

FUCHS GROUP

Financial Results Q1-3

| Analysts' Telephone Conference, 27th October 2017, Mannheim

| Dagmar Steinert, CFO



Highlights Q1-3 2017

Sales +9%
to €1,862 mn

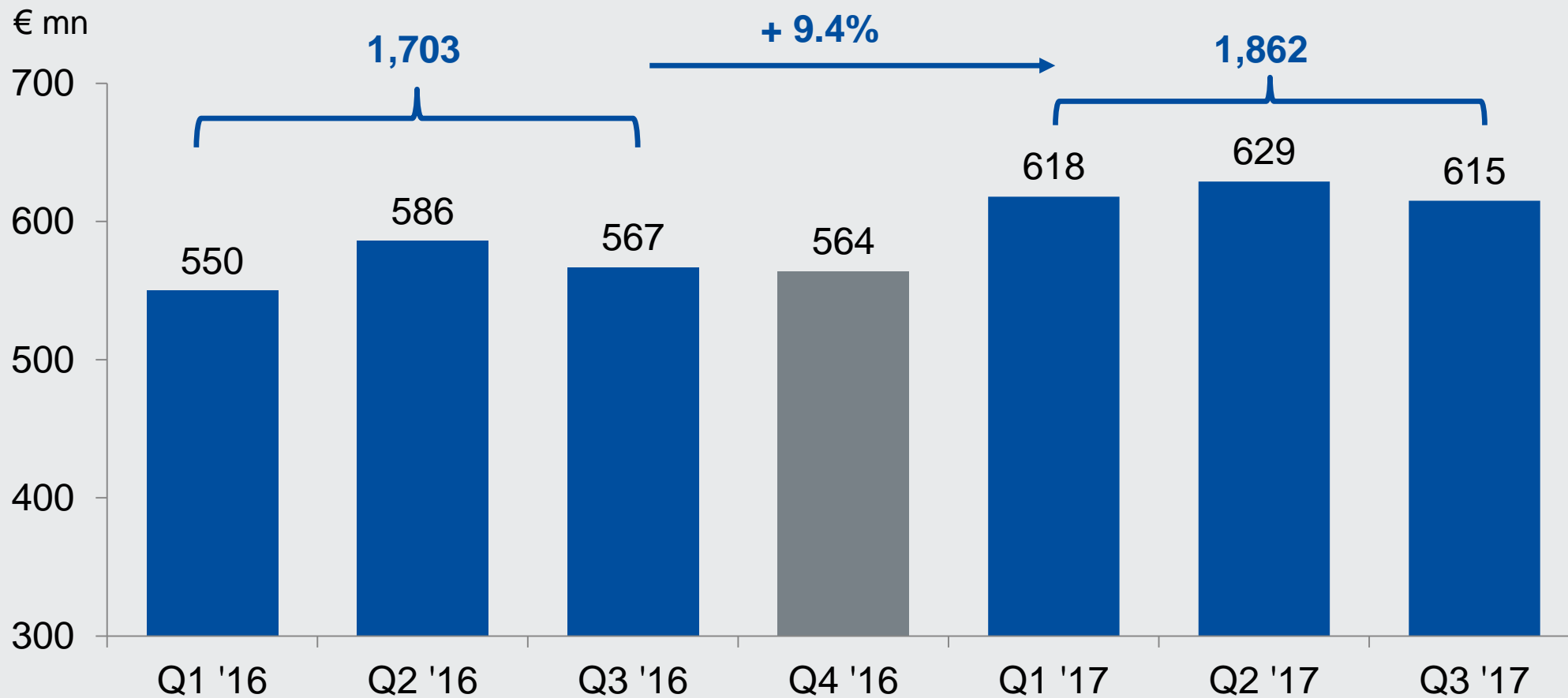
- Strong organic growth in Asia-Pacific, Africa and Americas
- Slight external growth in North America
- Ongoing decreasing currency effect

EBIT +2%
to €281 mn

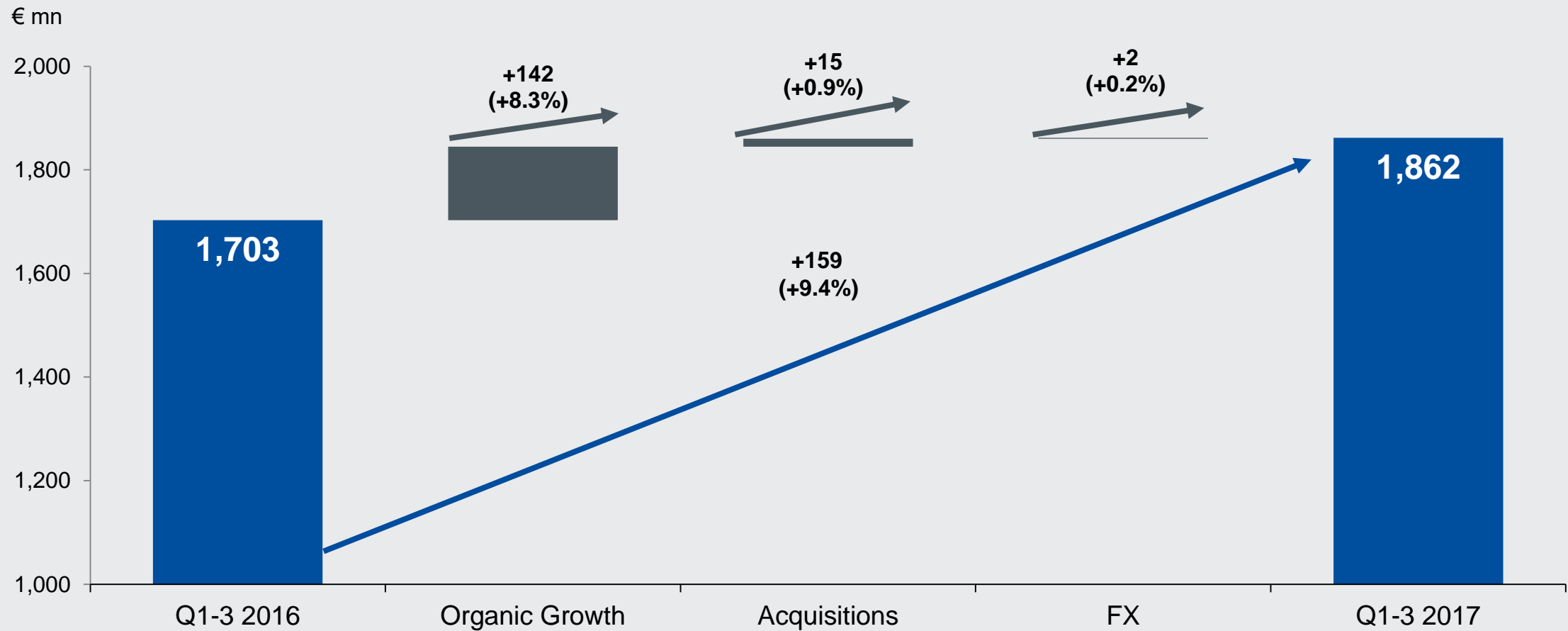
Outlook 2017

- Sales outlook reaffirmed
- Earnings forecast downgraded

Sales Development Q1-3



Q1-3 Group Sales



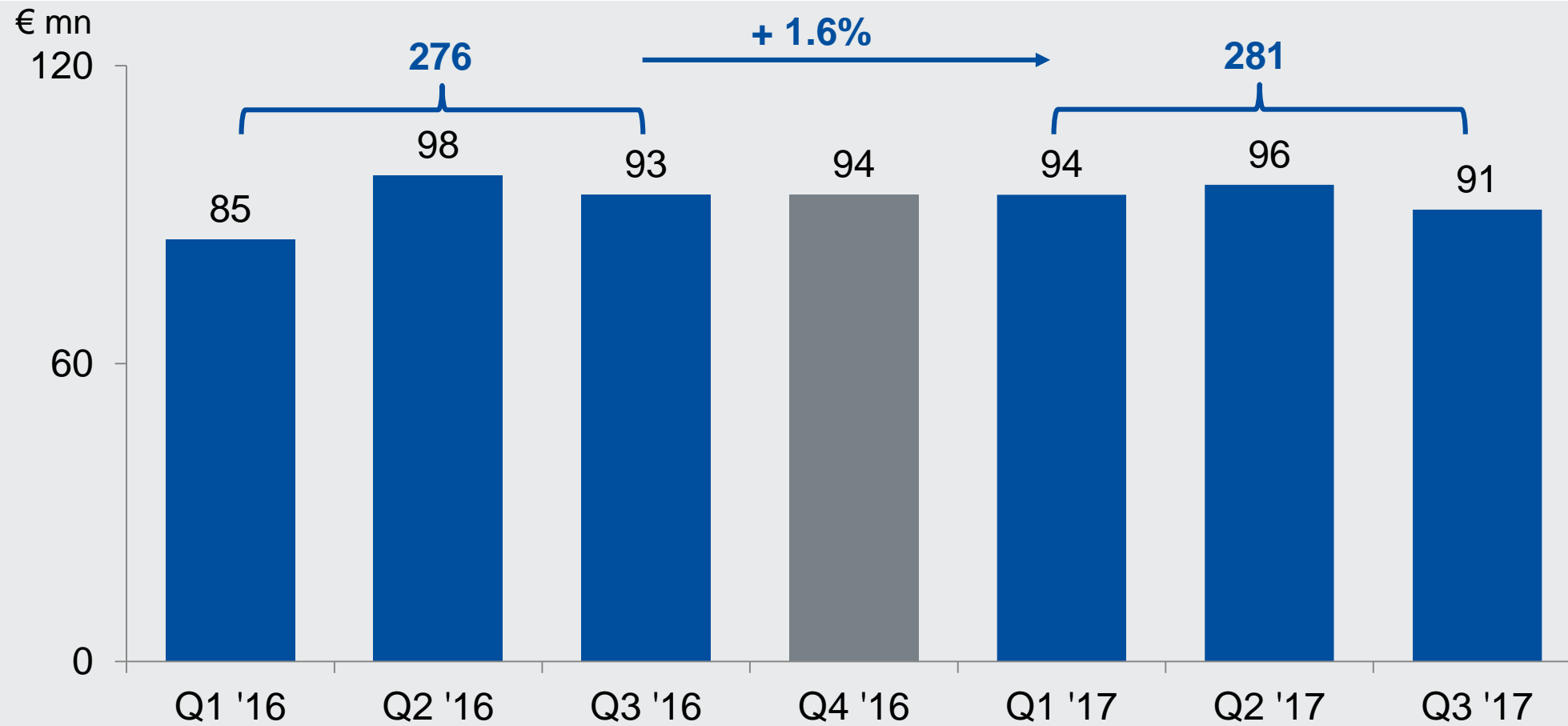
Regional sales growth Q1-3 2017

	Q1-3 2016 (€ mn)	Q1-3 2017 (€ mn)	Growth	Organic	External	FX
Europe	1,080	1,142	+5.7%	+5.9%	-	-0.2%
Asia-Pacific, Africa	451	544	+20.7%	+20.3%	-	+0.4%
Americas	260	302	+16.3%	+9.4%	+5.7%	+1.2%
Consolidation	-88	-126	-	-	-	-
Total	1,703	1,862	+9.4%	+8.3%	+0.9%	+0.2%

Income Statement Q1-3 2017

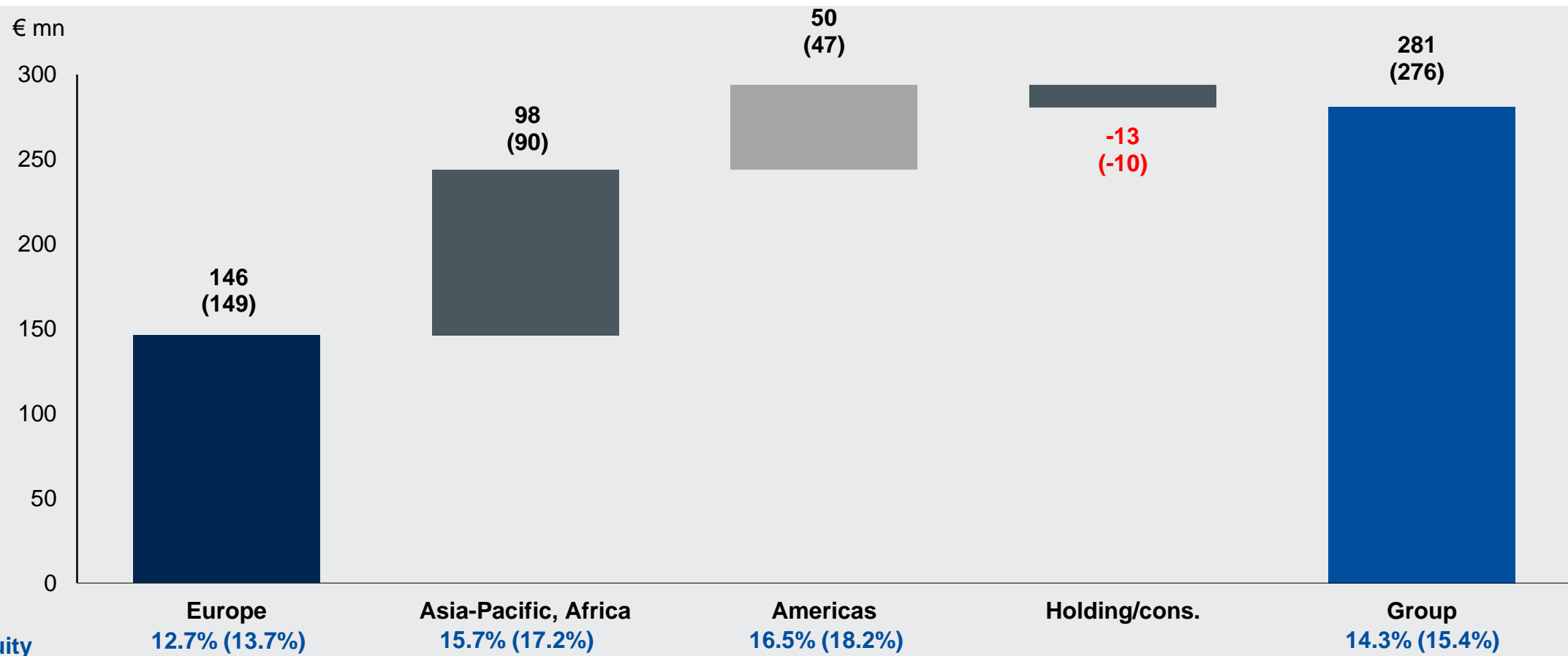
€ mn	Q1-3 2016	Q1-3 2017	Δ € mn	Δ in %
Sales	1,703	1,862	159	9.4
Gross Profit	641	667	26	4.0
<i>Gross Profit margin</i>	<i>37.6%</i>	<i>35.8%</i>	-	<i>-1.8%-points</i>
Other function costs	-378	-400	-22	5.6
EBIT before at Equity	263	267	4	1.7
At Equity	13	14	1	
EBIT	276	281	5	1.6
Earnings after tax	191	198	7	3.4

EBIT Development Q1-3



EBIT by regions

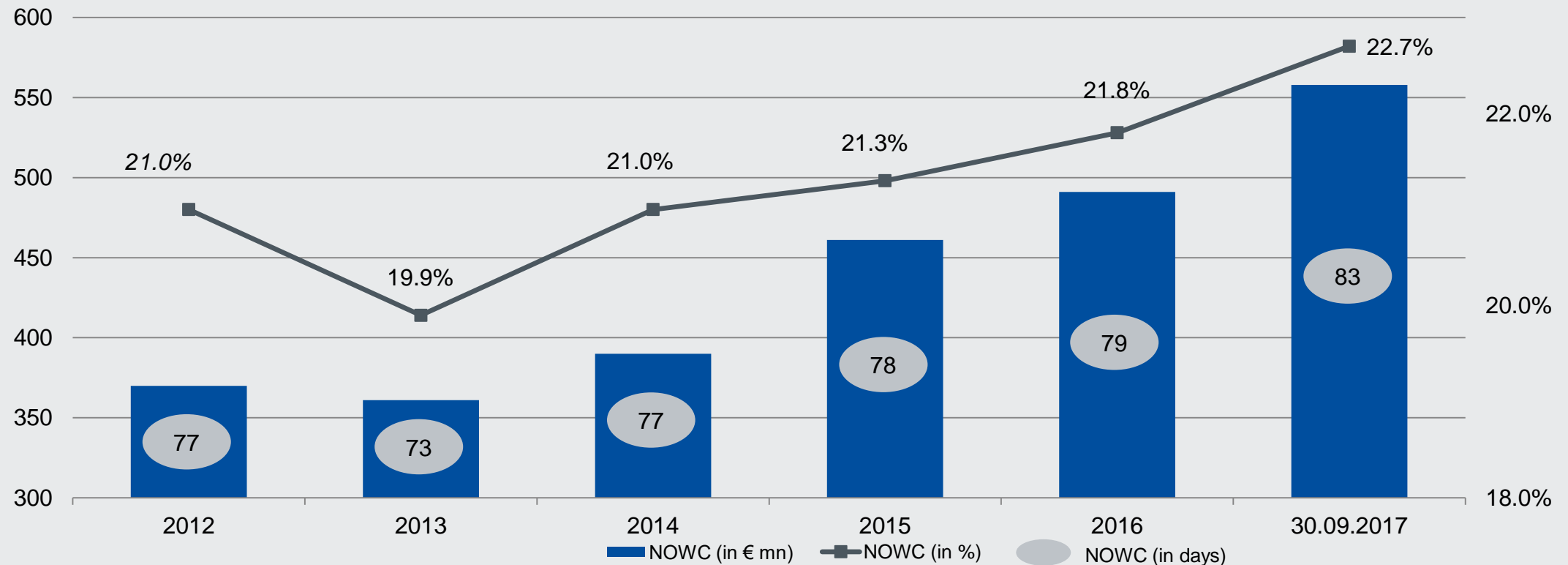
Q1-3 2017 (Q1-3 2016)



Cash flow Q1-3 2017

€ mn	Q1-3 2016	Q1-3 2017
Earnings after tax	191	198
Amortisation/Depreciation	35	40
Changes in net operating working capital (NOWC)	-45	-91
Other changes	17	8
Capex	-53	-66
Free cash flow before acquisitions	145	89
Acquisitions	-20	-1
Free cash flow	125	88

Net operating working capital (NOWC)*



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

Q1-3 2017 earnings summary

- Sales and earnings target met for Q1-3 2017
- Capex increase according to plan
- Higher raw material prices, strong euro and planned increase in costs lead to a less than proportional increase in earnings
- Raw material price increases can only be passed on with a time lag
- Stronger international business lead to higher inventories
- Free cash flow below previous year due to the significant business-related increase in net operating working capital especially as a result of the strong sales growth in Asia-Pacific, Africa
- Full year earnings guidance downgraded

Updated Outlook 2017

Performance indicator	Actual 2016	Outlook 2017 (March 17)	Outlook 2017 (August 17)	Outlook 2017 (October 17)
Sales	€ 2,267 mn	+4% to +6%	+7% to +10%	+7% to +10%
EBIT	€ 371 mn	+1% to +5%	+1% to +5%	At or below FY 16
FUCHS Value Added	€ 257 mn	Low single-digit percentage range	Low single-digit percentage range	Below FY 16
Free cash flow before acquisitions	€ 205 mn	~ € 200 mn	~ € 200 mn	≤ € 150 mn

Thank you for your attention



Disclaimer

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Financial Calendar & Contact

Financial Calendar 2018

February 22, 2018	Preliminary figures for the Full Year 2017
March 21, 2018	Full Year Results 2017
April 27, 2018	Quarterly Statement Q1 2018
May 8, 2018	Annual General Meeting 2018
July 31, 2018	Financial Report H1 2018
October 30, 2018	Quarterly Statement Q1-3 2018

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