FUCHS GROUP

Financial Results Q1-3 2018

| Analyst's Conference, 30th October 2018
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Highlights Q1-3 2018

Sales +5%

to € 1,953 mn

EBIT increase by 6%
to € 297 mn

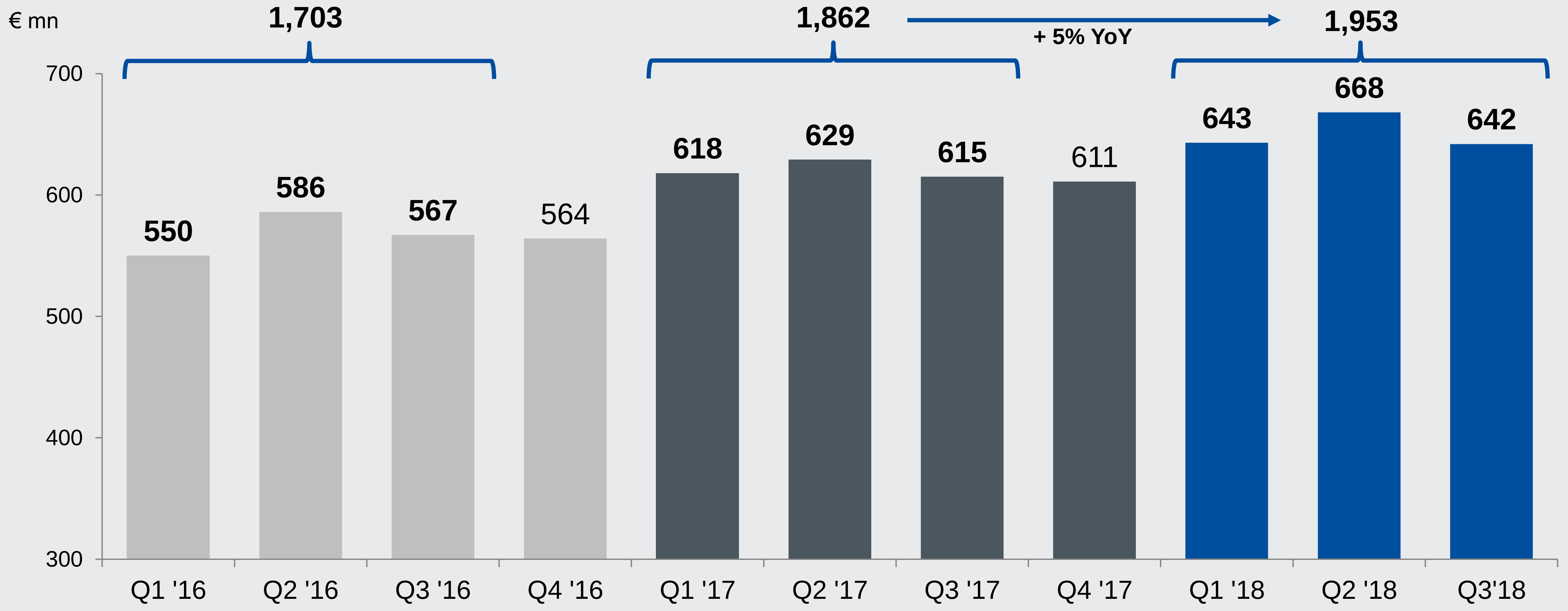
(including € 12 mn one-off effect)

- Organic growth across all three regions: Europe, Asia-Pacific, Africa and Americas; Growth rate decreased in Q3
- Negative FX effect impacting sales and EBIT, declining negative FX effects

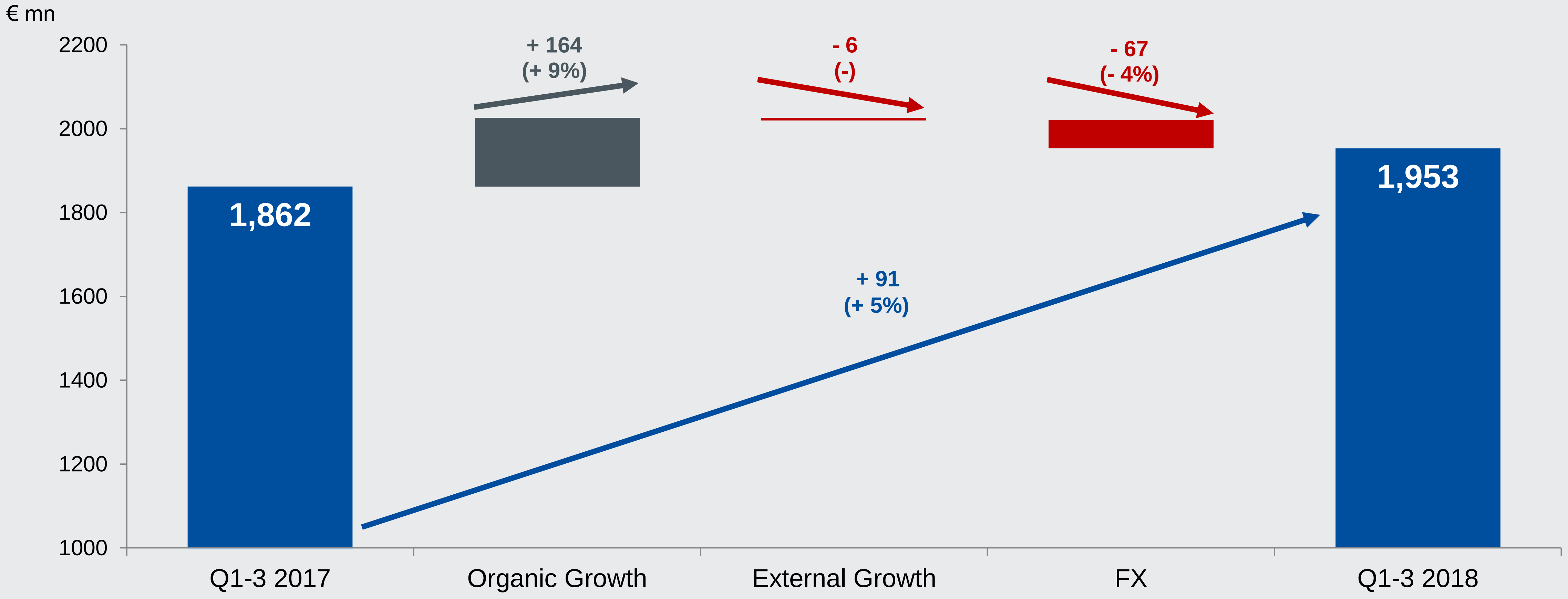
Outlook 2018 updated:

- Sales +3% to +5%
- EBIT before one-off effect on par with previous year
- EBIT (including one-off effect): +2% to +4%

Sales development Q1-3 2018



Q1-3 2018 Group sales



Regional sales growth Q1-3 2018

Europe and Asia-Pacific, Africa declining in the course of the year

	Q1-3 2018 (€ mn)	Q1-3 2017 (€ mn)	Growth	Organic	External	FX
Europe	1,181	1,142	**+3%**	+5%	-1%	-1%
Asia-Pacific, Africa	601	544	**+10%**	+15%	-	-5%
Americas	304	302	**+1%**	+11%	-	-10%
Consolidation	-133	-126	**-**	-	-	-
Total	**1,953**	**1,862**	**+5%**	**+9%**	**0%**	**-4%**

Income statement Q1-3 2018

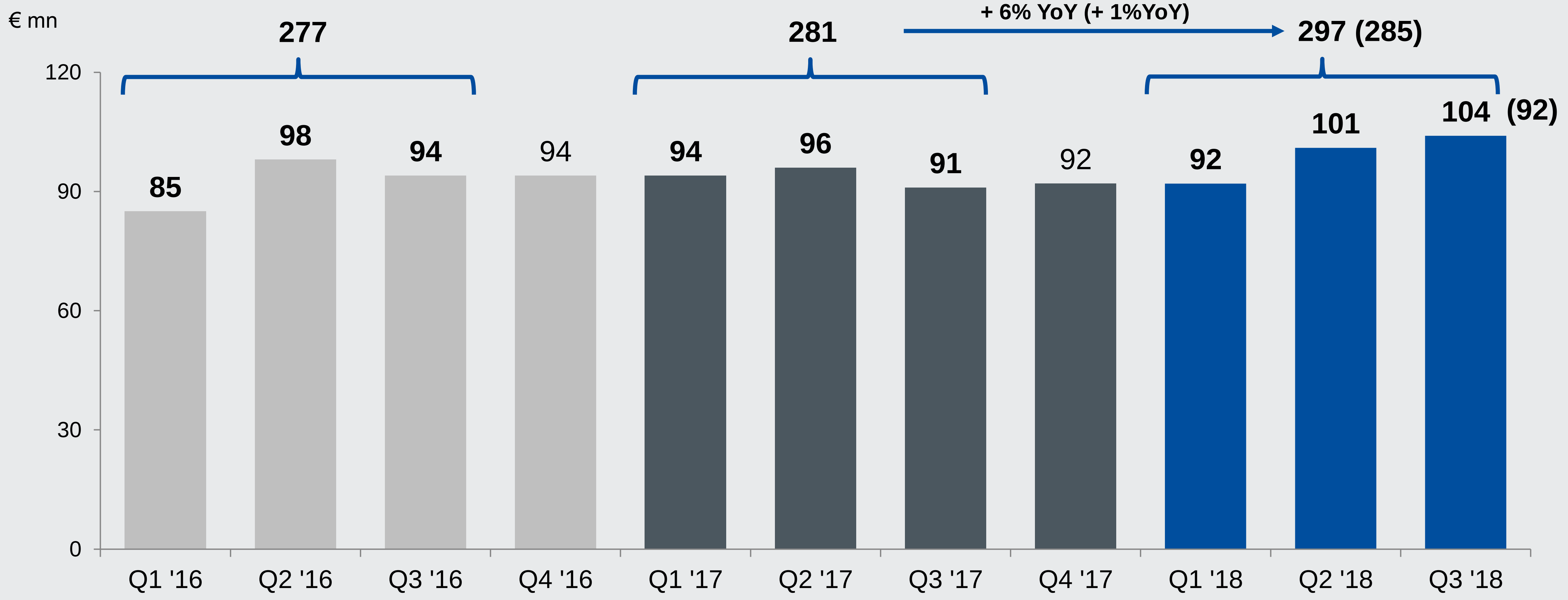
Negative FX-effects impacting EBIT

€ mn	Q1-3 2018	Q1-3 2017	Δ € mn	Δ in %
Sales	**1,953**	**1,862**	**91**	**5**
Gross Profit	686	667	19	3
Gross Profit margin	*35.1*	*35.8*	-	*-0.7 %-points*
Other function costs	-410	-400	-10	3
EBIT before at Equity	**276**	**267**	**9**	**3**
At Equity	21	14	7	50
EBIT[1]	**297**	**281**	**16**	**6**
Earnings after tax	219	198	21	11

[1] EBIT before one-off effect +1% (Q1-3 2018: 285, Q1-3 2017: 281)

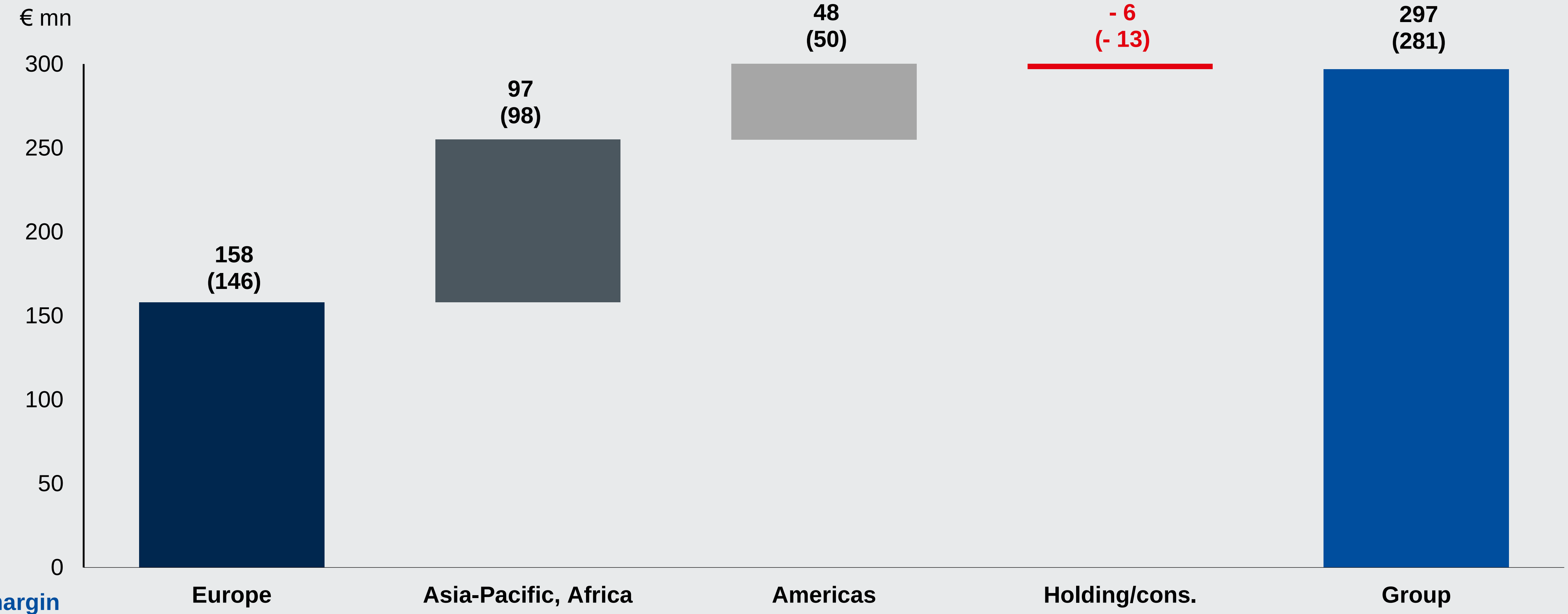
EBIT development

EBIT before one-off effect in brackets



EBIT by regions

Q1-3 2018 (Q1-3 2017)



EBIT margin before at equity	Europe	Asia-Pacific, Africa	Americas	Holding/cons.	Group
	12.2% (12.7%)	15.0% (15.6%)	15.8% (16.6%)		14.1% (14.3%)

Cash flow Q1-3 2018

€ mn	Q1-3 2018	Q1-3 2017
Earnings after tax	**219**	**198**
Amortization/Depreciation	42	40
Changes in net operating working capital (NOWC)	-57	-91
Other changes	-10	8
Capex	-73	-66
Free cash flow before acquisitions[1]	**121**	**89**
Acquisitions[1]	12	-1
Free cash flow	**133**	**88**

[1] Including divestments

Q1-3 2018 earnings summary

- Strong organic growth across all regions; accelerated growth in North America, declining momentum in Asia-Pacific, Africa and Europe
- Negative FX-effects continue to impact sales and earnings
- Increase in gross profit as a result of higher volumes and sales prices; margin impacted by increased raw material prices, product mix changes and higher D&A due to investments
- Decrease in at Equity income mainly due to difficult economic situation in Saudi Arabia and a weak Turkish lira / € 12 mn income from the sale of an at equity share
- Increase in earnings after tax by 11%; tax rate decreased to 28% (31) due to lower withholding tax for dividends and due to the American tax reform
- Free cash flow up significantly year-on-year

Outlook 2018 updated

Performance indicator	Actual 2017	Outlook 2018 (March & July 18)	Updated Outlook 2018 (October 18)
Sales	**€ 2,473 mn**	+3% to +6%	+3% to +5%
EBIT before one-off effect[1]	**€ 373 mn**	+2% to +4%	On par with previous year
EBIT	**€ 373 mn**	-	+2% to +4%
FUCHS Value Added	**€ 250 mn**	At previous year's level	At previous year's level
Free cash flow before acquisitions	**€ 142 mn**	At previous year's level	At previous year's level

- Investments of around € 130 mn
- Sales growth mainly driven by organic growth: volume and price
- Planned less than proportional increase in earnings expected due to a higher costs base as a result of investments in new and existing plants (growth/replacement/efficiency), spending for process improvements (e.g. IT), people and R&D

[1] Divestment of an at equity share (earnings of € 12 mn)

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