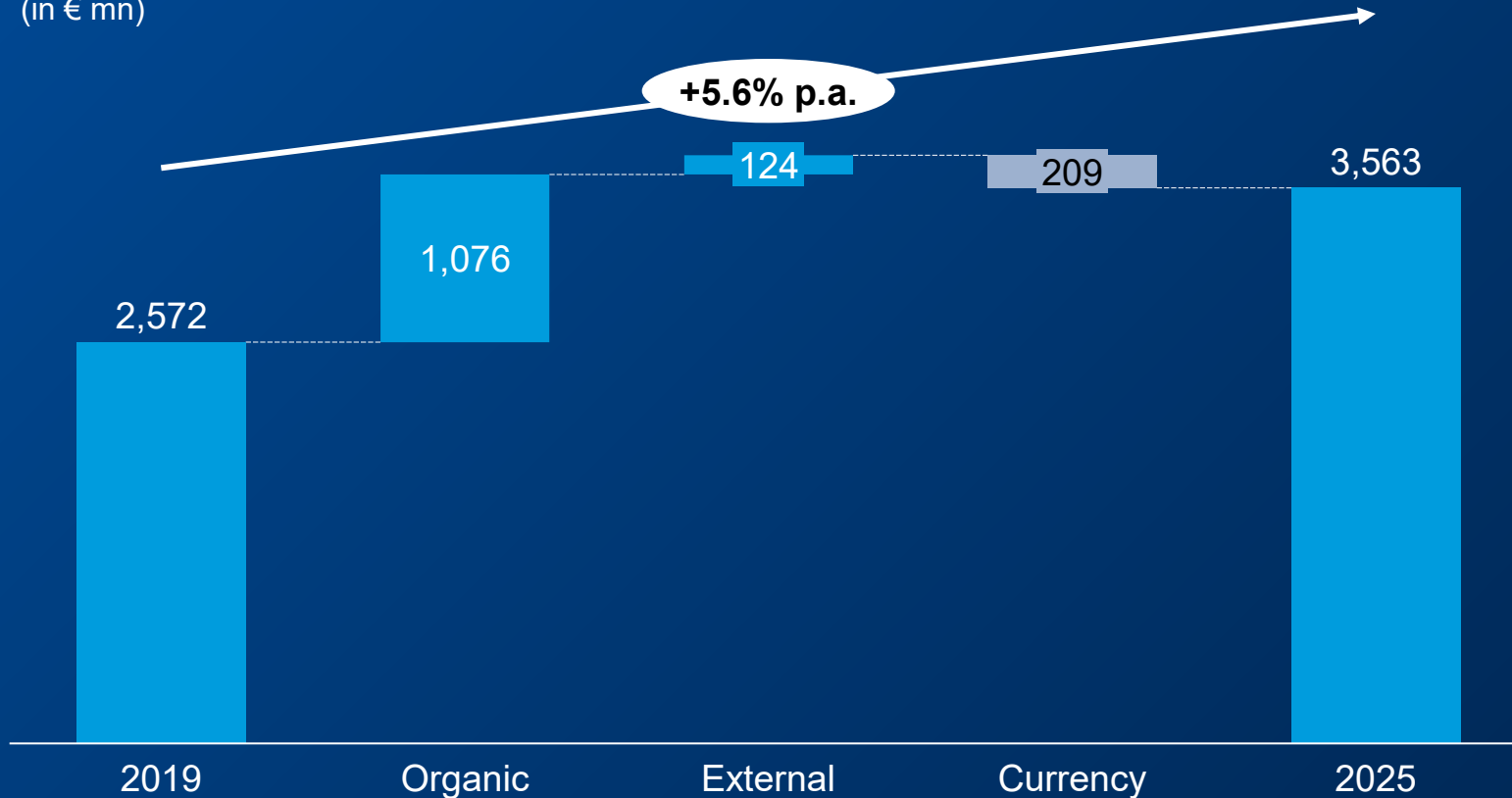
Increase of dividend



each year

# AVERAGE ANNUAL SALES GROWTH ON TARGET

(in € mn)

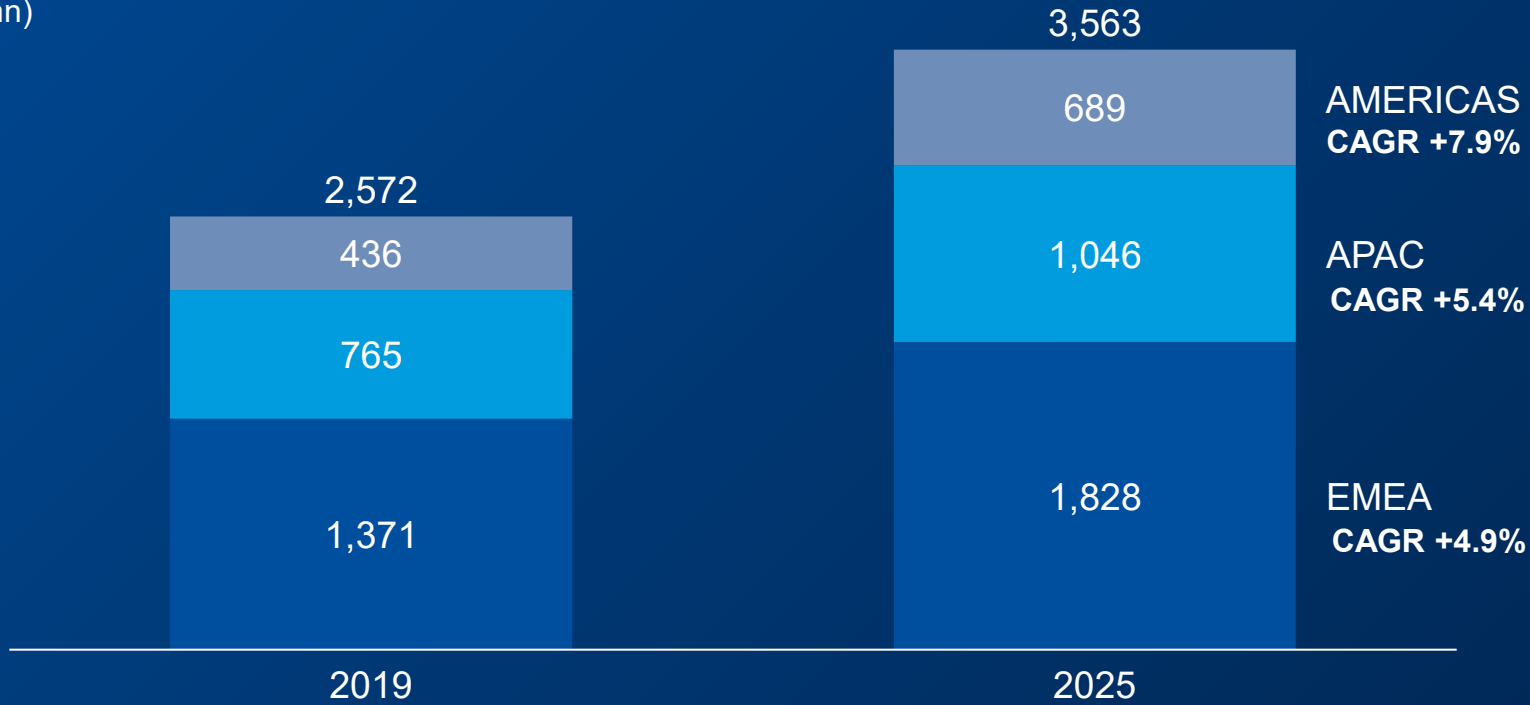


**>5%**

Average Annual  
**Sales** Growth

# AMERICAS AND APAC GAINING SHARE\*

Sales  
(in € mn)

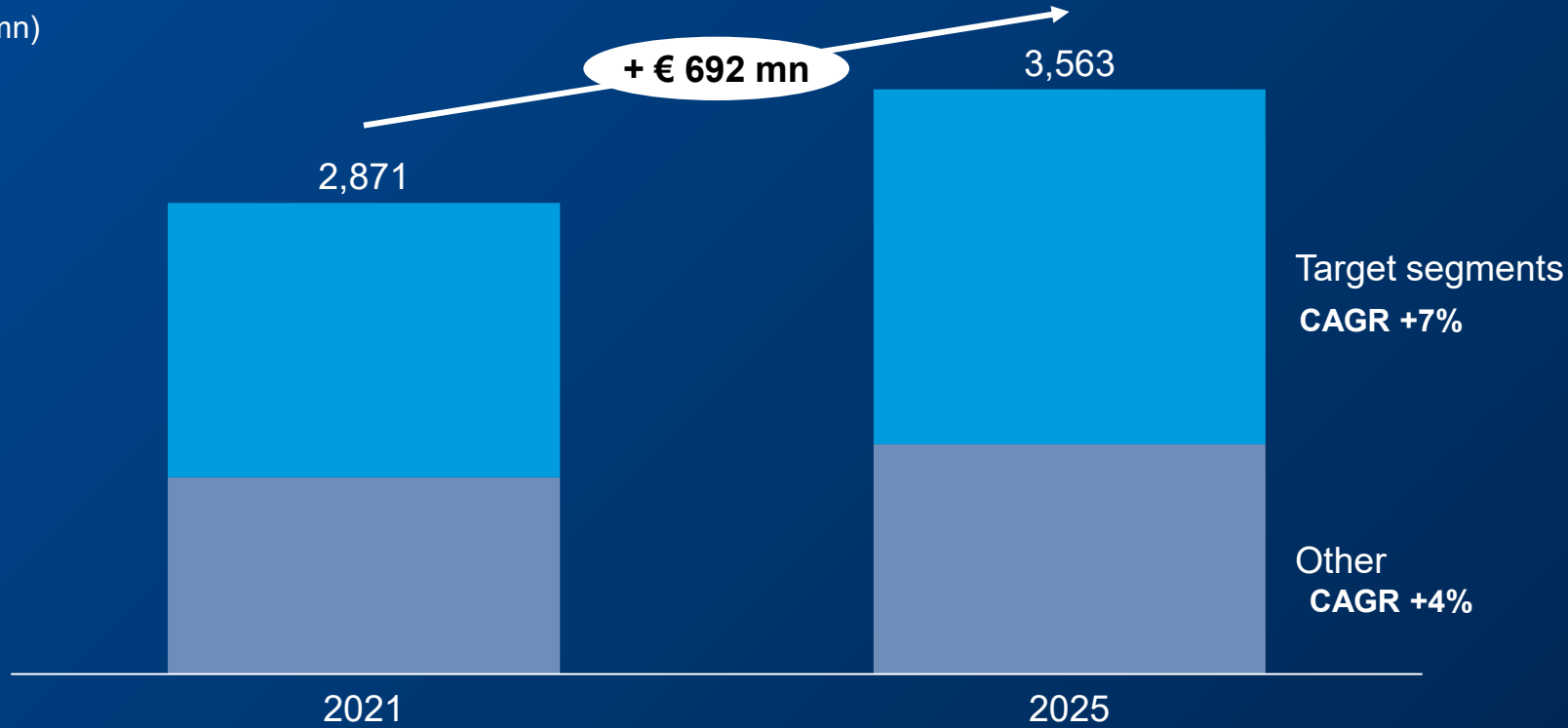


\*sales by customer location

**Mid-single-digit  
growth across all  
regions**

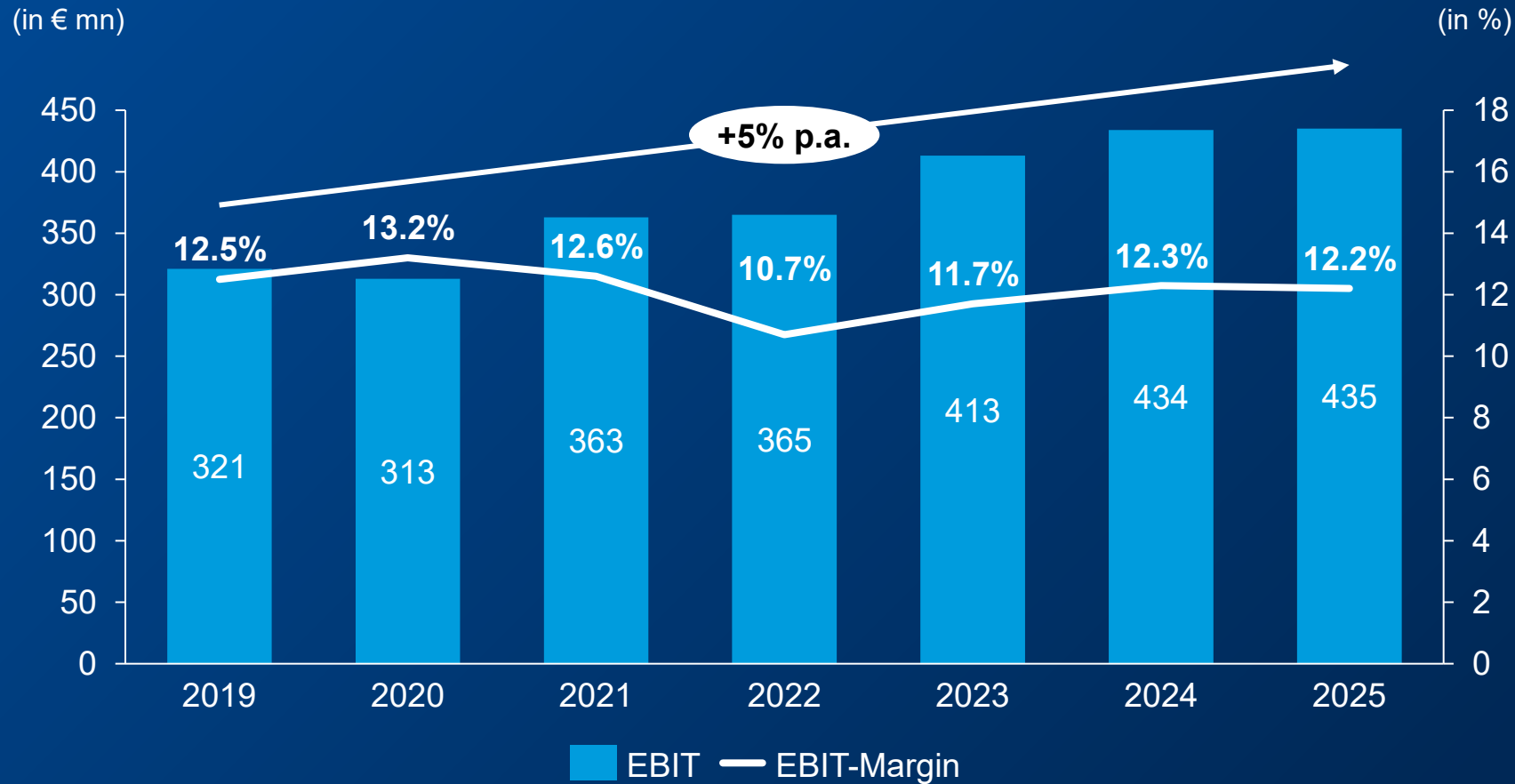
# GLOBAL SEGMENTS ARE GROWTH DRIVERS

Sales  
(in € mn)



Up to **40%**  
**CAGR**  
for single target  
segments

# EBIT GROWTH IN-LINE WITH SALES



**>12%**  
**EBIT margin**  
 (vs. ~ 9% Chemicals)

**5%**  
 Average Annual  
**EBIT Growth**

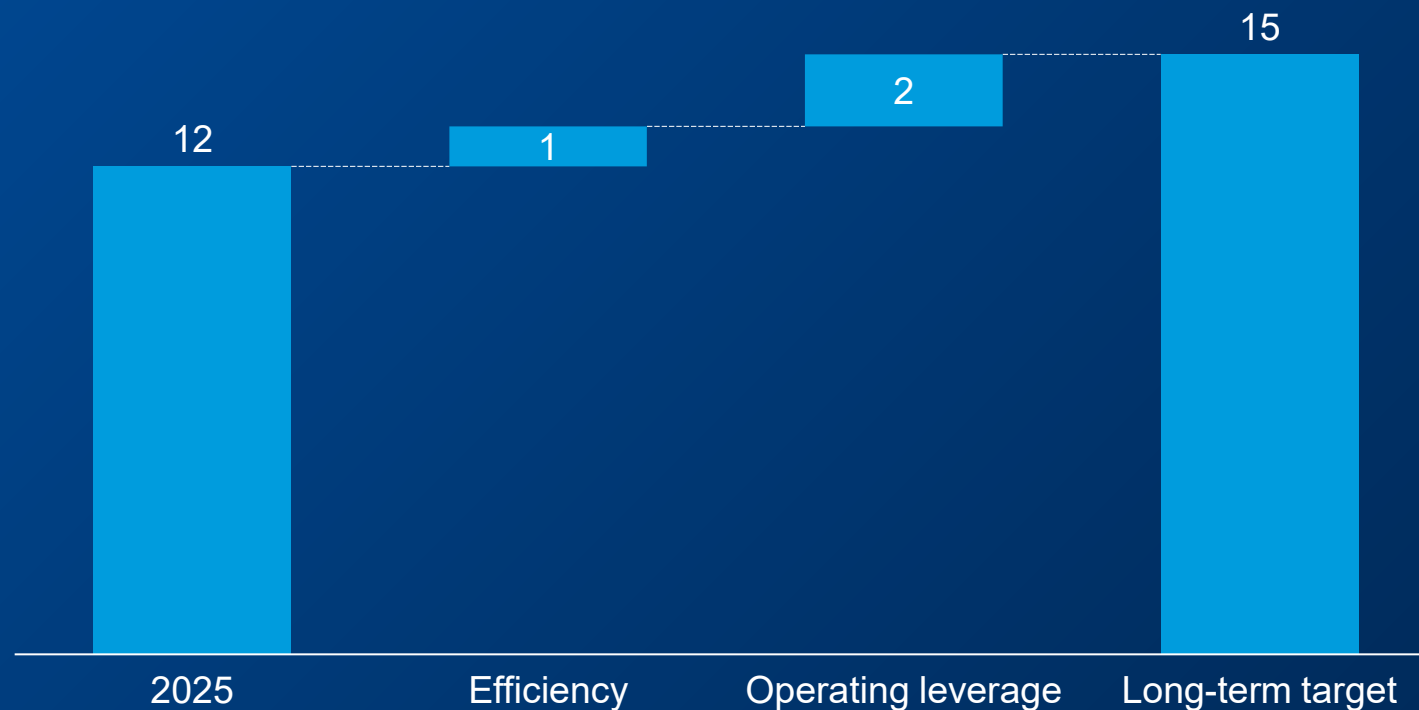
# RESILIENCE AGAINST HIGH INFLATION



**Strong inflation  
in 2021 / 2022  
successfully  
compensated**

# STILL GAP TO CLOSE TOWARDS LONG-TERM EBIT TARGET

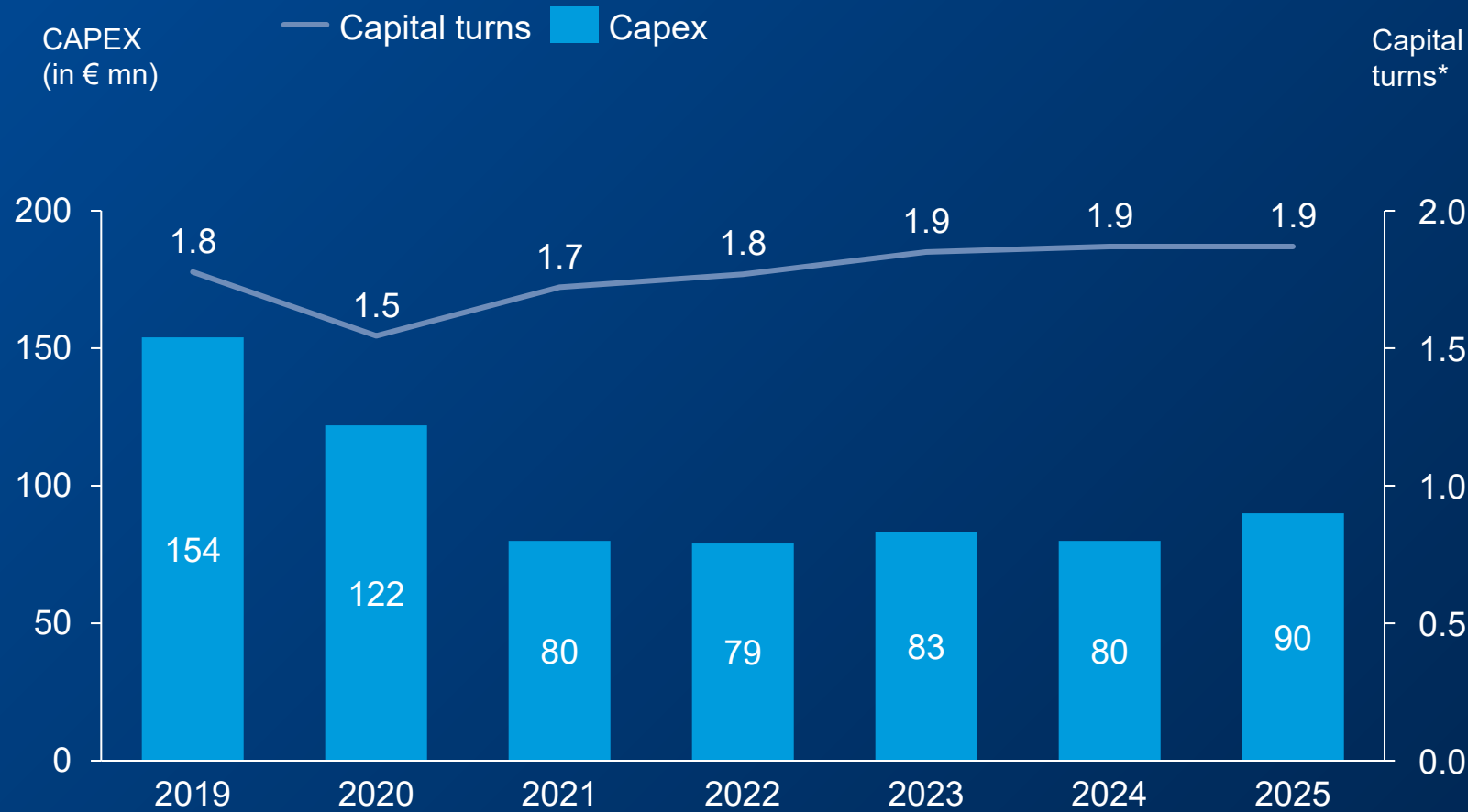
EBIT margin  
(in %)



**Well-invested to capture future growth**

**Target: Do more with existing infrastructure**

# CAPITAL LIGHT BUSINESS MODEL

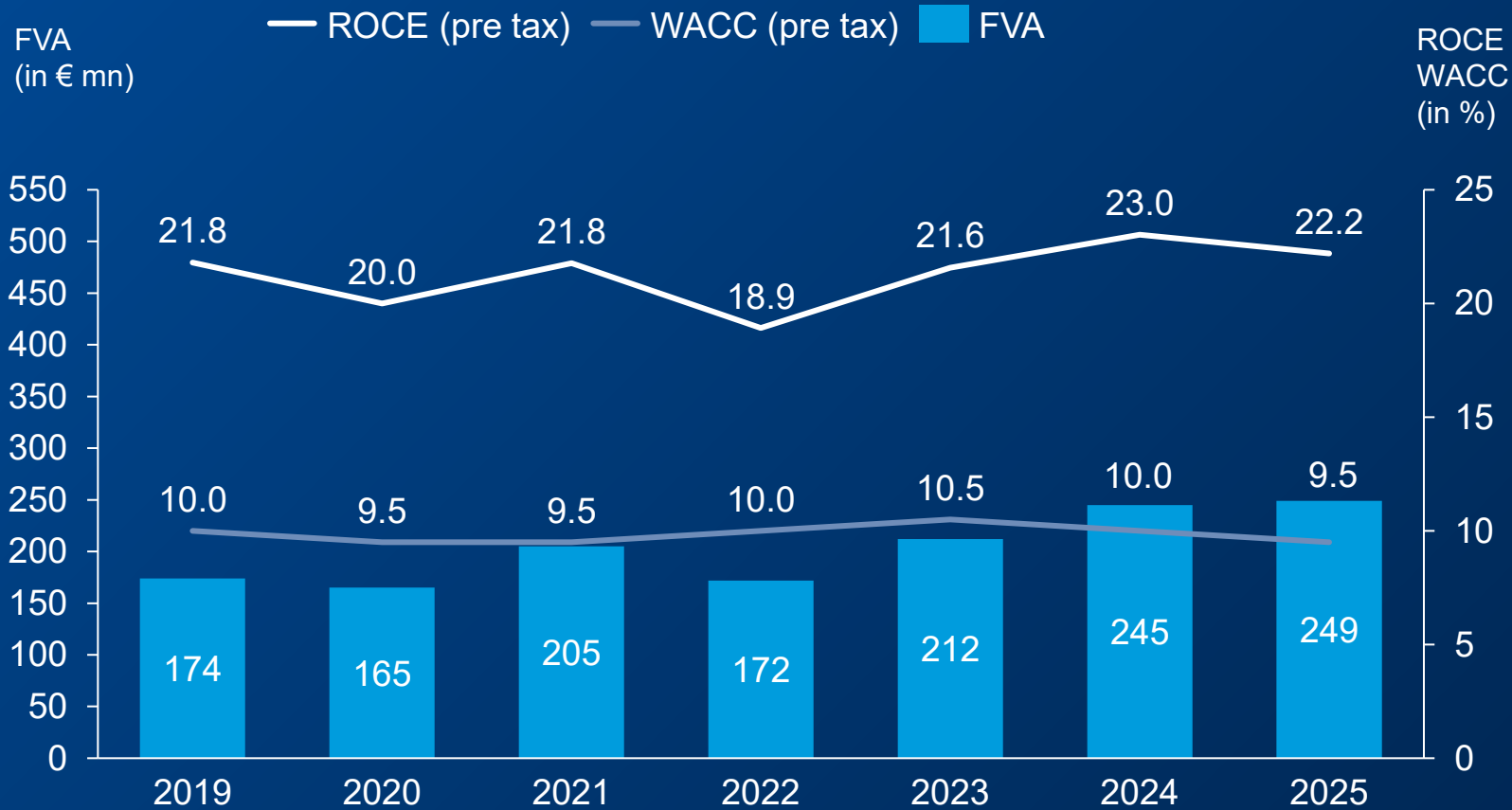


**1.9x**  
**capital turns**  
 (vs. ~1x Chemicals)

**~ 2%**  
**capex to sales**

\*Capital Employed Turnover Ratio = Sales / Capital Employed

# EARNING A STRONG PREMIUM ON WACC



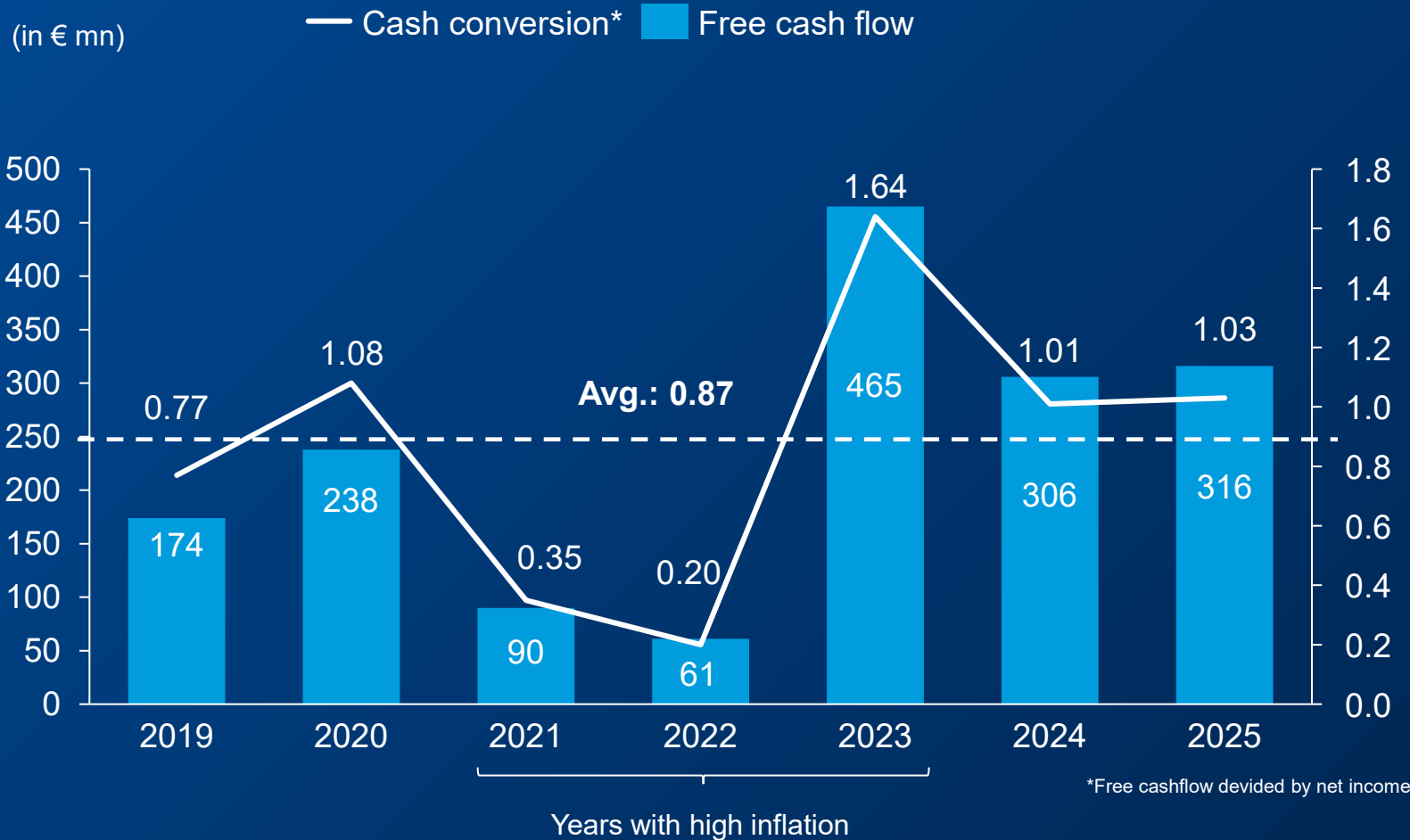
**>21%**

**ROCE (pre tax)**  
(vs. 9% - 15% Chemicals)

**>€ 1.4bn**

**FVA generated since 2019**

# SOLID FREE CASHFLOW GENERATION



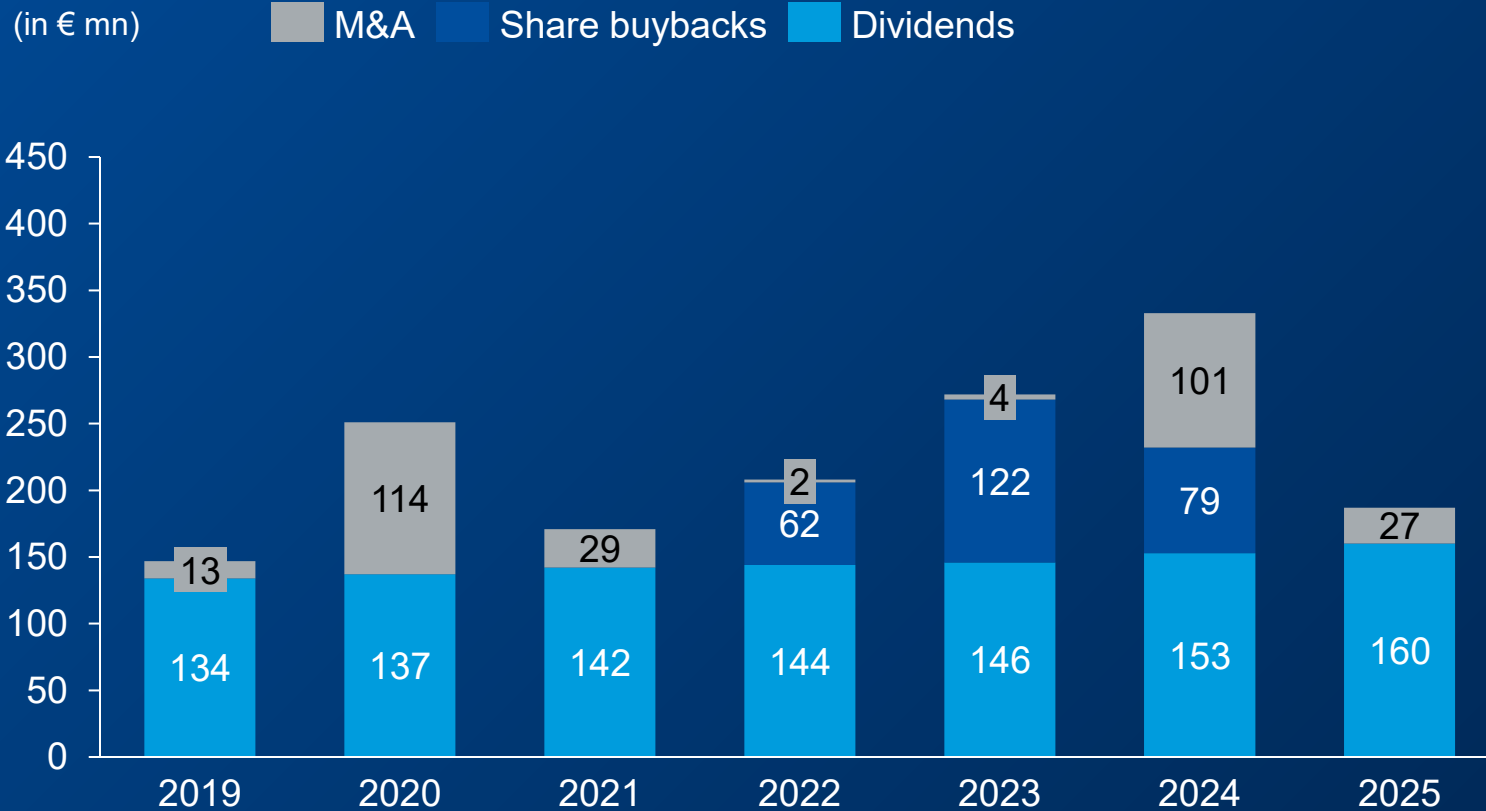
**>€1.6bn**

**FCF generated since 2019**

**>0.8x**

**Average cash conversion rate**

# CASH ALLOCATION: SHAREHOLDER RETURNS & GROWTH



**>€ 1.2bn**  
cash returned  
to shareholder

**~€ 300m**  
M&A

## LESSONS LEARNED FUCHS2025

- **Strong business resilience** in volatile times (e.g. margin, cash flow, dividend)
  - **Segmentation approach works** – business wins support organic growth
  - **Profitability not yet back** at 2017 levels of ~15%
- **Further focus on growth and margin expansion**

## 07 FINANCIAL RESULTS Q1 2026



## HIGHLIGHTS Q1 2026

Sales revenues

**€ 934 mn**

+1% (Q1 2025: € 924 mn)

EBIT

**€ 125 mn**

+16% (Q1 2025: € 108 mn)

FCF before acquisitions

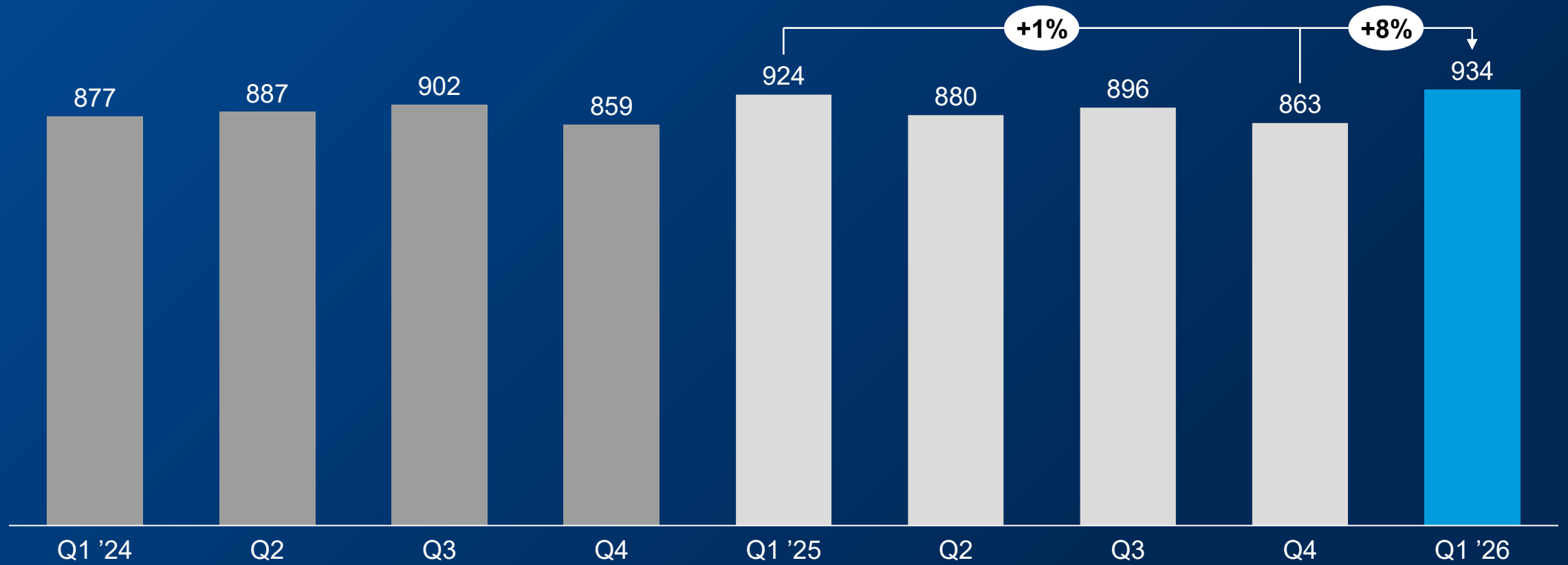
**€ 54 mn**

€ +37 mn (Q1 2025: € 17 mn)

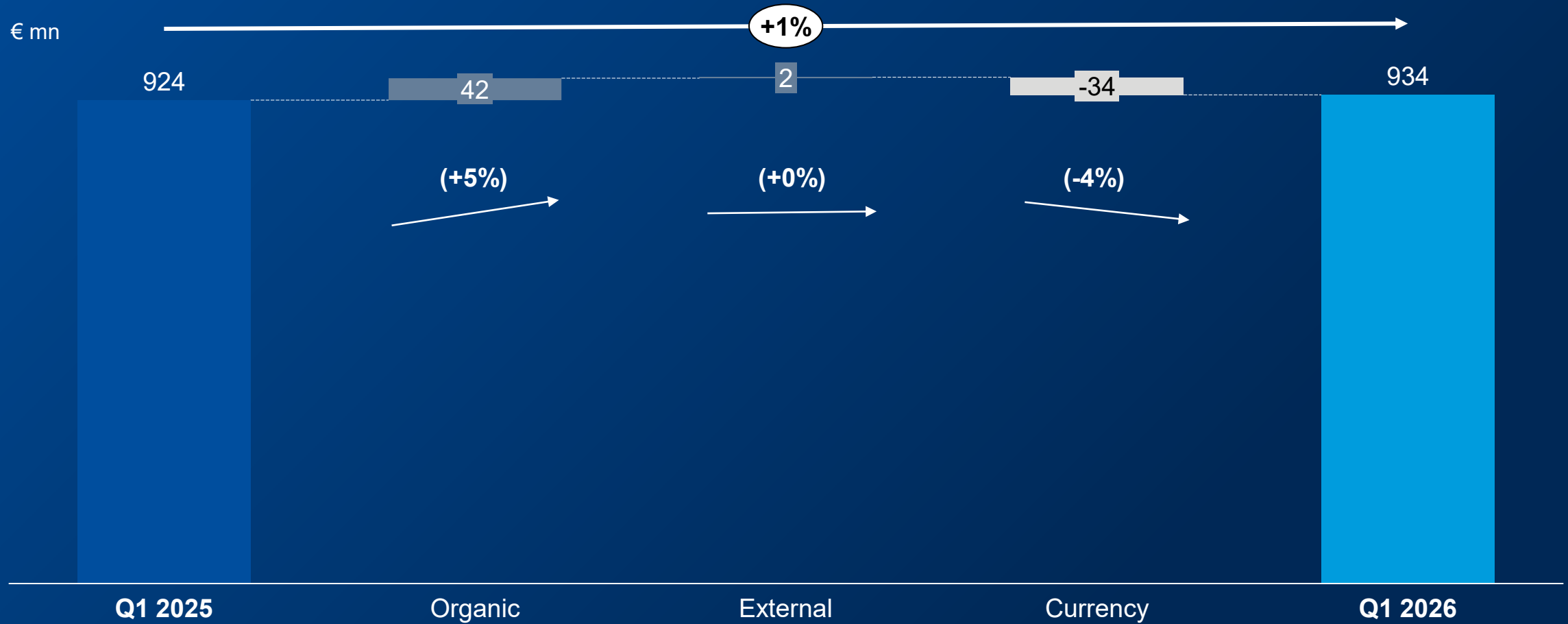
- Strong volume growth drives sales increase despite FX headwinds
- EBIT reaches new quarterly record
- EPS up 15% to € 0.68 (0.59)
- Solid Free Cashflow

# QUARTERLY SALES DEVELOPMENT

€ mn

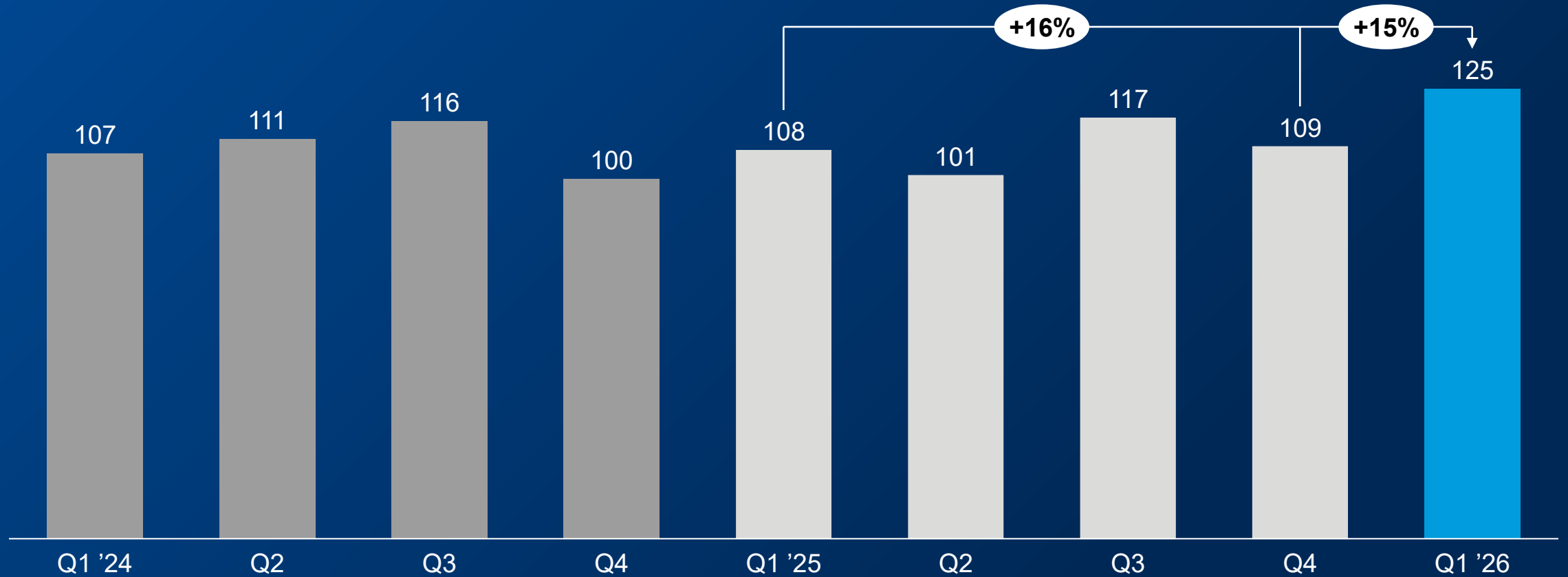


# SALES Q1 2026



# QUARTERLY EBIT DEVELOPMENT

€ mn



# KPI SUMMARY Q1 2026

KPI in € mn	Q1 2026	Q1 2025
<b>Sales</b>	<b>934</b>	<b>924</b>
Cost of sales	-606	-607
<b>Gross profit</b>	<b>328</b>	<b>317</b>
Other function costs	-204	-211
<b>EBIT bef. at Equity</b>	<b>124</b>	<b>106</b>
<b>EBIT</b>	<b>125</b>	<b>108</b>
Capex	-21	-12
Change of NOWC	-49	-64
<b>FCF bef. acq.</b>	<b>54</b>	<b>17</b>

- Sales up 1% or € 10mn led by strong organic growth and despite heavy negative currency headwinds
- Gross margin at 35.1%, well ahead of prior year's figure of 34.3% and on par with previous two quarters
- Other function costs € 7mn below prior year, primarily due to FX effects, cost savings, reduced depreciation as well as gains from sale of property in Australia
- EBIT improved significantly by 16% to € 125mn (108) compared with previous year's level; EBIT margin at 13.4% (11.7%)
- Capex above low previous year's and in line with full year guidance
- Seasonal build up of NOWC but lower than last year
- Solid FCF driven by strong earnings development

# EUROPE, MIDDLE EAST, AFRICA

KPI in € mn	Q1 2026	Q1 2025
<b>Sales</b>	<b>547</b>	<b>522</b>
Organic growth	25 (5%)	-6 (-1%)
External growth	1 (0%)	14 (2%)
FX effects	-1 (0%)	3 (1%)
<b>EBIT bef. at Equity</b>	<b>61</b>	<b>50</b>
<b>EBIT</b>	<b>62</b>	<b>52</b>

- Sales up 5% year over year driven by organic growth; increasing demand in March
- Most countries expand sales; high growth in South Africa, Germany, Italy and the UK
- External growth driven by ASEOL acquisition
- EBIT improved strongly driven by margin expansion and high sales growth; strong contributions from Germany and South Africa

# ASIA-PACIFIC



KPI in € mn	Q1 2026	Q1 2025
<b>Sales</b>	<b>266</b>	<b>264</b>
Organic growth	17 (6%)	16 (7%)
External growth	0 (0%)	1 (0%)
FX effects	-15 (-5%)	2 (1%)
<b>EBIT bef. at Equity</b>	<b>46</b>	<b>33</b>
<b>EBIT</b>	<b>46</b>	<b>33</b>

- Sales up 1%; strong organic growth of 6% driven by business expansion, especially in China, Australia and many smaller countries
- Significant negative currency effects almost entirely offset organic growth
- EBIT up by 39% year over year driven by strong improvement of gross profit and € 7mn gain from sale of land in Australia
- Positive earnings development especially in China and Australia

# NORTH AND SOUTH AMERICA

KPI in € mn	Q1 2026	Q1 2025
<b>Sales</b>	<b>172</b>	<b>183</b>
Organic growth	6 (3%)	12 (8%)
External growth	1 (1%)	2 (1%)
FX effects	-18 (-10%)	2 (1%)
<b>EBIT bef. at Equity</b>	<b>19</b>	<b>21</b>
<b>EBIT</b>	<b>19</b>	<b>21</b>

- Sales decline 6% year over year due to significant negative currency effects
- Organic growth of 3% year over year predominantly driven by North America
- External growth from IRMCO, a specialist in lubricant solutions for metal forming
- EBIT decline due to mix effects that could not be fully compensated by organic sales growth; weakness of US-Dollar significantly impacted earnings development
- Positive business development in South America

# NET OPERATING WORKING CAPITAL (NOWC)

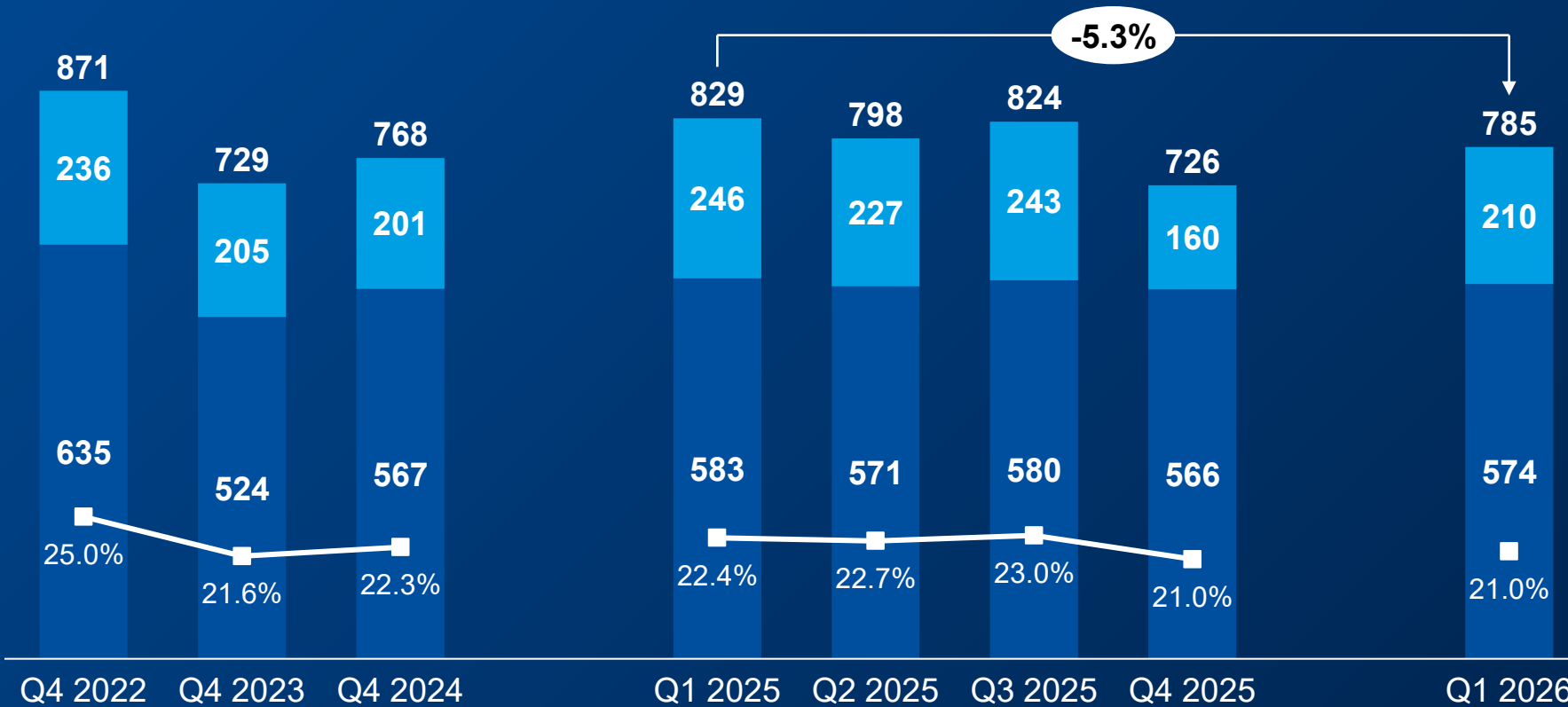
€ mn

Q4 25 vs Q1 26:

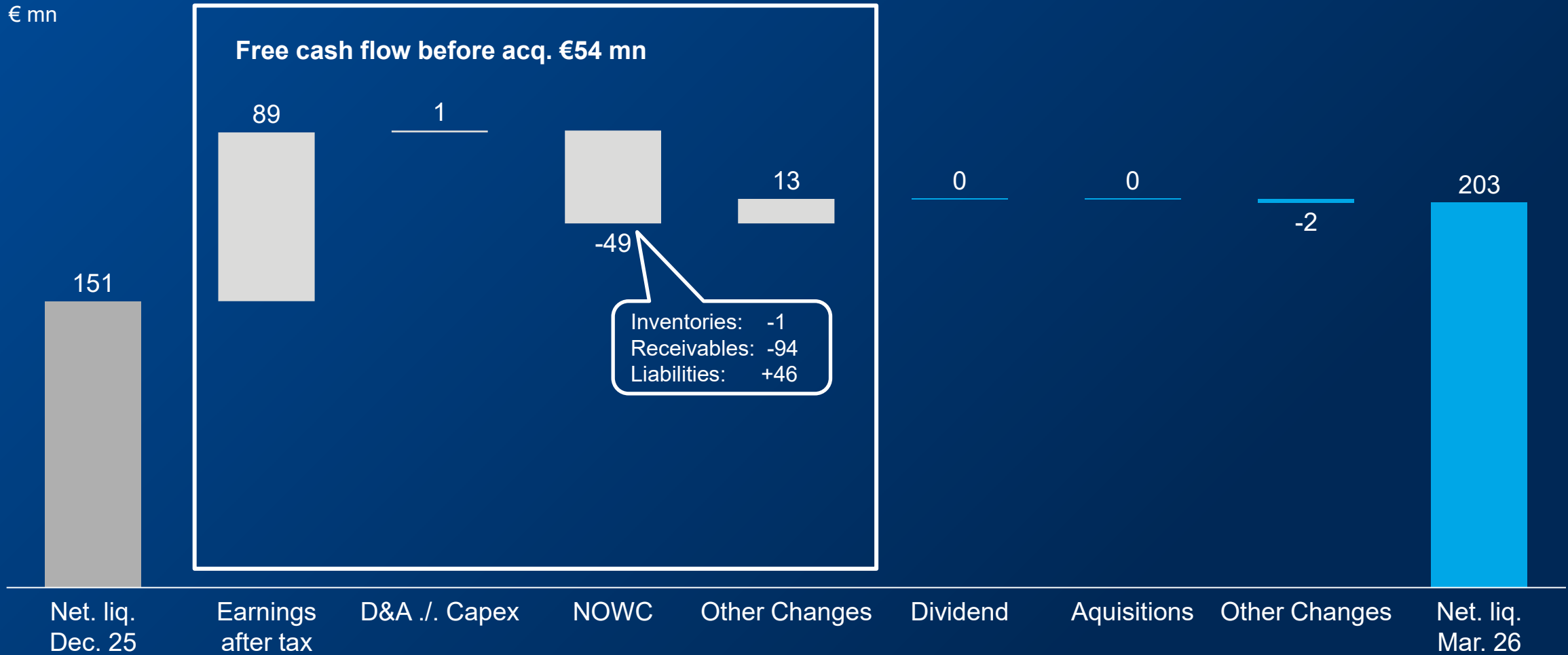
Inventories  
Receivables ./ Payables

€ +8 mn  
€ +50 mn

- Inventories
- Receivables ./ Payables
- NOWC (in %)



# NET LIQUIDITY



# PAVING THE WAY TO BECOME A DIVIDEND ARISTOCRAT

## DIVIDEND PROPOSAL FOR FY 2025

Consecutive  
dividend increases

for **24 years**

Increase of dividend of

**€ 0.06**

per share class (equiv. to +5%)\*

**€ 1.23** (1.17)

per preference share\*

**€ 1.22** (1.16)

per ordinary share\*

\*based on current dividend proposal

# MIDDLE EAST CONFLICT: TREND CHANGE FOR MATERIAL PRICES

2026

Base Oils  
and  
additives

- Balanced supply and demand situation until beginning of March; Middle East conflict disruptive to price trend and availability
- Confident to supply our existing customers thanks to our broad sourcing network – but tight supply exists in the market
- Existing customers come first; we are cautious with new business
- Raw material prices are rising sharply due to tight supply. We have already increased prices, and more adjustments will be necessary
- Even if the conflict ends soon, supply conditions are unlikely to normalize before year-end.

# OUTLOOK 2026

KPI <sup>1</sup> in € mn	Actuals 2025	Outlook 2026 (March, 20th)	Outlook 2026 (April, 29th)	
<b>Sales</b>	3,563	~3,700	Significantly above 3,700	Organic growth accelerated by strong price increases to compensate raw material cost inflation; M&A activities; negative FX effects in H1
<b>EBIT</b>	435	~450	~450	Price increases to compensate raw material cost inflation; strict cost management
<b>FVA</b>	249	~250	Somewhat below 250	Higher earnings vs. increasing capital employed
<b>FCF bef. acq.</b>	316	~270	Significantly below 270	Strong increase of NOWC due to raw material cost inflation and sales price increases

<sup>1</sup> The impact of the ongoing tense geopolitical situation on the global economy and FUCHS cannot be reliably estimated. In addition, the further development of raw material prices remains a matter of great uncertainty.

## 08 SUSTAINABILITY AT FUCHS



# LUBRICANTS IMPROVE THE SUSTAINABILITY OF SYSTEMS



**Protect surfaces from  
corrosion and wear**



**Reduce friction and  
wear in moving systems**



**Cool machines  
and equipment**



**Transfer energy**

# PROTECT SURFACES FROM CORROSION






## Increase BEV reliability

### FUCHS Electric Driveline Fluids (EDFs)

Prevent copper corrosion in BEV electric motors to maintain original motor characteristics.

- Keep electrical resistance constant
- Prevent excess heat
- Maintain mechanical integrity
- Extend motor lifespan

Example for FUCHS BluEV EG EDF 4101

Test condition	150°C, 3 hr	150°C, 168 hr	160°C, 216 hr
Copper Strip Rating	1a	1a	1b
Cu in Oil, ppm	/	28	37
Copper Strip Appearance			



# REDUCE FRICTION AND WEAR

## More range, less emissions

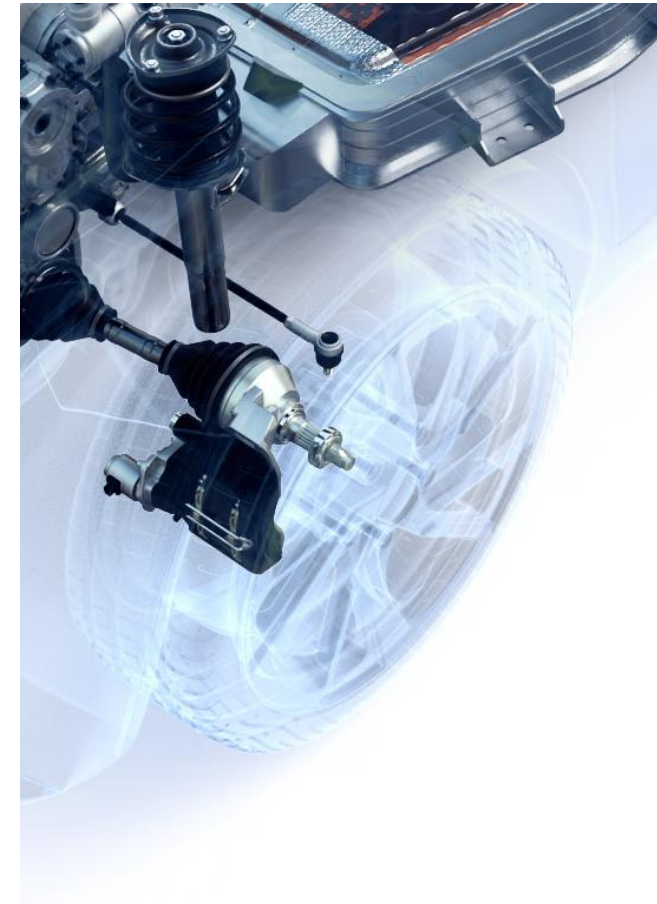
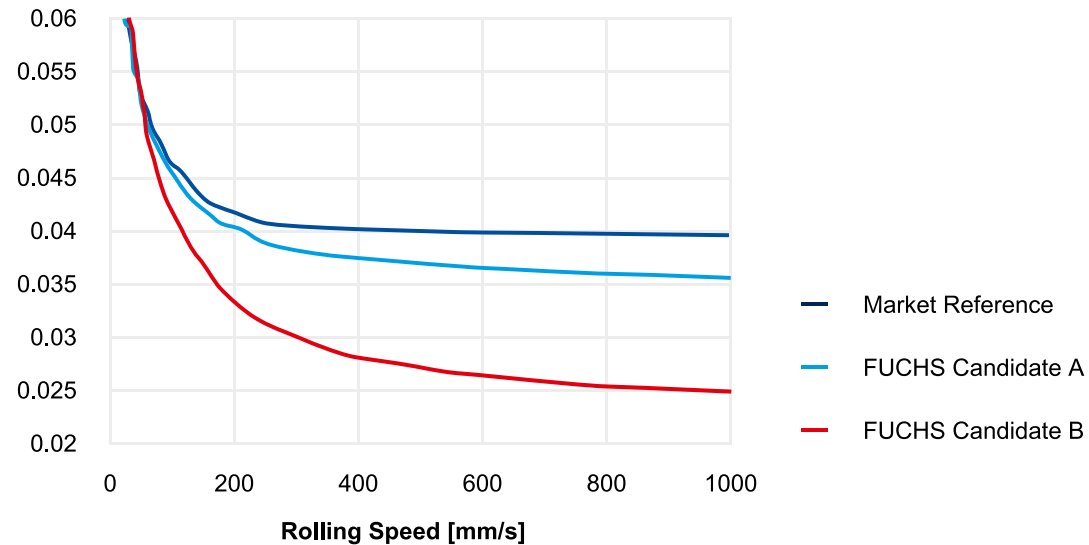


### FUCHS Wheel-Hub Bearing Greases

Reduce friction by more than 30% in a screening test (MTM)

- Longer bearing lifetime
- Extended range for EVs
- Less energy demand
- Less emissions in combustion vehicles

Traction Coefficient [-]



# REDUCE FRICTION AND WEAR

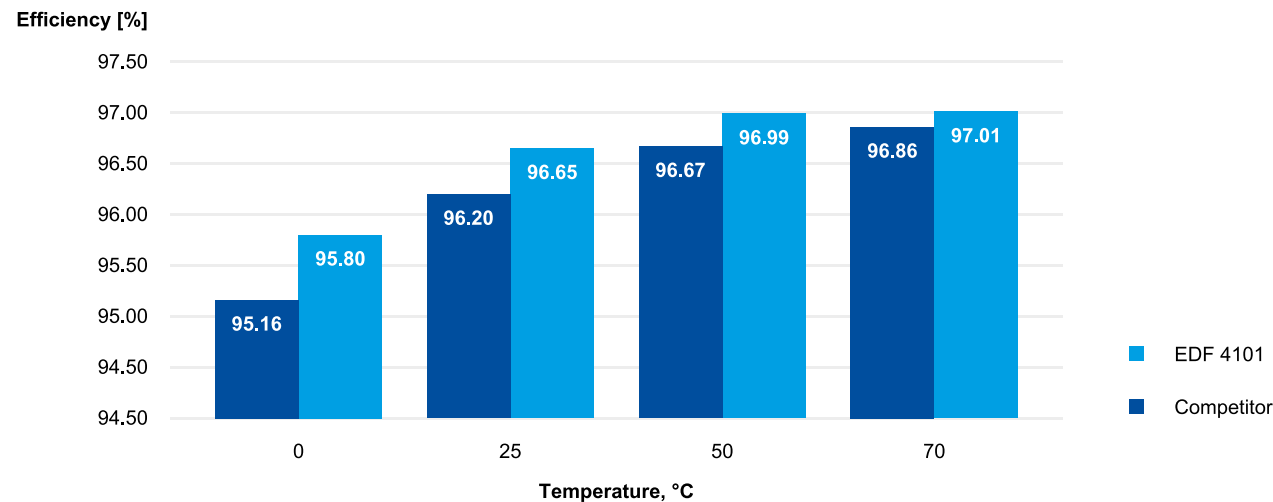
## Increase BEV range



### FUCHS Electric Driveline Fluids (EDFs)

EDFs cool, lubricate and ensure efficient operation in BEV powertrains.

- FUCHS BluEV EDF 4101 **improves efficiency by 0.2%** in WLTC/CLTC  
Lifecycle: 300,000 km, Consumption: 17.9 kWh/100 km
- ~107 kWh of energy are being saved
- ~600 km more range



# REDUCE FRICTION AND WEAR

## Extend wind turbine service life

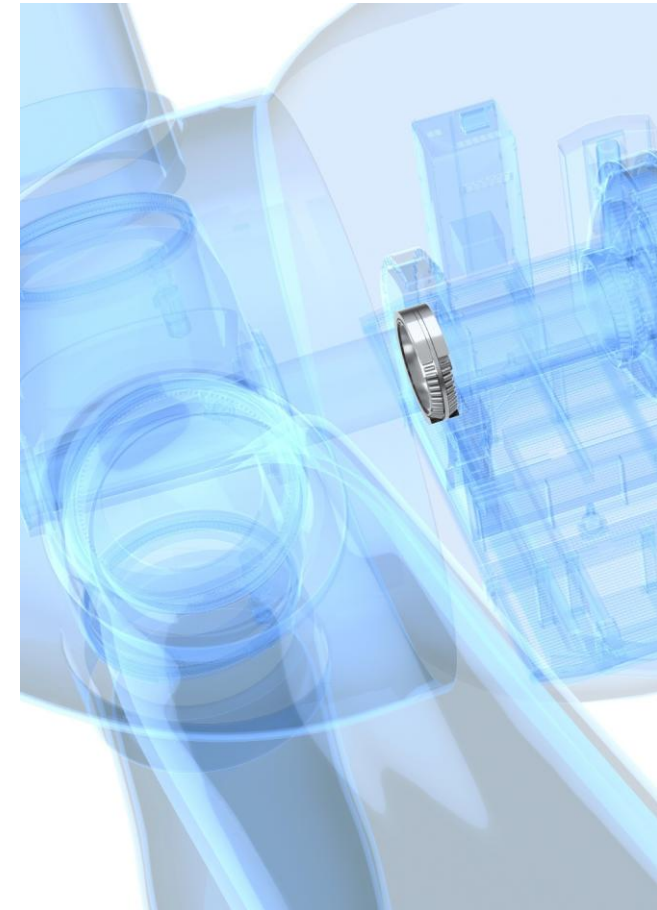
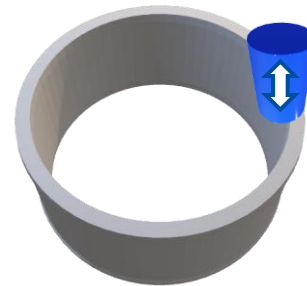
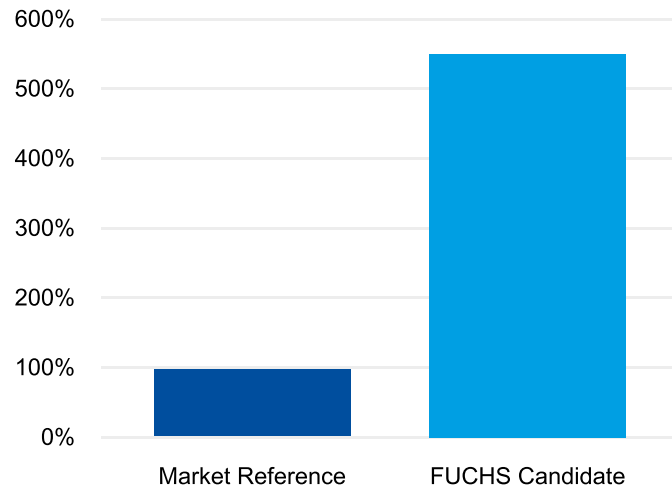


### FUCHS Wind Bearing Greases

**Prevent formation of standstill marks** in main bearings 5x longer.

- Prevent premature and irreversible damage
- Avoid significant costs due to replacement and downtime

Component Life



# COOL MACHINES AND EQUIPMENT

## Data Center Efficiency

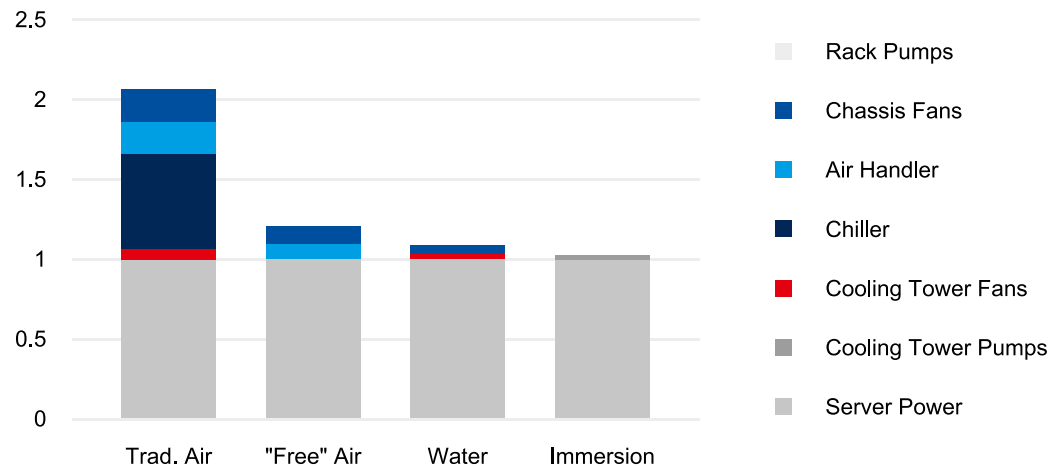


### FUCHS Immersion Cooling Fluids

Cooling data center hardware by submerging it in non-conductive liquids.

- Generated heat is directly and efficiently transferred to the fluid
- Reducing the energy required for data center cooling by up to **~95%**

Relative Energy Consumption



# TRANSFER ENERGY

Reduce fuel consumption and emissions

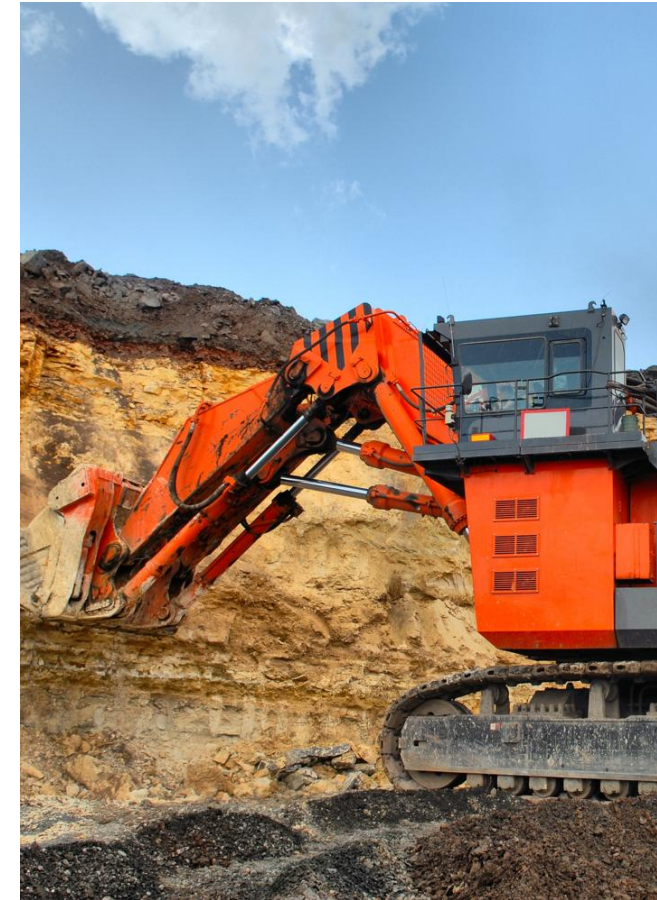
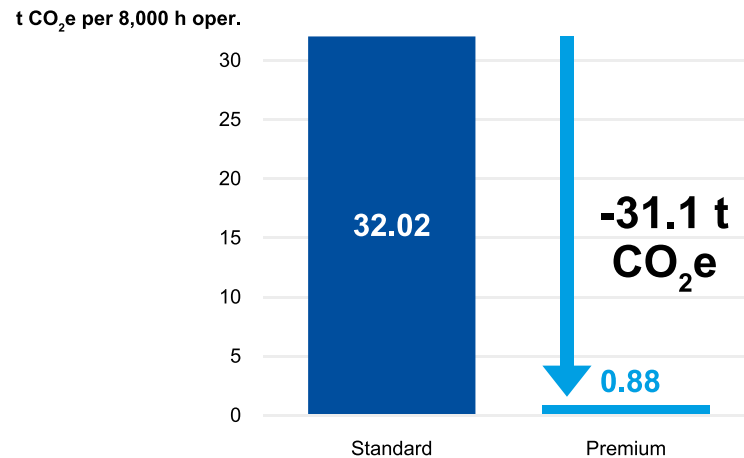


## FUCHS Hydraulic Fluids

Transfer energy to highly loaded actuators in stationary and mobile hydraulic systems.

FUCHS premium solutions proven to deliver outstanding performance and emission reduction in comparative lifecycle assessment.

- **Saved ~31 tons of CO<sub>2</sub>** over 8,000 h of continuous operation



## PCF calculator sets new standards

After six years of intensive development work and as part of the FUCHS2025 strategy cycle, we have created a new tool that automatically calculates the product carbon footprint (PCF) of lubricants, greases, and functional fluids with complete transparency. This provides customers with valuable insights into the environmental impact of their products – a decisive contribution to sustainability. The TÜV-certified tool marks a milestone for the industry and underscores our commitment to providing innovative solutions for responsible production.

# STRONG ESG PROGRESS ACROSS KEY RATING PROVIDERS

**MSCI**  
ESG RATINGS

„AA”



Climate “C”  
Water “C”



„23<sup>rd</sup> percentile in  
Specialty Chemicals”



„C”

# KEY ENVIRONMENTAL DATA

FUCHS Group	Unit	2025	2024	2023	2022
Revenue in € mn (approx.)	EUR	3,563	3,526	3,542	3,412
<b>Energy</b>					
Absolute energy consumption	MWh	271,144	274,210	278,041	287,575
Specific energy consumption	kWh/revenue in €	76.10	77.77	78.50	84.28
<b>CO<sub>2</sub>e emissions – Cradle-to-Grave</b>					
Absolute CO <sub>2</sub> e emissions	tons	2,437,361	2,336,201	2,358,168	2,043,968
- thereof Scope 1	tons	34,235	34,087	38,959	45,009
- thereof Scope 2 (market-based)	tons	807	9,405	17,642	23,239
- thereof Scope 3	tons	2,402,319	2,292,709	2,301,566	1,975,719
Specific CO <sub>2</sub> e emissions	kg/revenue in €	684.1	662.6	665.8	599.1
- thereof Scope 1	kg/revenue in €	9.6	9.7	11.0	13.2
- thereof Scope 2	kg/revenue in €	0.2	2.7	5.0	6.8
- thereof Scope 3	kg/revenue in €	674.2	650.2	649.8	579.1
<b>Water consumption</b>					
Absolute water consumption	m <sup>3</sup>	346,782	348,383	340,852	384,181
Specific water consumption	m <sup>3</sup> /revenue in €	97.3	98.8	96.2	112.6
<b>Waste generation</b>					
Absolute waste generation	tons	11,154	10,659	14,189	15,530
Specific waste generation	kg/revenue in €	3.13	3.02	4.01	4.55



Absolute cradle-to-grave CO<sub>2</sub>e emissions from FUCHS companies were reduced ~1% year-over-year.

This corresponds to **21,967 t CO<sub>2</sub>e**.

Scope 1: Direct emissions, including own energy generation.  
Scope 2: Indirect emissions through purchased energy.  
Scope 3: Other indirect emissions along the value chain.

<sup>1</sup> The impact of the ongoing tense geopolitical situation on the global economy and FUCHS cannot be reliably estimated. In addition, the further development of raw material prices remains a matter of great uncertainty.

## 09 FUCHS – A PROFITABLE GROWTH STORY



# SUMMARY FUCHS100 – FOCUS TO WIN

## 3 CENTRAL ELEMENTS

- Growth
- Sustainability
- People

## 6 FOCUS AREAS

- Customer Brands
- Automotive Aftermarket
- New Mobility
- Rotary Motion
- Performance Greases
- Special Application Solutions

Sales target 2031 in €bn\*

**4 – 4.5**

EBIT target 2031 in €mn\*

**550 – 600**

**EBIT margin: 13% - 15%**

# FUCHS EQUITY STORY

Profitable growth  
Strong cashflows  
High return to shareholders

Value based pricing

Market share gains

High capital efficiency

Focus on Execution

Customer centric sales approach

Focus on Growth and Value Added

Unique company culture

Winning Mindset

Broadest product portfolio in the industry

Leading application and R&D Know-How

Global footprint with strong localization

Strong Asset Base

# FUCHS – A VALUE CREATING INVESTMENT

**Global Footprint:** FUCHS is the world's largest independent supplier of high-quality lubricants and related specialties, generating €3.5 billion in revenue across more than 50 countries. The company combines global scale with local expertise through production and R&D hubs in key markets such as China, the USA, and Germany.

**Customer-Centric Value Creation:** What sets FUCHS apart is its ability to master complexity while staying closely connected to the customers. This customer-centric approach enables tailored solutions that support value-based pricing and deliver sustainable profitability.

**Cash-Generative:** An asset-light business model with low input intensity ensures high capital efficiency and strong cash generation.

**Targeted Growth:** FUCHS grows through a disciplined mix of organic expansion and targeted M&A, capturing opportunities from major structural trends such as e-mobility, renewable energy, and production automation.

**Shareholder Commitment:** Stable family ownership provides long-term strategic continuity, while steadily increasing dividends reflect a strong commitment to sustainable value creation for shareholders.



This is how we are  
***MOVING YOUR WORLD***

We want to keep the world moving. Everyday.  
With innovative and technological solutions that  
have a lasting impact on the future.

# 10 APPENDIX



# KEY ASSUMPTIONS FOR FINANCIAL TARGETS

## 1. Market & Economic Environment

- The lubricant market remains stable with no significant overall decline compared to existing market studies
- No disruptive competitor's behavior that would change the lubricant market fundamentally
- No unforeseen catastrophic economic disruptions (pandemics, currency collapses in major economies, escalating cybercrime, etc.)

## 2. Supply Chains and Raw Materials

- Supply chains remain largely functional without unexpected disruptions
- Availability of critical raw materials at economically viable prices continues with no structural shortages or external dependencies beyond current levels

## 3. Geopolitical Conditions

- Trade relations between major economic regions (EU, US, China) remain broadly stable without substantial deterioration
- No major escalation of international conflicts that would severely disrupt trade, raw material supply, or key sales markets

## 4. Regulation & Policies

- Respective regulations especially chemical and sustainability regulations evolve in a predictable manner without sudden, disruptive tightening
- Tariff and tax frameworks for industrial investments do not shift abruptly in ways detrimental to economic activity

# KEY MACROECONOMIC ASSUMPTIONS

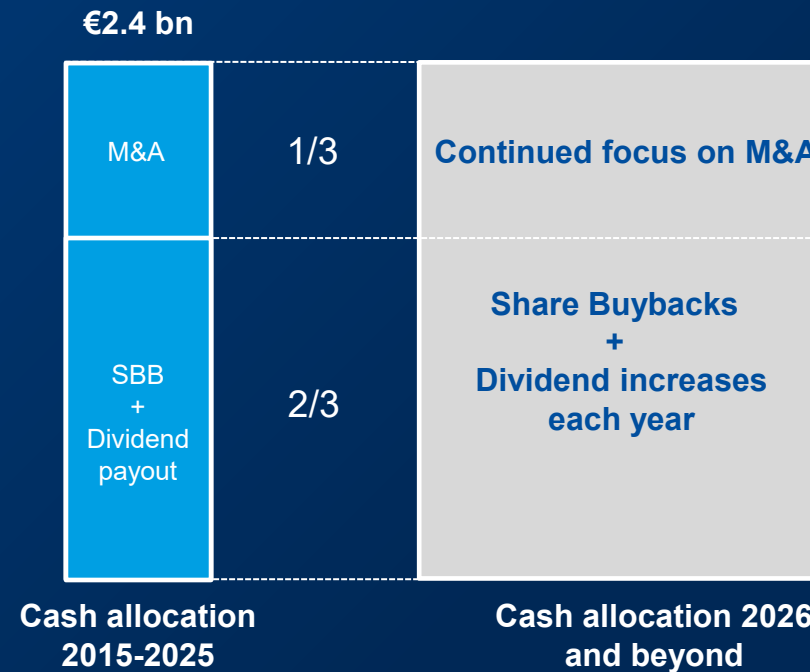
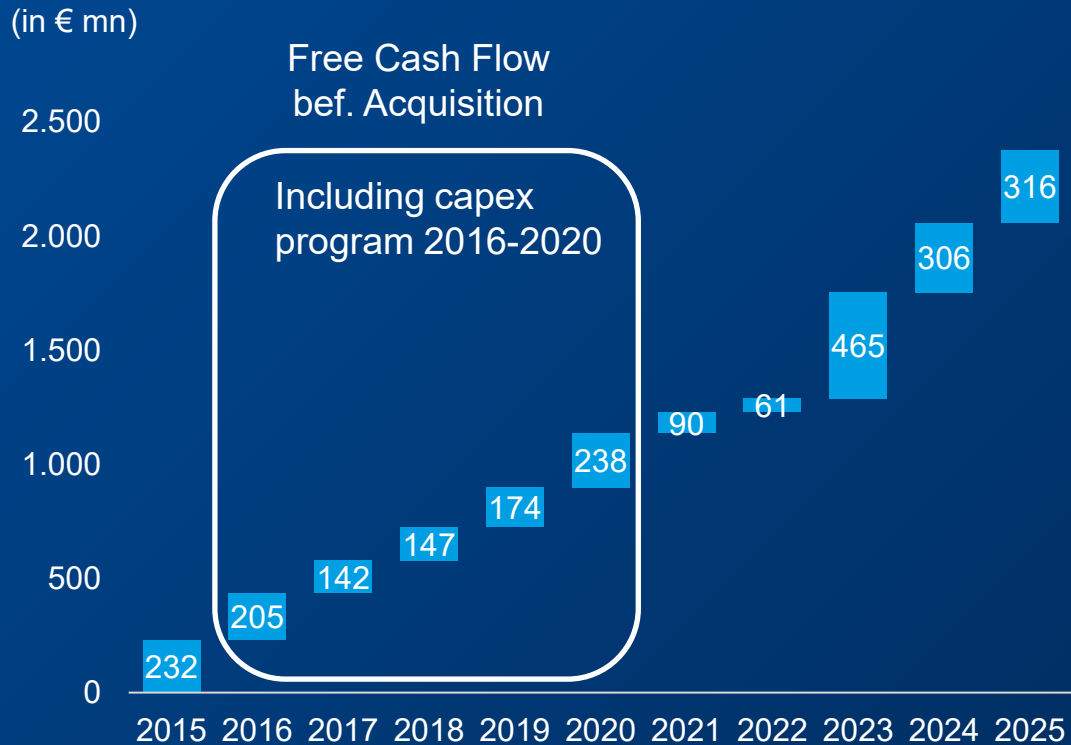
## 1. FX-rates

- Exchange rates regarding key currency fixed at levels of August 2025
- Top 5 foreign currencies: US-Dollar, Chinese Renminbi, British Pound, Australian Dollar, South African Rand

## 2. Raw material cost inflation / Sales price development

- FUCHS100 targets are based on flat development for both material costs and sales prices

# BALANCED CAPITAL ALLOCATION APPROACH

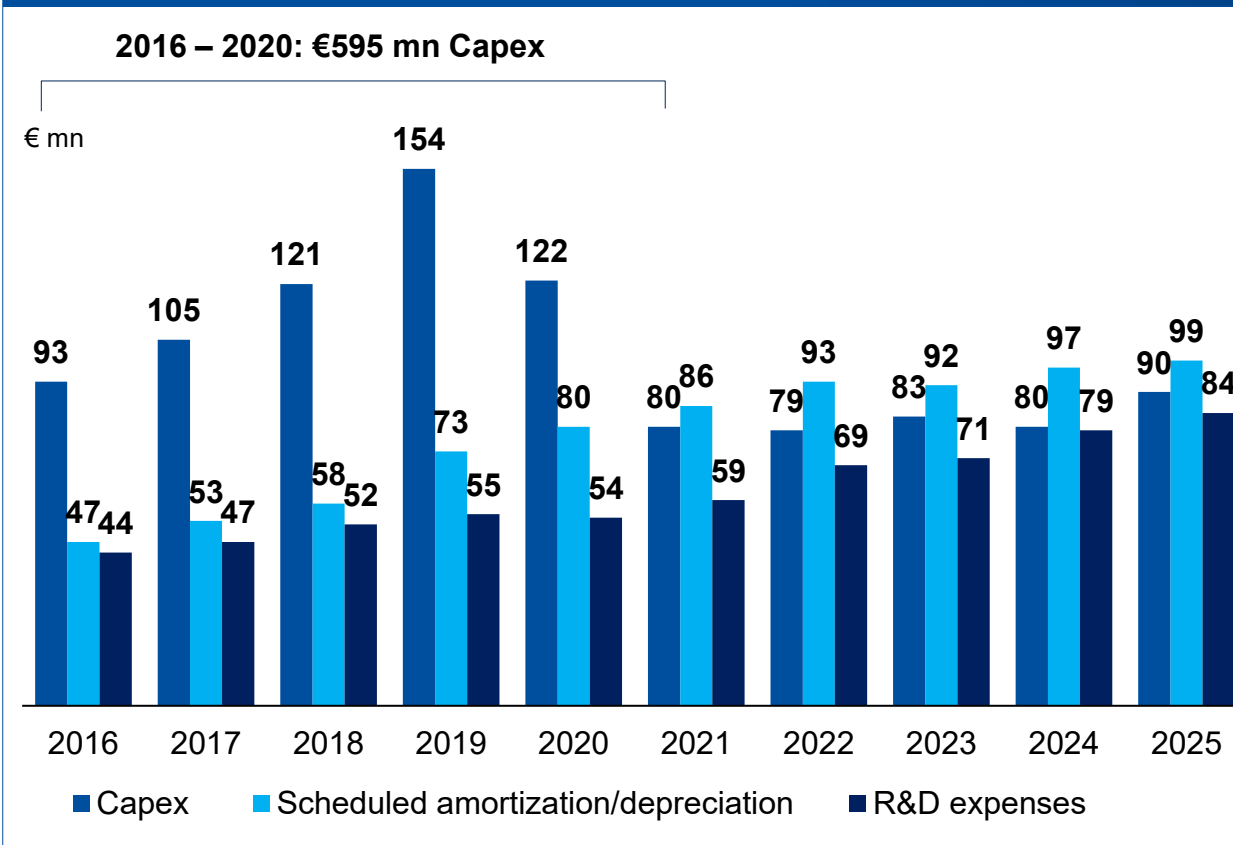


# WELL INVESTED FOR THE FUTURE

CAPEX PROGRAMM FINALIZED IN 2020 – CONTINUOUSLY GROWING R&D

## Five year growth initiative

... with a clear investment focus on:



### Growth

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

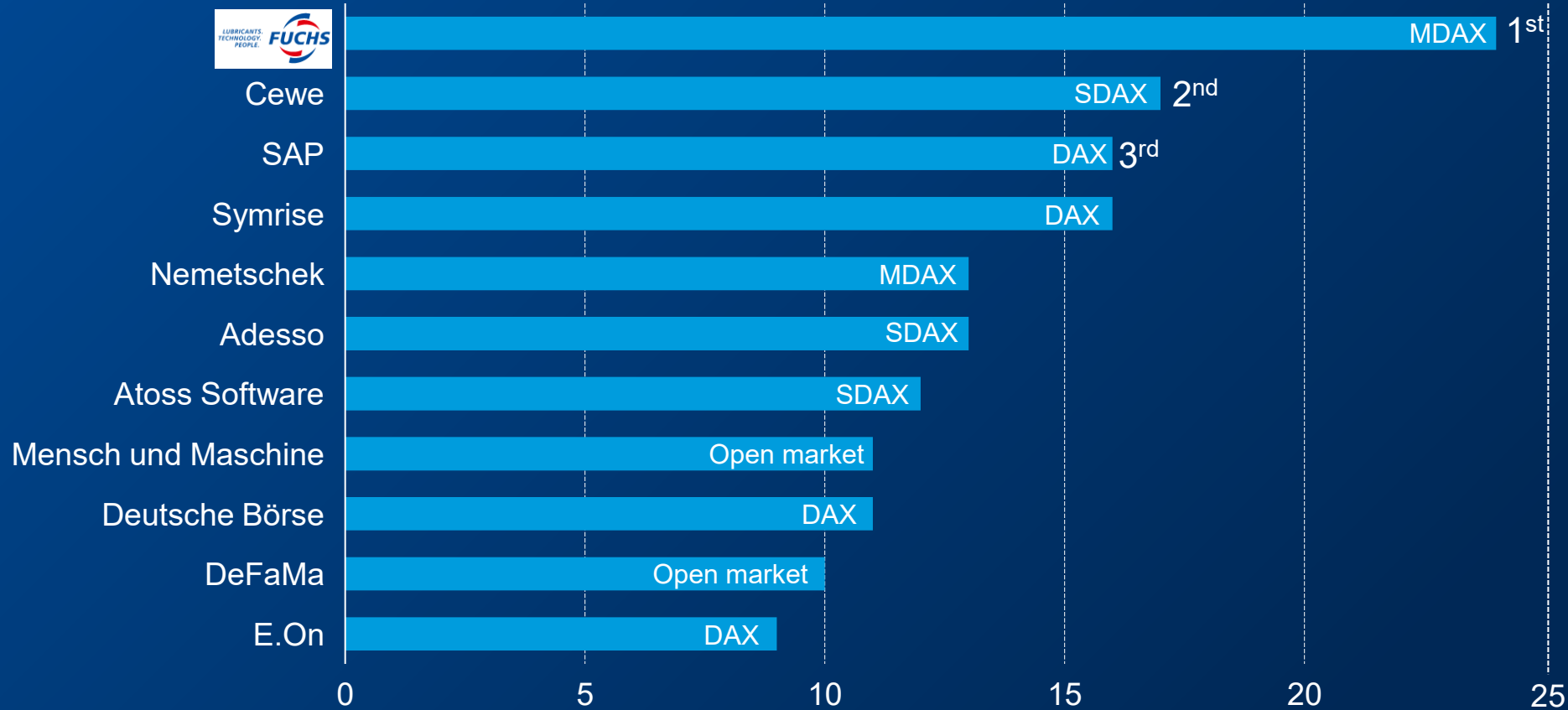
### Technology

- 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

# FUCHS PREFERENCE SHARE IS THE LEADING DIVIDEND ARISTOCRAT (-CANDIDATE) IN GERMANY<sup>1</sup>



Note: (1) Based on dividend figures for FY2025.

# SWISS MARKET PRESENCE STRENGTHENED BY M&A

## BUNDLING ALL ACTIVITIES UNDER FUCHS SWISS LUBRICANTS AG

### FUCHS SWISS LUBRICANTS AG



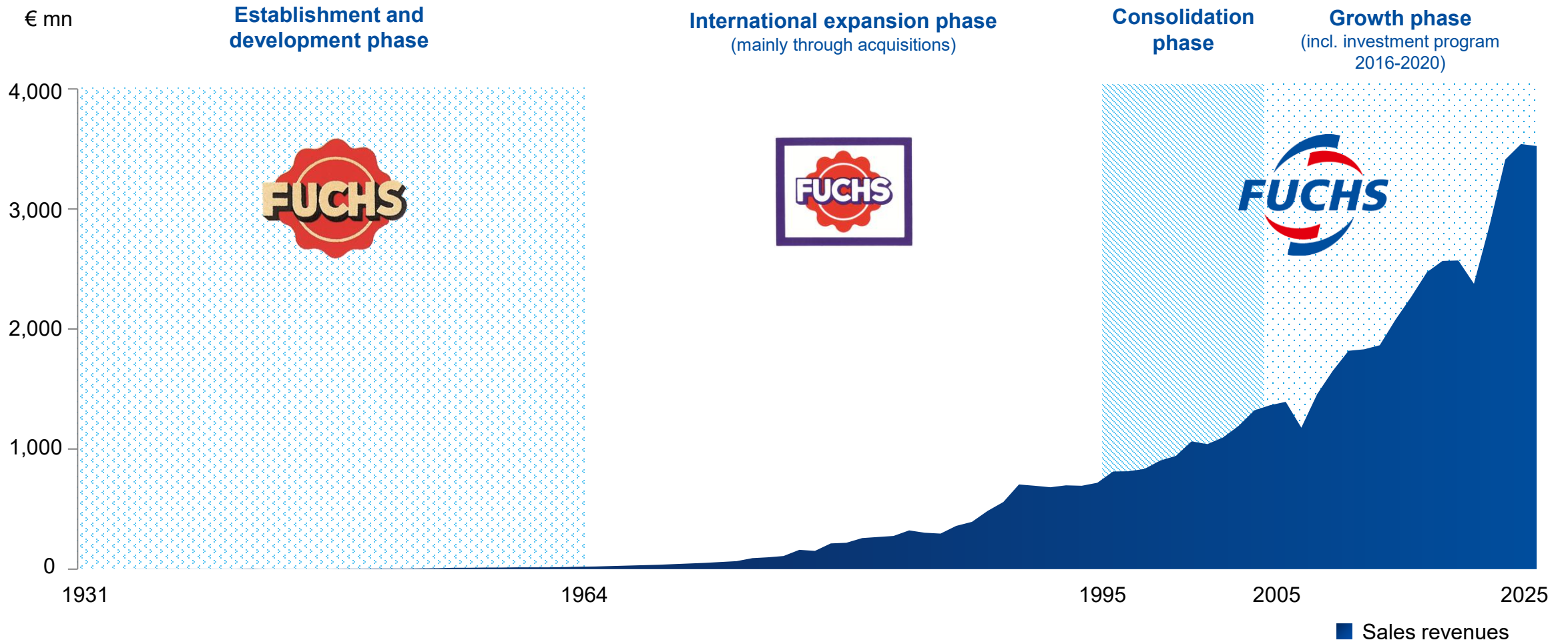
Member of the FUCHS Group



- Acquisition of distribution partner ASEOL SUISSE AG to be integrated into FUCHS SWISS LUBRICANTS AG in the course of 2025
- Previous acquisitions of LUBCON's Swiss subsidiary and STRUB & Co. AG already consolidated under FUCHS SWISS LUBRICANTS AG
- Bundling all local activities under one roof strengthens FUCHS's market presence and enables a comprehensive product and service offering for a wide range of industries from a single source

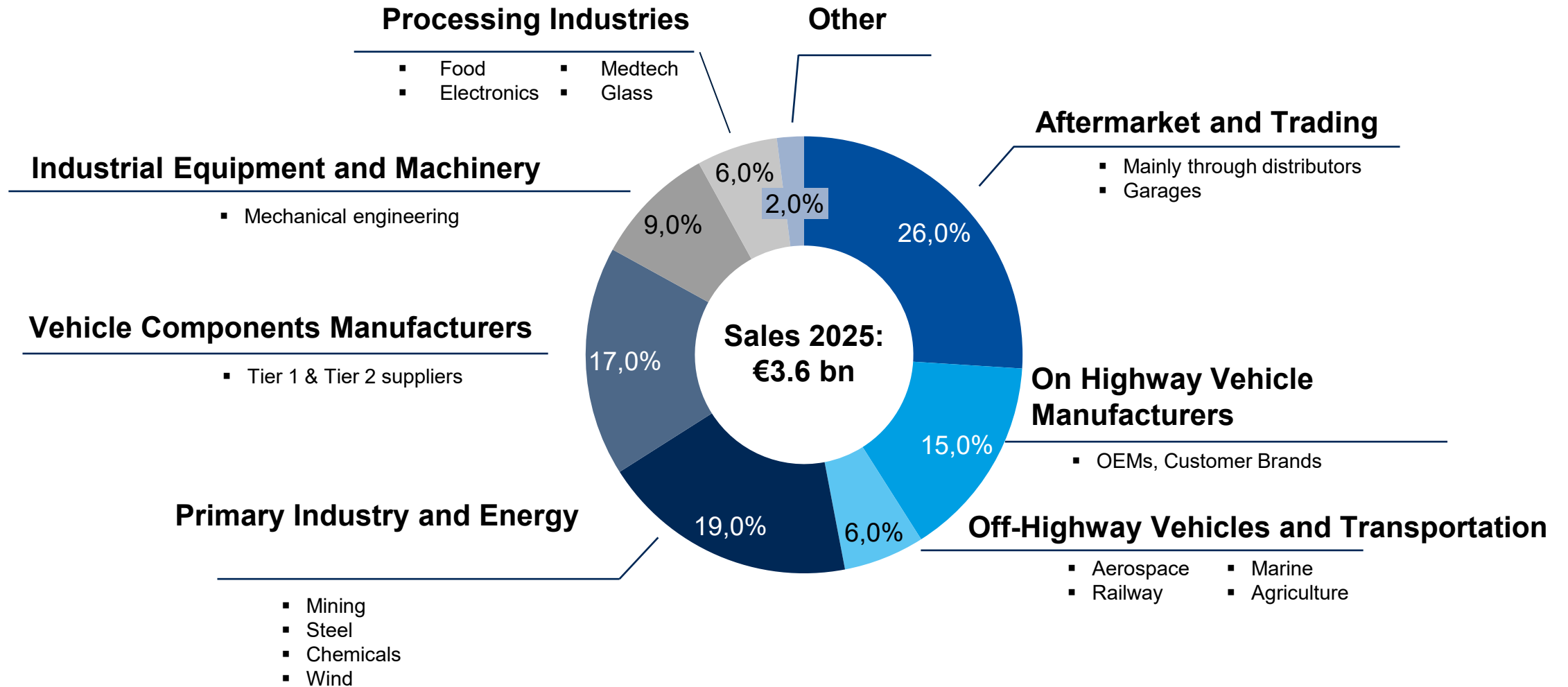
# TRADITION AND GROWTH

## SINCE 1931



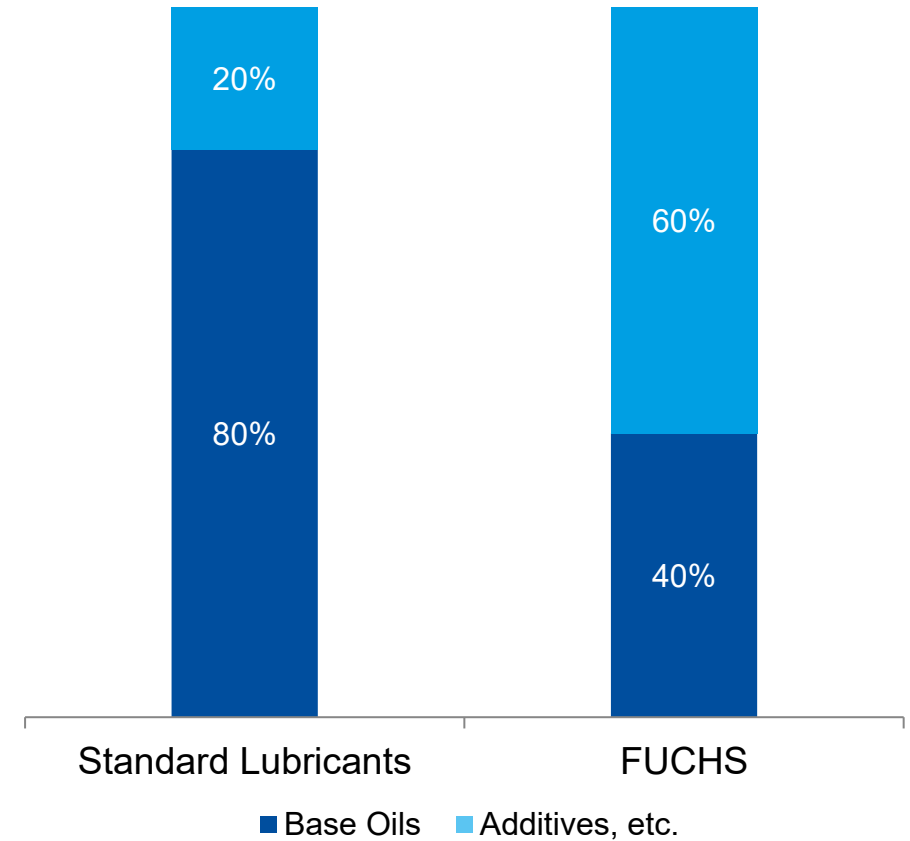
# WELL BALANCED CUSTOMER STRUCTURE

TOP 20 CUSTOMERS ACCOUNT FOR ~ 25% SALES



# BASE OIL / ADDITIVES VALUE SPLIT

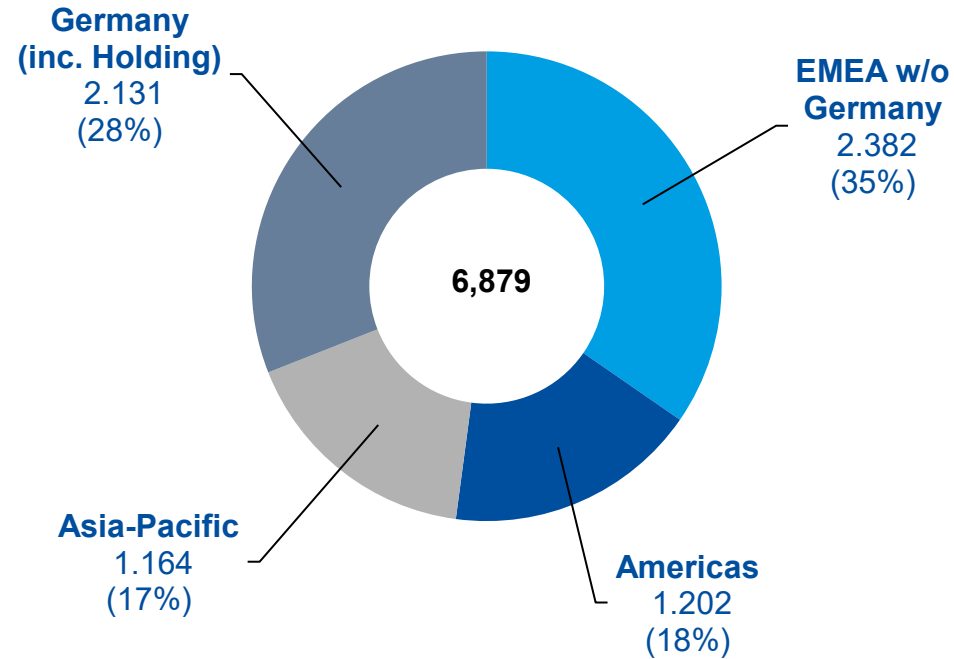
- Base oil prices do not necessarily follow crude oil prices
- No direct link between additives and crude oil prices
  - We even face price increases for certain raw materials where supply/demand is not balanced, or special situations occur
- Special lubricants consist of less base fluid and more additives



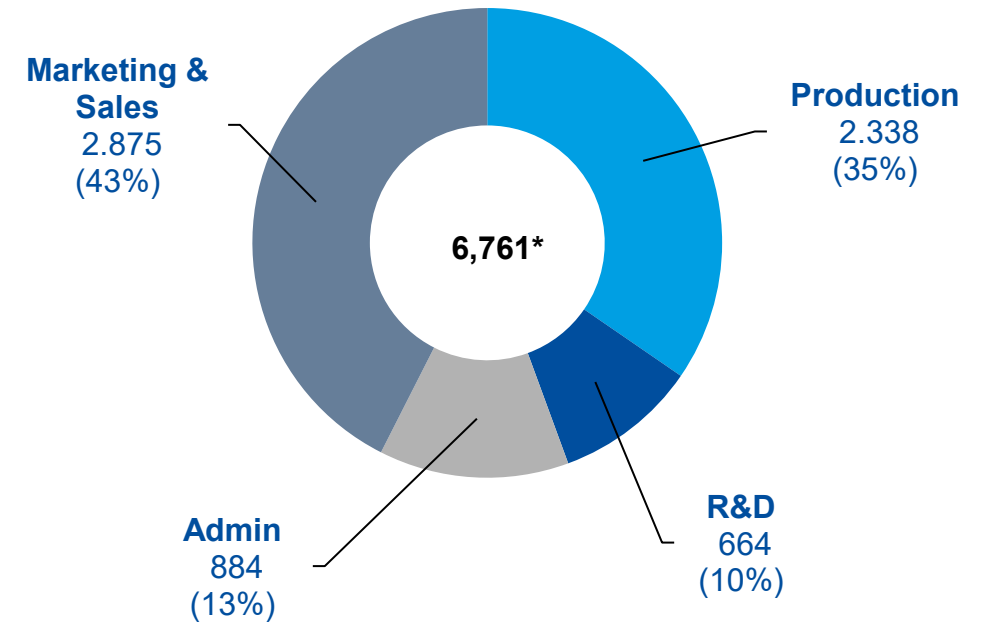
# WORKFORCE STRUCTURE

6,879 EMPLOYEES GLOBALLY (AS OF DECEMBER 31, 2025)

## Regional Workforce Structure



## Functional Workforce Structure



\*Excl. 118 Trainees

# UNIQUE TRACK RECORD FOR CONTINUED PROFITABILITY AND ADDED VALUE

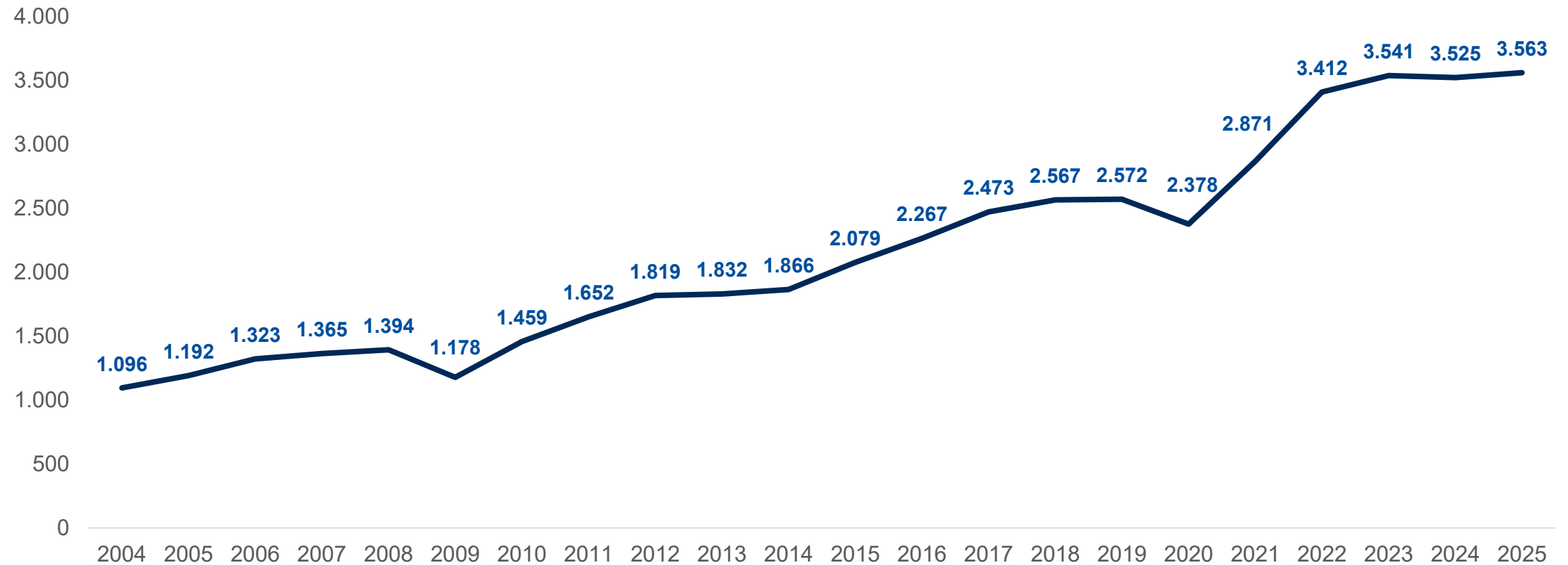
<b>FUCHS Group (in € mn)</b>	<b>2025</b>	2024	2023	2022	2021	2020	2019	2018	2017	2016	2015
<b>Results of operations</b>											
Sales revenues (by company location)	3,563	3,525	3,541	3,412	2,871	2,378	2,572	2,567	2,473	2,267	2,079
Cost of sales	2,318	2,310	2,396	2,358	1,906	1,524	1,682	1,668	1,591	1,416	1,288
Gross profit	1,245	1,215	1,145	1,054	965	854	890	899	882	851	791
<i>in % of sales revenues</i>	34.9	34.4	32.3	30.9	33.6	35.9	34.6	35.0	35.7	37.5	38.1
EBIT before at equity	425	426	406	356	354	303	310	357	356	352	324
<i>in % of sales revenues</i>	11.9	12.1	11.5	10.4	12.3	12.7	12.1	13.9	14.4	15.5	15.6
EBIT	435	434	413	365	363	313	321	383	373	371	342
<i>in % of sales revenues</i>	12.2	12.3	11.7	10.7	12.6	13.2	12.5	14.9	15.1	16.4	16.5
EBITDA	534	531	511	458	449	393	394	441	426	418	381
<i>in % of sales revenues</i>	15.0	15.1	14.4	13.4	15.6	16.5	15.3	17.2	17.2	18.4	18.3
<b>Assets / equity and liabilities</b>											
Balance sheet total	2,703	2,610	2,423	2,523	2,311	2,120	2,023	1,891	1,751	1,676	1,490
Shareholder's equity	1,976	1,897	1,800	1,841	1,756	1,580	1,561	1,456	1,307	1,205	1,070
<i>Equity ratio (in %)</i>	73.1	72.7	74.3	73.0	76.0	74.5	77.2	77.0	74.6	71.9	71.8
Net liquidity	151	41	112	-60	97	179	193	191	160	146	101
Pension provisions	8	11	10	7	28	43	36	25	26	35	33
<b>FUCHS Value Added (FVA)</b>	<b>249</b>	<b>245</b>	<b>212</b>	<b>172</b>	<b>205</b>	<b>165</b>	<b>174</b>	<b>251</b>	<b>250</b>	<b>257</b>	<b>246</b>

# UNIQUE TRACK RECORD FOR CONTINUED PROFITABILITY AND ADDED VALUE

FUCHS Group (in € mn)		2025	2024	2023	2022	2021	2020	2019	2018	2017	2016	2015
<b>Cash flow</b>												
Free cash flow		289	205	461	59	61	124	162	159	140	164	62
Free cash flow before acquisitions		316	306	465	61	90	238	175	147	142	205	232
Cash Conversion Rate Factor		1,03	1,01	1.64	0.23	0.35	1.08	0.77	0.51	0.53	0.79	0.98
<b>Investments / R&amp;D</b>												
Investments		90	80	83	79	80	122	154	121	105	93	50
Depreciation (scheduled)		99	97	92	93	86	80	73	58	53	47	39
Research & Development expenses		84	79	71	69	59	54	55	52	47	44	39
<b>Employees</b>												
Number of employees (average)		6,879	6,781	6,272	6,067	5,858	5,786	5,573	5,339	5,147	4,990	4,368
<b>FUCHS shares (in €)</b>												
Earnings per share	Ordinary	2.34	2.29	2.08	1.87	1.82	1.58	1.63	2.06	1.93	1.86	1.69
	Preference	2.35	2.30	2.09	1.88	1.83	1.59	1.64	2.07	1.94	1.87	1.70
Dividend per share	Ordinary	1.22	1.16	1.10	1.06	1.02	0.98	0.96	0.94	0.90	0.88	0.81
	Preference	1.23	1.17	1.11	1.07	1.03	0.99	0.97	0.95	0.91	0.89	0.82
Dividend distribution (in € mn)*		160	153	147	148	142	137	134	131	126	123	113
Stock exchange prices (on Dec 31)	Ordinary	30.00	31.80	32.45	27.80	30.88	37.85	39.95	35.00	40.37	36.95	37.69
	Preference	38.14	41.66	40.30	32.74	39.92	46.44	44.16	35.98	44.25	39.88	43.50

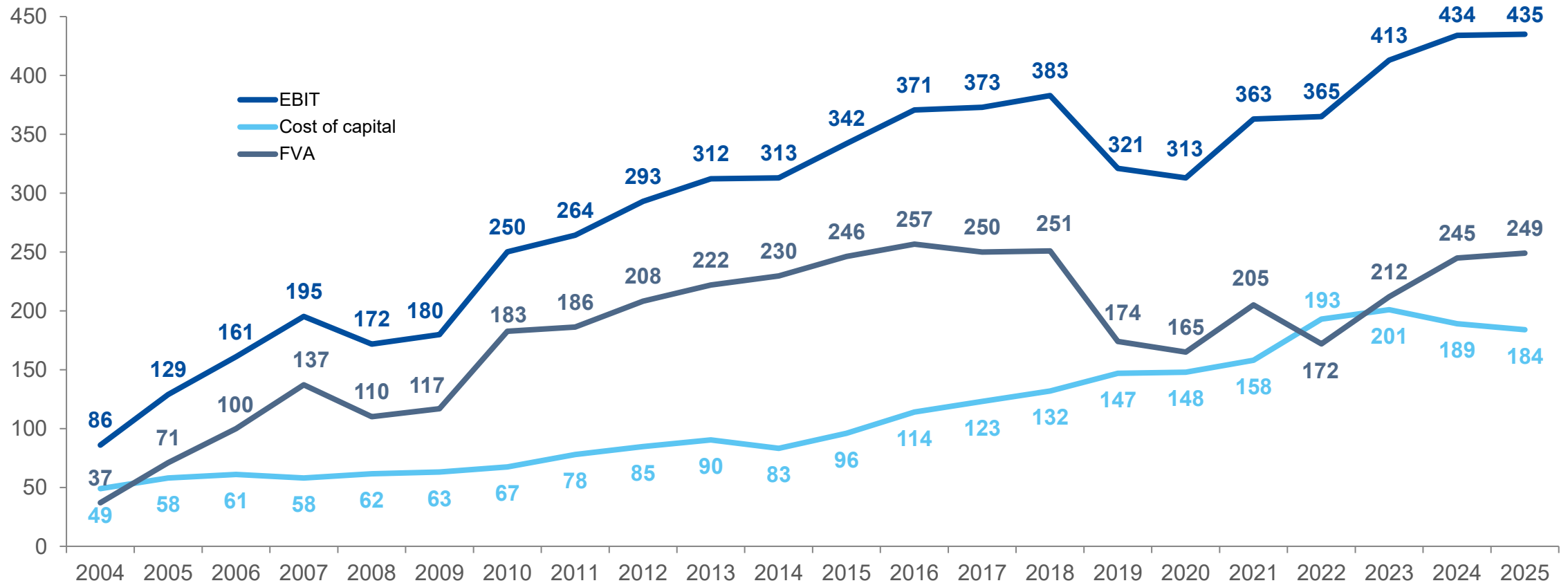
# LONGTERM DEVELOPMENT SALES REVENUES

(in € mn)



# LONGTERM DEVELOPMENT EBIT – COST OF CAPITAL – FVA

(in € mn)

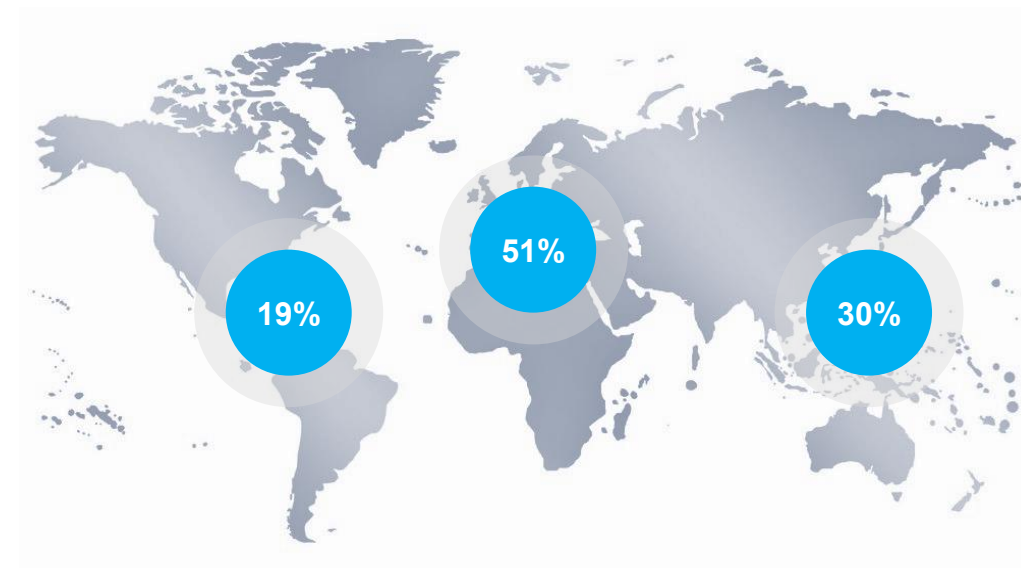


Cost of Capital = CE x WACC

# REGIONAL SALES REVENUES

## CONSOLIDATED SALES REVENUES FY 2025

	2025 (€ mn)	2024 (€ mn)	2023 (€ mn)
<b>EMEA</b>	<b>2,048</b>	<b>2,029</b>	<b>2,041</b>
<i>thereof</i> Germany	856	866	898
Western Europe	752	729	740
Eastern Europe	305	310	284
Africa	135	124	119
<b>Asia-Pacific</b>	<b>1,002</b>	<b>986</b>	<b>979</b>
<i>thereof</i> China	583	564	564
Australia	257	266	261
<b>North and South America</b>	<b>695</b>	<b>678</b>	<b>687</b>
<i>thereof</i> North America	621	601	611
South America	74	77	77
<b>Consolidation</b>	<b>-182</b>	<b>-168</b>	<b>-166</b>
<b>Total</b>	<b>3,563</b>	<b>3,525</b>	<b>3,541</b>



# QUARTERLY SALES DEVELOPMENT SPLIT BY REGIONS

Organic Growth (in %)	2023					2024					2025					2026
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1
EMEA	17	5	-2	-8	2	-7	0	2	-1	-2	-1	-3	-1	1	1	5
Asia-Pacific	9	19	11	15	13	3	3	2	2	2	7	7	8	-3	2	6
North & South America	25	13	4	15	14	-2	4	2	-6	0	8	1	6	4	3	3
<b>FUCHS Group</b>	<b>17</b>	<b>12</b>	<b>4</b>	<b>3</b>	<b>9</b>	<b>-3</b>	<b>1</b>	<b>2</b>	<b>-1</b>	<b>0</b>	<b>2</b>	<b>0</b>	<b>2</b>	<b>0</b>	<b>1</b>	<b>5</b>

External Growth (in %)	2023					2024					2025					2026
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1
EMEA	-	-	-	-	-	-	-	1	2	1	2	3	1	1	2	0
Asia-Pacific	-	-	-	-	-	-	-	0	0	0	-	0	0	0	0	0
North & South America	-	-	-	-	-	-	-	1	1	0	1	2	1	1	1	1
<b>FUCHS Group</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>2</b>	<b>2</b>	<b>1</b>	<b>0</b>	<b>1</b>	<b>0</b>

FX Effects (in %)	2023					2024					2025					2026
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1
EMEA	-2	-3	-3	-2	-2	0	0	1	0	0	1	0	-1	0	0	0
Asia-Pacific	-3	-9	-13	-7	-8	-6	-5	0	1	-1	1	-6	-7	-8	-5	-5
North & South America	3	-5	-10	-19	-8	-6	-4	-3	7	-1	1	-7	-6	-10	-6	-10
<b>FUCHS Group</b>	<b>-1</b>	<b>-5</b>	<b>-7</b>	<b>-7</b>	<b>-5</b>	<b>-3</b>	<b>-9</b>	<b>0</b>	<b>2</b>	<b>-1</b>	<b>1</b>	<b>-3</b>	<b>-4</b>	<b>-4</b>	<b>-2</b>	<b>-4</b>

# QUARTERLY INCOME STATEMENT

€ mn	2023				2024				2025				2026
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1
<b>Sales</b>	<b>936</b>	<b>886</b>	<b>876</b>	<b>843</b>	<b>877</b>	<b>887</b>	<b>902</b>	<b>859</b>	<b>924</b>	<b>880</b>	<b>896</b>	<b>863</b>	<b>934</b>
Gross Profit	289	285	288	283	296	311	315	293	317	309	315	304	328
<i>Gross Profit margin (in %)</i>	30.9	32.2	32.8	33.6	33.8	35.0	34.9	34.1	34.3	35.1	35.2	35.2	35.1
Other function costs	-188	-190	-178	-183	-191	-201	-201	-196	-211	-210	-201	-198	-204
<b>EBIT before at Equity</b>	<b>101</b>	<b>95</b>	<b>110</b>	<b>100</b>	<b>105</b>	<b>110</b>	<b>114</b>	<b>97</b>	<b>106</b>	<b>99</b>	<b>114</b>	<b>106</b>	<b>124</b>
<i>EBIT margin before at Equity (in %)</i>	10.8	10.7	12.6	11.9	12.0	12.4	12.6	11.3	11.5	11.3	12.7	12.3	13.3
At Equity	2	2	3	0	2	1	2	3	2	2	3	3	1
<b>EBIT</b>	<b>103</b>	<b>97</b>	<b>113</b>	<b>100</b>	<b>107</b>	<b>111</b>	<b>116</b>	<b>100</b>	<b>108</b>	<b>101</b>	<b>117</b>	<b>109</b>	<b>125</b>
<i>EBIT margin (in %)</i>	11.0	11.0	12.9	11.9	12.2	12.5	12.9	11.6	11.7	11.5	13.1	12.6	13.4
<b>EBITDA</b>	<b>126</b>	<b>121</b>	<b>135</b>	<b>129</b>	<b>131</b>	<b>134</b>	<b>141</b>	<b>125</b>	<b>134</b>	<b>126</b>	<b>142</b>	<b>132</b>	<b>150</b>
<i>EBITDA margin (in %)</i>	13.5	13.7	15.4	15.3	14.9	15.1	15.6	14.6	14.5	14.3	15.8	15.3	16.1

# QUARTERLY FIGURES BY REGION

2026	EMEA		Asia-Pacific					North & South America				
	Q1		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Sales by company location	547		266					172				
EBIT before at equity income	61		46					19				
<i>in % of sales</i>	11.2		17.3					11.0				
Income from at equity companies	1		-					-				
Segment earnings (EBIT)	62		46					19				
<i>in % of sales</i>	11.3		17.3					11.0				

2025	EMEA					Asia-Pacific					North & South America				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Sales by company location	522	517	517	492	2,048	264	242	257	239	1,002	183	167	171	174	695
EBIT before at equity income	50	55	58	59	222	33	31	38	30	132	21	14	22	18	75
<i>in % of sales</i>	9.6	10.6	11.2	12.0	10.8	12.5	12.8	14.8	12.6	13.2	11.5	8.4	12.9	10.3	10.8
Income from at equity companies	2	2	3	3	10	-	-	-	-	-	-	-	-	-	-
Segment earnings (EBIT)	52	57	61	62	232	33	31	38	30	132	21	14	22	18	75
<i>in % of sales</i>	10.0	11.0	11.8	12.6	11.3	12.5	12.8	14.8	12.6	13.2	11.5	8.4	12.9	10.3	10.8

# QUARTERLY SALES & EBIT BY REGIONS

Sales (€ mn)	2023					2024					2025					2026
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1
EMEA	552	515	499	475	2,041	511	516	517	485	2,029	522	517	517	492	2,048	547
Δ Y-o-Y in %	15	2	-5	-10	0	-7	0	4	2	1	2	1	0	-5	1	5
Asia-Pacific	252	239	247	241	979	245	240	254	247	986	264	242	257	239	1,002	266
Δ Y-o-Y in %	6	10	-2	8	5	-3	0	3	2	1	8	2	1	-7	2	1
North & South America	181	171	171	164	687	167	174	170	167	678	183	267	171	174	695	172
Δ Y-o-Y in %	28	8	-6	-4	5	-8	2	-1	2	-1	10	-3	1	2	3	-6
Holding/Consolidation	-49	-39	-41	-37	-166	-46	-43	-39	-40	-168	-45	-46	-49	-42	-182	-51
<b>FUCHS Group</b>	<b>936</b>	<b>886</b>	<b>876</b>	<b>843</b>	<b>3,541</b>	<b>877</b>	<b>887</b>	<b>902</b>	<b>859</b>	<b>3,525</b>	<b>924</b>	<b>880</b>	<b>896</b>	<b>863</b>	<b>3,563</b>	934
Δ Y-o-Y in %	16	6	-3	-3	4	-6	1	3	2	0	5	-7	-1	4	1	1

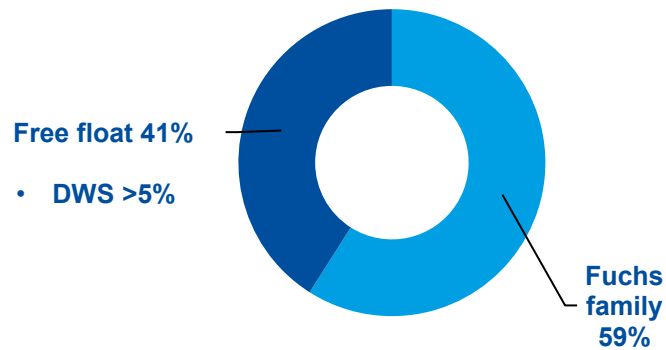
  

EBIT (€ mn)	2023					2024					2025					2026
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1
EMEA	50	49	56	58	213	54	57	56	56	219	52	55	61	59	222	62
Δ Y-o-Y in %	14	23	46	23	25	8	16	0	-3	3	-4	-4	9	5	1	19
Asia-Pacific	28	24	28	31	111	29	26	32	31	118	33	31	38	30	132	46
Δ Y-o-Y in %	-1	-8	-15	24	-2	4	8	14	0	6	14	19	19	-3	12	39
North & South America	19	20	23	17	79	21	26	24	20	91	21	14	22	18	75	19
Δ Y-o-Y in %	12	11	-4	-6	3	11	30	4	18	15	0	-46	-8	-10	-18	-10
Holding/Consolidation	6	4	6	-6	10	3	1	4	-10	-2	2	-1	-4	-1	-4	-2
<b>FUCHS Group</b>	<b>103</b>	<b>97</b>	<b>113</b>	<b>100</b>	<b>413</b>	<b>107</b>	<b>110</b>	<b>116</b>	<b>97</b>	<b>426</b>	<b>108</b>	<b>99</b>	<b>117</b>	<b>106</b>	<b>425</b>	<b>125</b>
Δ Y-o-Y in %	11	11	13	18	13	4	13	3	-3	3	1	-10	1	9	0	16

# BREAKDOWN ORDINARY & PREFERENCE SHARE

(APRIL 30, 2026)

## Ordinary shares



Basis: 65,500,000 ordinary shares

### Characteristics:

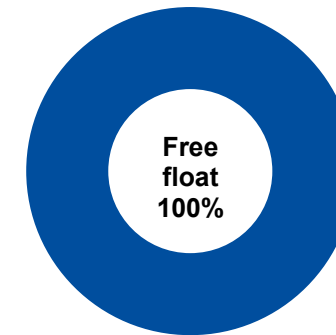
- Dividend
- Voting rights

### Share data:

- Symbol: FPE
- ISIN: DE000A3E5D56
- WKN: A3E5D5

## Preference shares

*MDAX-listed*



Basis: 65,500,000 preference shares

### Characteristics:

- Dividend plus 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

# SHARE PRICE DEVELOPMENT OF FUCHS SHARES

PERFORMANCE\* OF ORDINARY AND PREFERENCE SHARES IN COMPARISON WITH DAX AND MDAX  
(JANUARY 1, 2025 – APRIL 30, 2026)



\*Price trend including dividends.

# EXECUTIVE BOARD OF FUCHS SE



**Stefan Fuchs**  
CEO

- Human Resources
- Corporate Marketing
- Communication
- Strategy



**Dr. Timo Reister**  
Deputy CEO

- Asia-Pacific
- Americas
- OEM Division
- Automotive
- Aftermarket Division
- Mining Division



**Esma Saglik**  
CFO

- Finance & Controlling
- Digitalization
- Legal & Compliance
- Internal Audit & Governance
- Investor Relations
- Taxes



**Mathieu Boulandet**  
CTO

- R&D
- Product Management
- Procurement
- Operations
- Sustainability
- Management Systems
- EH&S



**Dr. Ralph Rheinboldt**

- EMEA
- Industry Division
- Specialties Division

# SUPERVISORY BOARD OF FUCHS SE



**Dr. Christoph Loos**  
Chairman



**Dr. Susanne Fuchs**  
Deputy Chairwoman



**Ingeborg Neumann**  
Chairwoman of the Audit Committee



**Dr. Markus Steilemann**



**Jens Lehfeldt**  
Employee Representative



**Ayten Barisik**  
Employee Representative

# 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

LTI  $\triangleq$  55% of total variable compensation

## Supervisory Board

---

**$\geq$ 20%**

of fixed compensation

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

# FINANCIAL CALENDAR & CONTACT

## May 2026

- **05/06** Annual General Assembly, Mannheim
- **05/12** UBS Pan European Small and Mid-Cap Conference 2026, London
- **05/20 - 05/21** Berenberg European Conference, New York
- **05/26** dbaccess Conference, Frankfurt

## June 2026

- Roadshows

## July 2026

- **07/31** Half-year Financial Statement

## August 2026

- Virtual Roadshow

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