

FUCHS GROUP

Financial Results 9M 2022

| Analyst's Conference, 28th October 2022

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LUBRICANTS.
TECHNOLOGY.
PEOPLE.



HIGHLIGHTS 9M 2022

STRONG THIRD QUARTER IN CONTINUED CHALLENGING MARKET ENVIRONMENT

€2,542 mn

Sales up 19% yoy

€280 mn

EBIT stable yoy

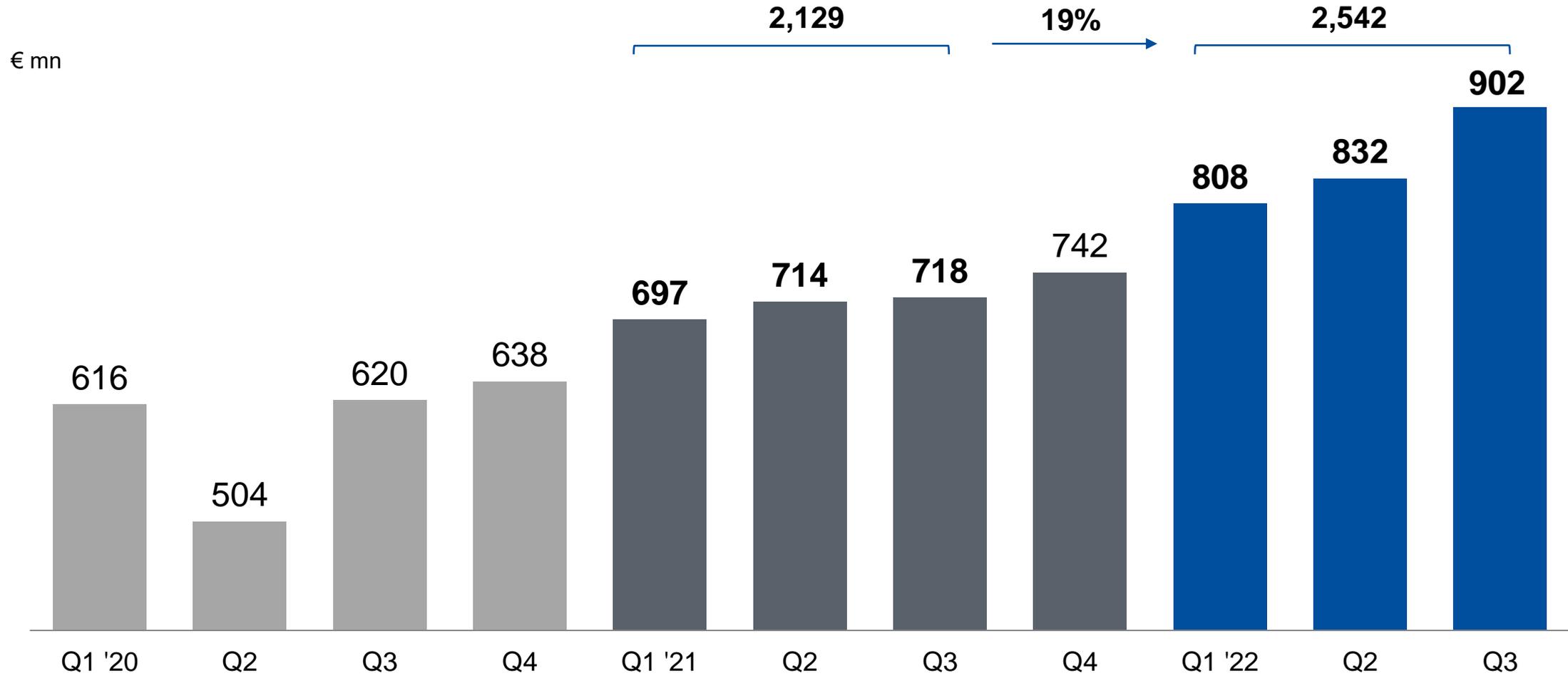
9M 2022

- Sales development strongly price- and currency-driven
- Further sales price increases on the back of high raw material prices and inflation
- Continued build-up in NOWC
- Global crisis situations remain a factor of uncertainty

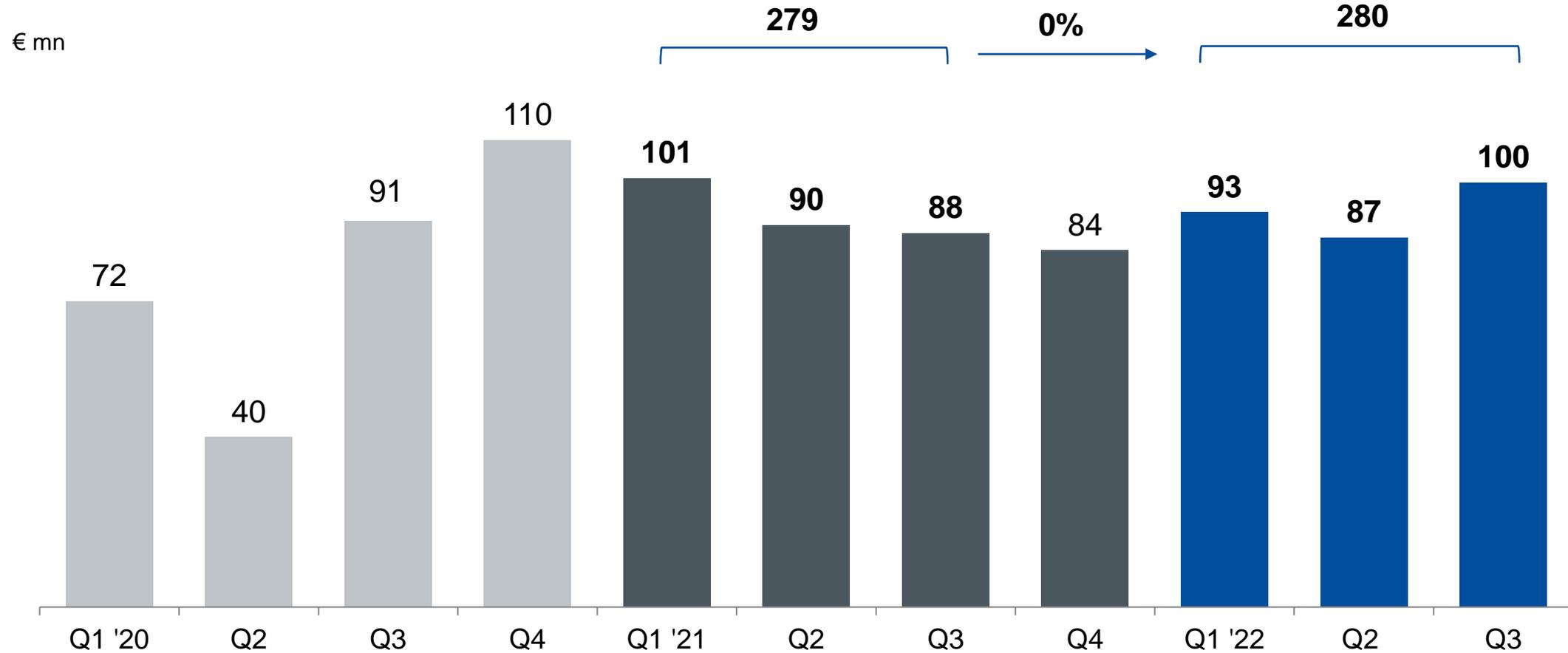
Outlook FY 2022

- Sales above €3.3 bn (previously: upper end of €3.0 - €3.3 bn range)
- EBIT on prior-year level (€363 mn) (unchanged)

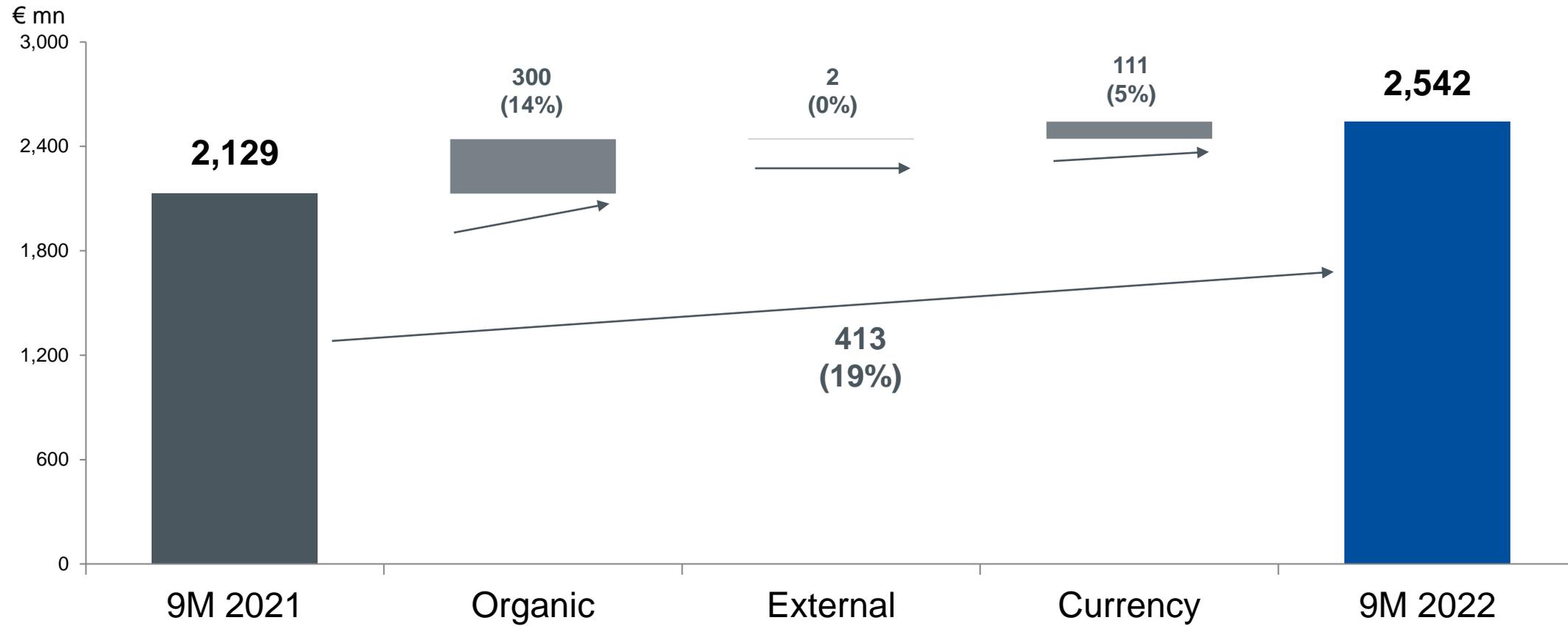
SALES DEVELOPMENT



EBIT DEVELOPMENT



9M 2022 GROUP SALES



9M 2022 EARNINGS SUMMARY

KPI in € mn	9M 2022	9M 2021
Sales	2,542	2,129
Cost of sales	-1,744	-1,394
Gross profit	798	735
Other function costs	-524	-463
EBIT bef. at Equity	274	272
EBIT	280	279
CAPEX	-42	-45
NOWC	-257	-169
FCF bef. acq.	-31	44

- Sales up 19% mainly price and currency-driven
- Gross profit up 9% yoy, however gross profit margin of 31.4% due to inflated sales 3.1%-pts. lower than the exceptionally strong 9M 2021
- Other function costs 13% up yoy, driven by higher freight and energy costs and sig. higher personnel costs
- EBIT stable yoy; EBIT margin at 11.0% in view of inflationary sales
- CAPEX lower yoy
- NOWC outflow 52% higher yoy reflecting sig. price increases
- FCF bef. acq. lower yoy due to strong NOWC build-up

EUROPE, MIDDLE EAST, AFRICA

KPI in € mn	9M 2022	9M 2021
Sales	1,511	1,276
Organic growth	225 (17%)	212 (20%)
External growth	2 (0%)	2 (0%)
FX effects	8 (1%)	2 (0%)
EBIT bef. at Equity	117	124
EBIT	123	131

- Sales up 18% yoy mainly price-driven
- Majority of companies with double-digit growth rates; above-average growth especially in South Africa, Great Britain and Sweden
- Positive currency effects from Great Britain, South Africa and Russia offset negative effects from Poland and Sweden
- EBIT lower 6% yoy due to decline in earnings especially in Germany and Southern Europe

ASIA-PACIFIC



KPI in € mn	9M 2022	9M 2021
Sales	706	637
Organic growth	17 (3%)	117 (23%)
External growth	-	0 (0%)
FX effects	52 (8%)	11 (2%)
EBIT bef. at Equity	88	93
EBIT	88	93

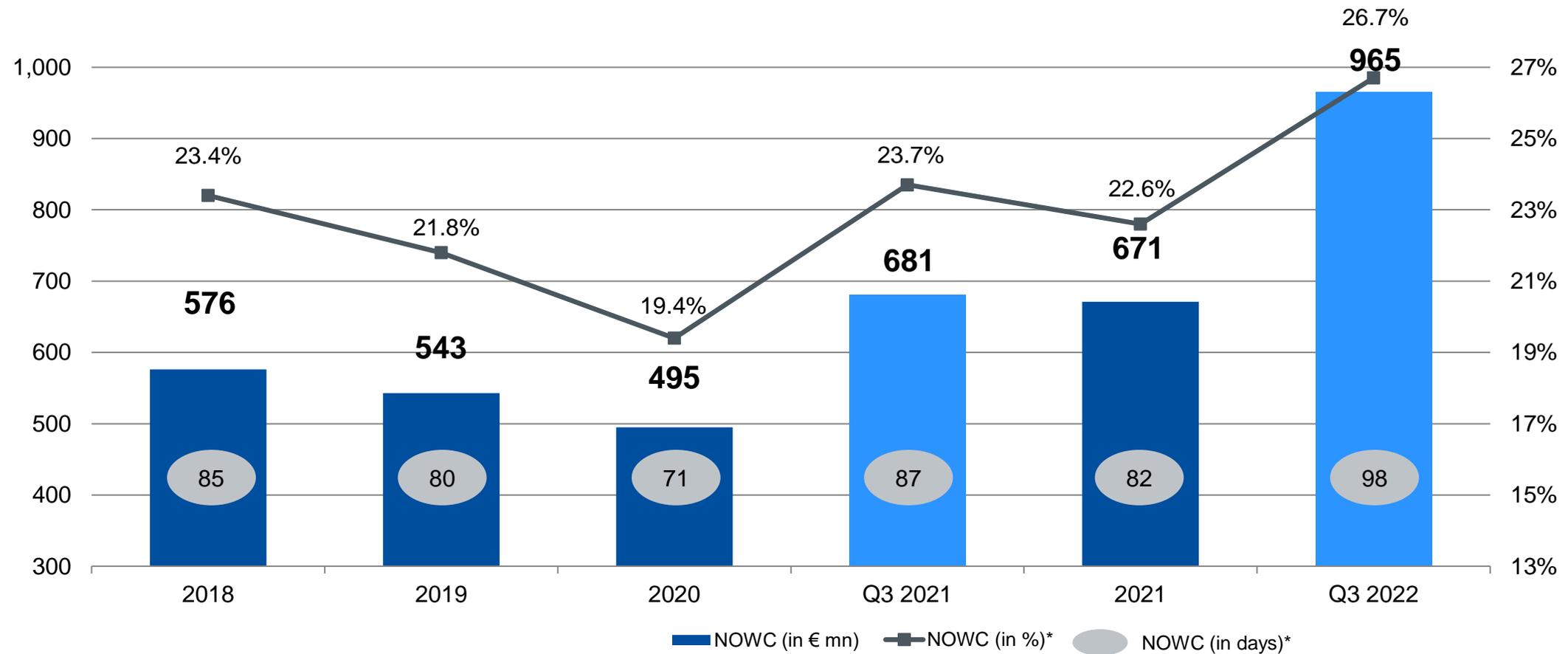
- Sales up 11% yoy mainly driven by currency effects
- Organic growth in India, Southeast Asia and Australia more than compensates for organic declines in China, which is affected by difficult economic environment and continued zero-covid strategy
- Positive currency effects increase to 8% over the course of the year
- EBIT 5% lower yoy due to lower contribution from China despite positive currency effects
- India, South-East Asia and Australia with earnings growth

NORTH AND SOUTH AMERICA

KPI in € mn	9M 2022	9M 2021
Sales	482	344
Organic growth	86 (25%)	78 (28%)
External growth	-	11 (4%)
FX effects	52 (15%)	-26 (-10%)
EBIT bef. at Equity	59	46
EBIT	59	46

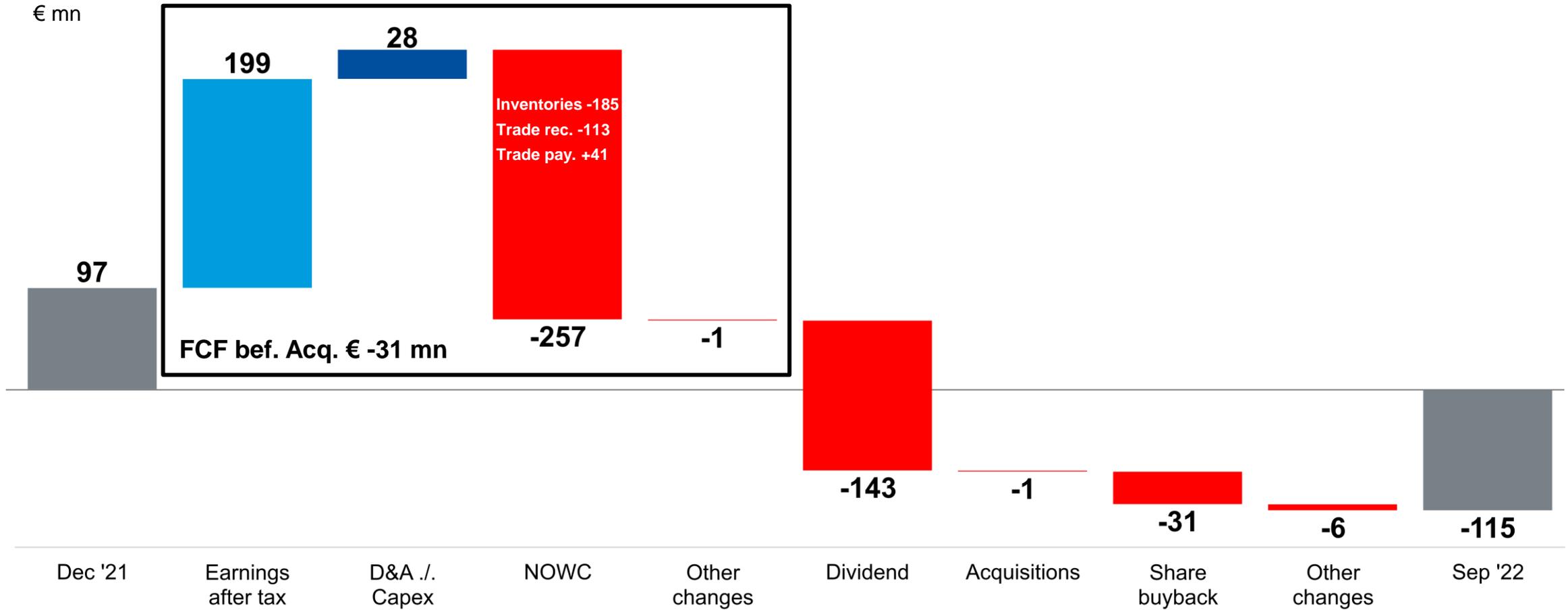
- Sales up 40% yoy thanks to strong organic growth and positive currency-effects
- Organic growth primarily price-driven, alongside pleasing business growth
- EBIT significantly up 28% yoy, partially currency-driven
- EBIT in North and South America significantly above previous year, also adjusted for currency effects

NET OPERATING WORKING CAPITAL (NOWC)

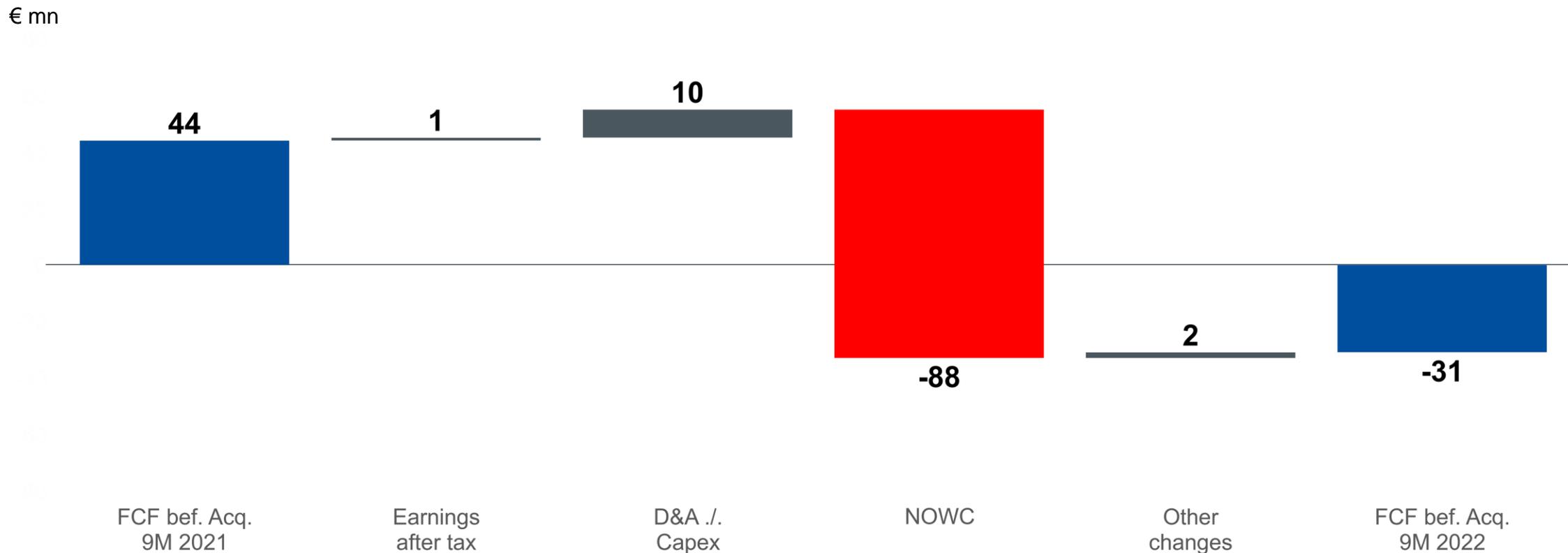


* In relation to the annualized sales revenues of the last quarter

NET LIQUIDITY 2022



FREE CASHFLOW BEF. ACQ. BURDENED BY NOWC BUILD-UP



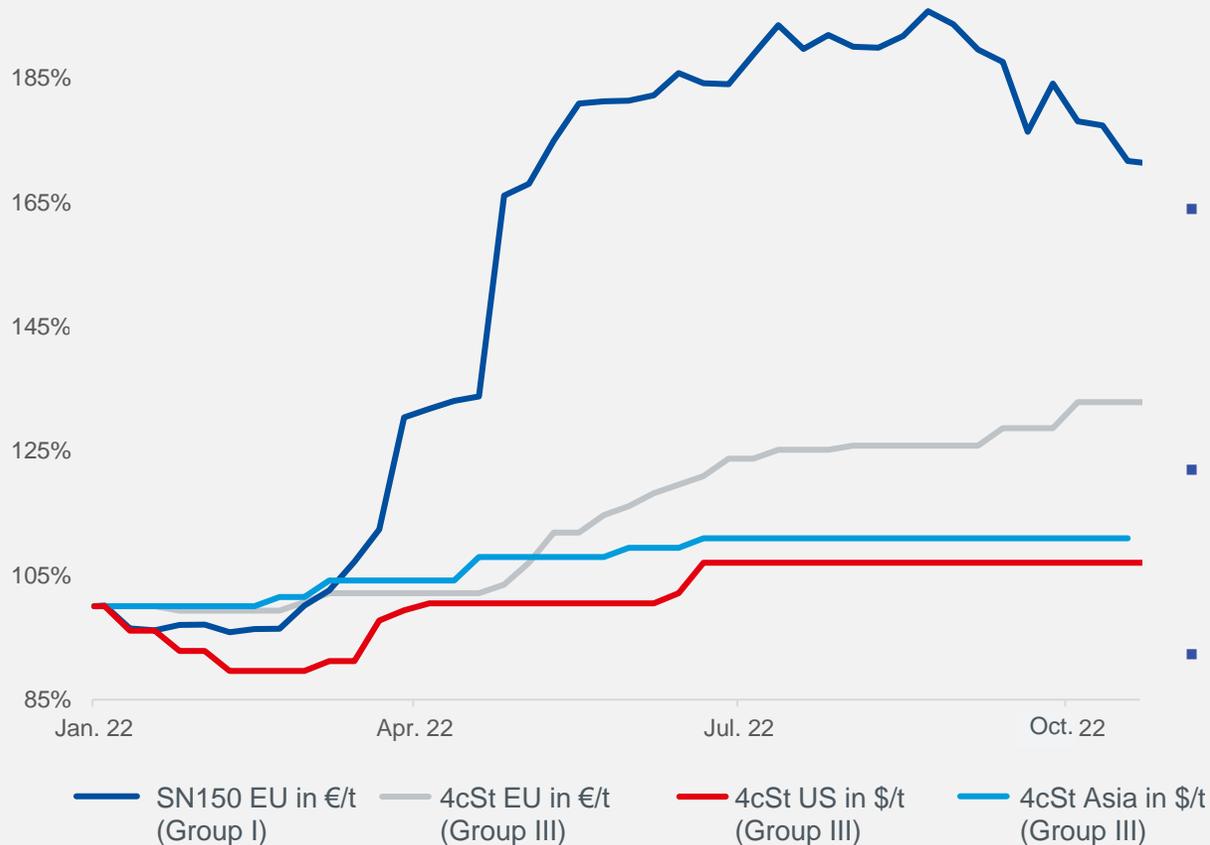
EXTERNAL UNCERTAINTIES PERSIST

- **War in Ukraine** and sanctions against Russia
- Further **increases in raw material prices** and significant **cost inflation**
- Impact of a potential **reduction of gas supplies** from Russia cannot be estimated at present

**High uncertainties
regarding
business
development remain**

- **China's zero-covid** strategy with high-risk potential for the local and global economy
- Tight **supply chain situation** and problems with **raw material availability** due to the geopolitical crises; availability problems also at customers affect demand

RAW MATERIAL PRICE DISLOCATIONS TO CONTINUE



- Group I prices slightly softer, however group III prices remained firm based on healthy demand and limited-to-no capacity extensions foreseen
- Price difference remained high between Asia and the rest of the world
- Overall, no major price declines expected for Q4

Data as at October 25th, 2022
%-changes vs. Dec. 31st, 2021

OUTLOOK FOR 2022 REFLECTS UNCERTAIN ENVIRONMENT*

KPI in € mn	2021	March, 18 th 2022	April, 29 th 2022	July 29 th 2022	October 28 th 2022	
	Sales	2,871	3.0 - 3.3 €bn	3.0 - 3.3 €bn	Upper end of 3.0 - 3.3 €bn range	
EBIT	363	360 - 390	Prior yr. level (lower end of 360 - 390)	Prior yr. level (lower end of 360 - 390)	Prior yr. level (lower end of 360 - 390)	Strict cost management vs. inflation, strong increases in raw mat. prices, transportation and energy costs
FVA	205	On prior-year level	below prior year	below prior year	below prior year	According to EBIT outlook; slightly higher capital employed
FCF bef. acq.	90	~220	sig. below 220	sig. below 220	sig. below 220	Due to strong increase in raw mat. prices and build-up in NOWC

* Updated outlook on the assumption of no further aggravation of the situation

FINANCIAL CALENDAR & CONTACT

Financial Calendar 2023

March 8, 2023	Publication of Annual Report 2022
May 3, 2023	Annual General Meeting
April 28, 2023	Quarterly statement as at March 31, 2023
July 28, 2023	Half-year financial report as at June 30, 2023
October 27, 2023	Quarterly statement as at September 30, 2023

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

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