

FUCHS GROUP

Financial Results Q1 2018

| Analyst's Conference, 27th April 2018

| Dagmar Steinert, CFO



Highlights Q1 2018

**Sales +4%
to € 643 mn**

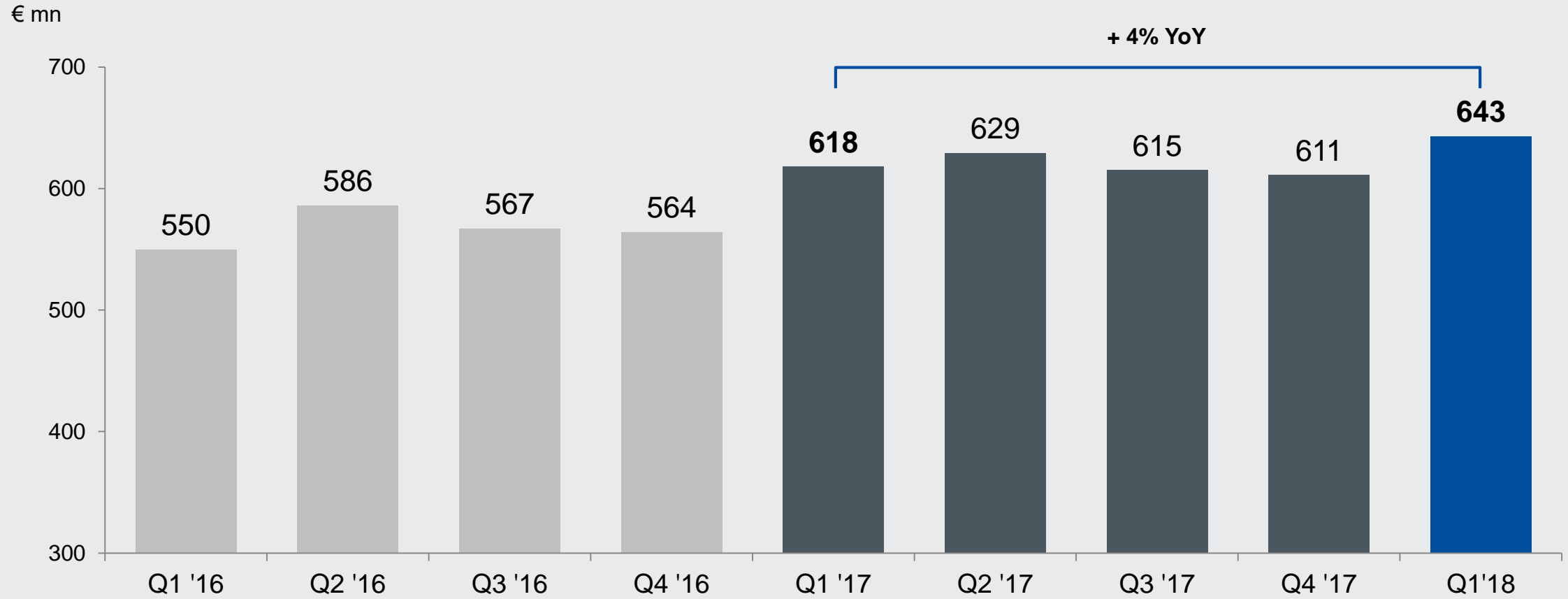
- Strong organic growth across all three regions: Europe, Asia-Pacific, Africa and Americas
- Negative FX effect impacting sales and EBIT

**EBIT currency related
down by 2% to €92 mn**

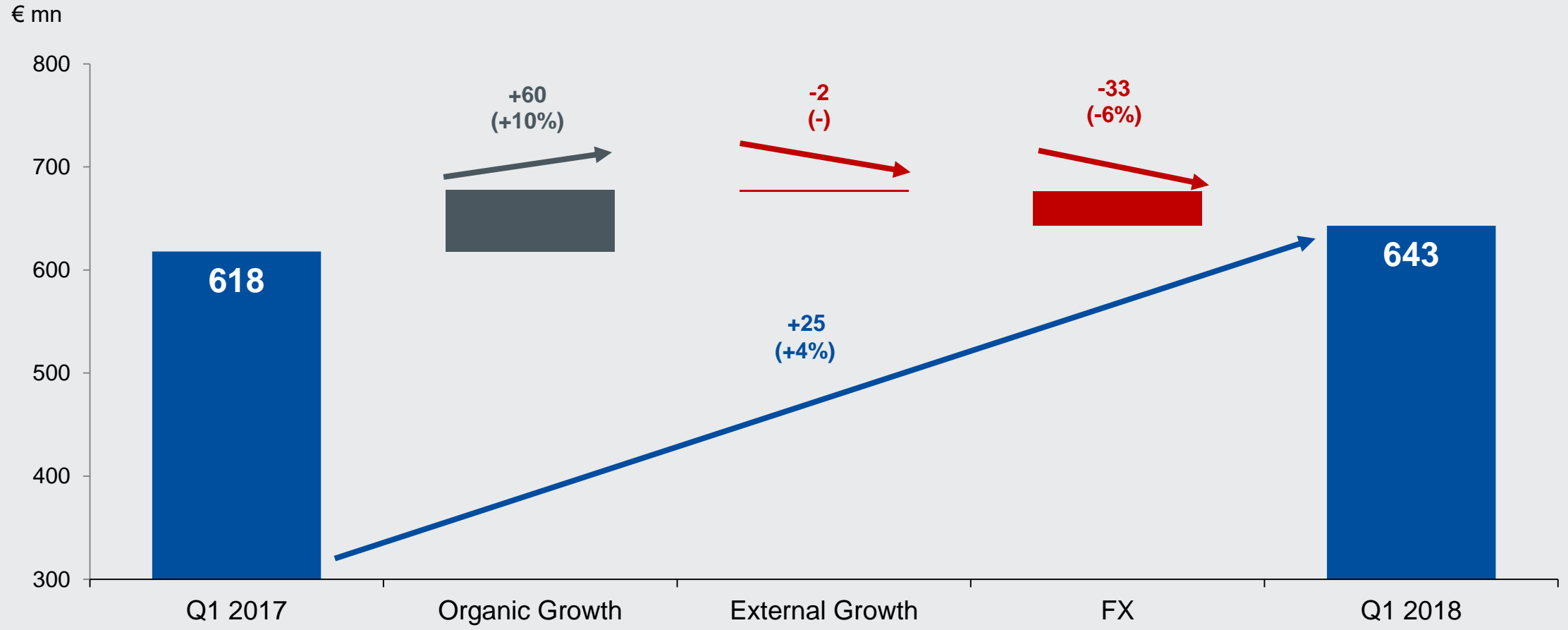
Outlook 2018 unchanged

- Sales +3% to +6%
- EBIT +2% to +4%
- Investments of around € 140 mn

Sales development



Q1 2018 Group sales



Regional sales growth Q1 2018

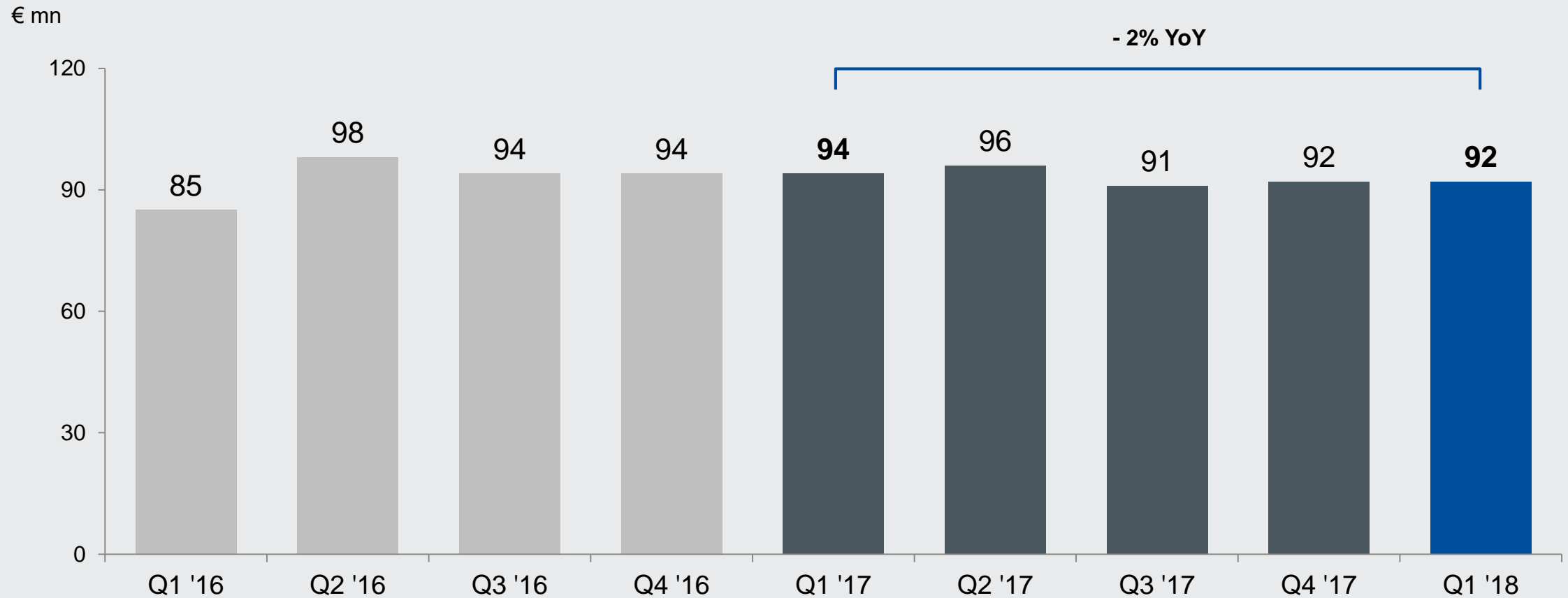
	Q1 2017 (€ mn)	Q1 2018 (€ mn)	Growth	Organic	External	FX
Europe	368	396	+8%	+9%	-	-1%
Asia-Pacific, Africa	181	199	+10%	+18%	-	-8%
Americas	104	95	-9%	+7%	-	-16%
Consolidation	-35	-47	-	-	-	-
Total	618	643	+4%	+10%	0%	-6%

Income statement Q1 2018

€ mn	Q1 2017	Q1 2018	Δ € mn	Δ in %
Sales	618	643	25	4.0
Gross Profit	226	225	-1	-0.4
<i>Gross Profit margin</i>	<i>36.6</i>	<i>35.0</i>	<i>-</i>	<i>-1.6 %-points</i>
Other function costs	-137	-136	-1	0.7
EBIT before at Equity	89	89	0	0.0
At Equity	5	3	-2	-
EBIT	94	92	-2	-2.1
Earnings after tax	66	67	1	1.5

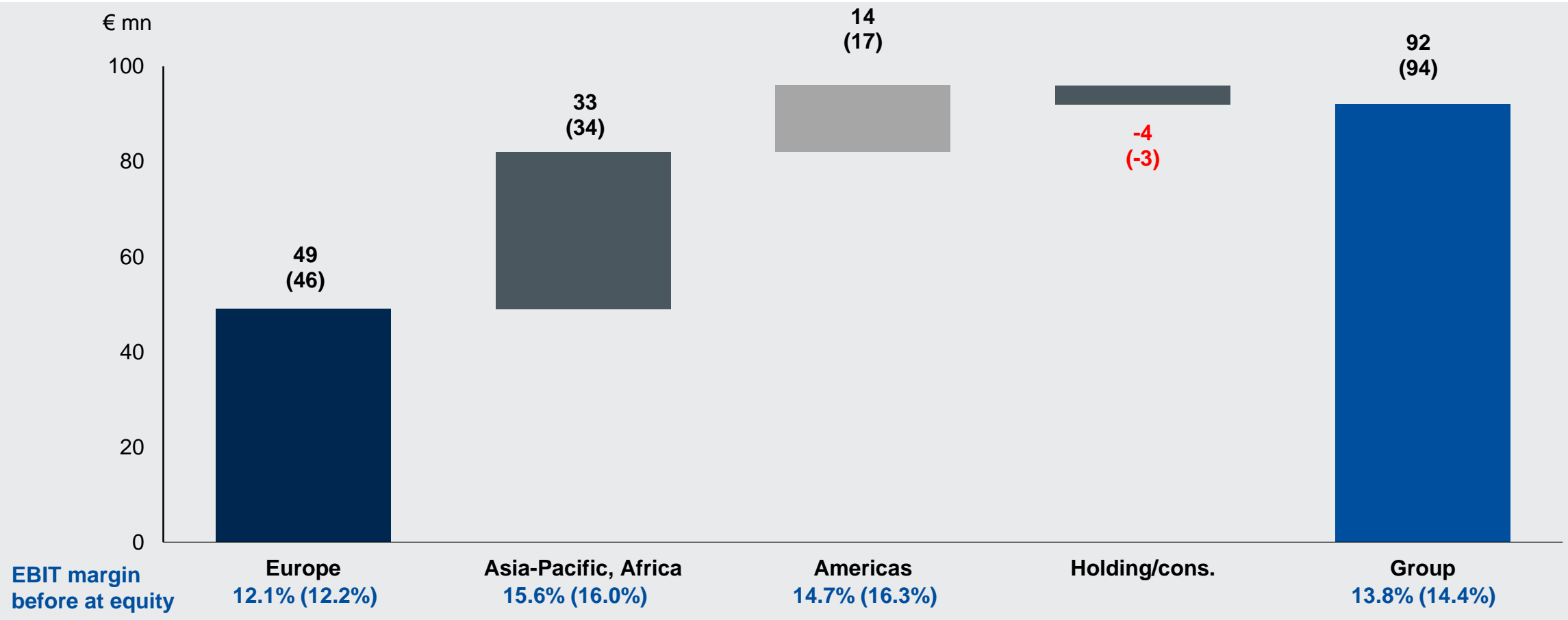
EBIT development

Strong negative FX-effects / Excluding FX-effect EBIT is above previous year



EBIT by regions

Q1 2018 (Q1 2017)



Development of selected currencies Q1 18 vs 17

Europe	Δ in %
Great Britain	-2.7
Poland	3.4
Russia	-10.5
Sweden	-4.7

Asia-Pacific, Afrika	Δ in %
Australia	-10.2
China	-6.1
South Africa	-4.0

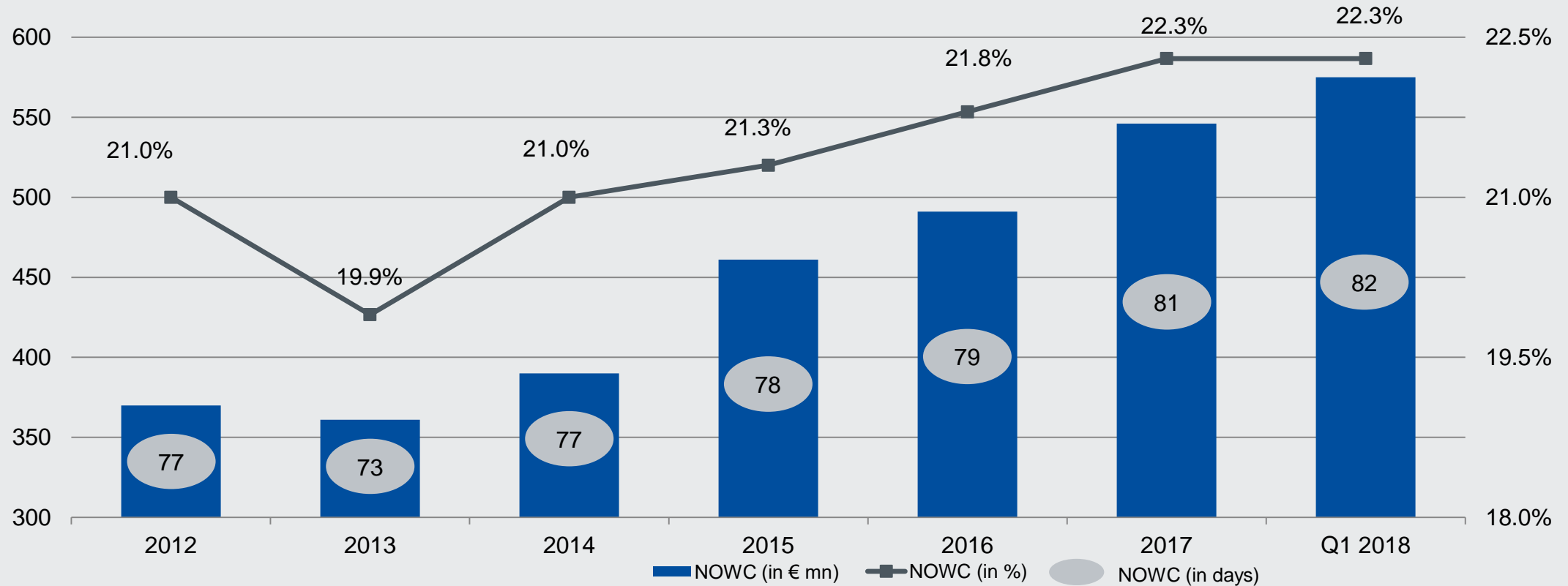
Americas	Δ in %
Brazil	-16.1
Mexico	-6.0
USA	-13.3

At Equity	Δ in %
Saudi Arabia	-13.3
Turkey	-16.1

Cash flow Q1 2018

€ mn	Q1 2017	Q1 2018
Earnings after tax	66	67
Amortization/Depreciation	13	14
Changes in net operating working capital (NOWC)	-25	-33
Other changes	2	-9
Capex	-14	-18
Free cash flow before acquisitions	42	21
Acquisitions	-	-1
Free cash flow	42	20

Net operating working capital (NOWC)*



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

Q1 2018 earnings summary

- Strong organic growth across all regions, particularly in Asia-Pacific, Africa
- Strong negative FX-effects impacting sales and earnings; This effect will most likely weaken over the course of the year
- Before currency translation increase in gross profit as a result of higher sales prices and volumes
- Increase in earnings after tax; tax rate decreased to 28% (31) due to lower withholding tax for dividends and due to the American tax reform
- Capex increase according to plan (€ 140 mn for the full year 2018)

Outlook 2018 unchanged

Performance indicator	Actual 2017	Outlook 2018
Sales	€ 2,473 mn	+3% to +6%
EBIT	€ 373 mn	+2% to +4%

- We expect a weakening of the negative currency effect over the course of the year
- With Investments of around € 140 mn, we continue the expansion of capacities as planned

Disclaimer

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Thank you for your attention

