FUCHS GROUP

Investor Presentation

| August 2019| Dagmar Steinert, CFO| Thomas Altmann, Head of Investor Relations



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Agenda

- **01** | The Leading Independent Lubricants Company
- 02 | H1 2019
- 03 | Shares
- 04 | Appendix

01 The Leading Independent Lubricants Company

LUBRICANTS. TECHNOLOGY. PEOPLE. nalytics

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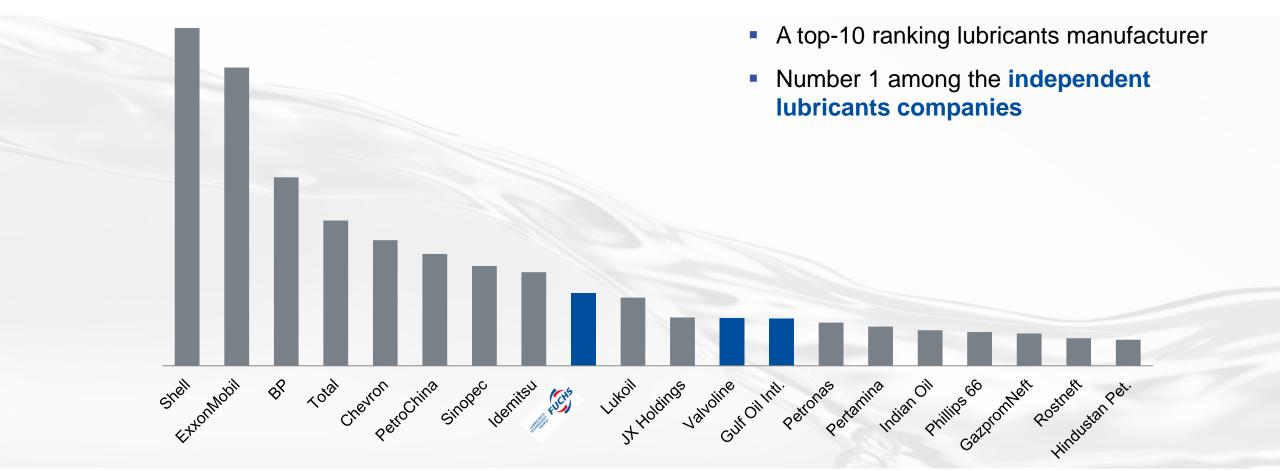
FUCHS at a glance



Established 3		No. 1 among the independent suppliers of lubricants	The Fuchs family holds 55% of ordinary shares	
generations ago as a family-owned business		€2.6 bn sales in 2018		
			A full range of over	
Around 5,500 employees	Preference share is listed in the MDAX	58 companies worldwide	10,000 Iubricants and related specialties	

Top 20 lubricants manufacturers







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



Advantage over major oil companies

FUCHS is a full-line supplier

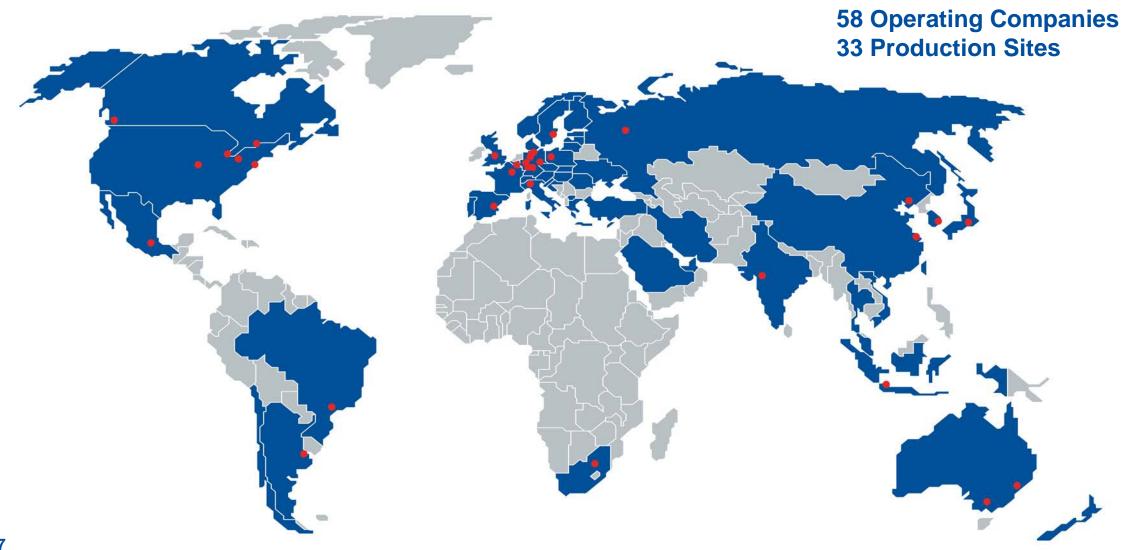
Global presence, R&D strength, know-how transfer, speed



Advantage over independent companies

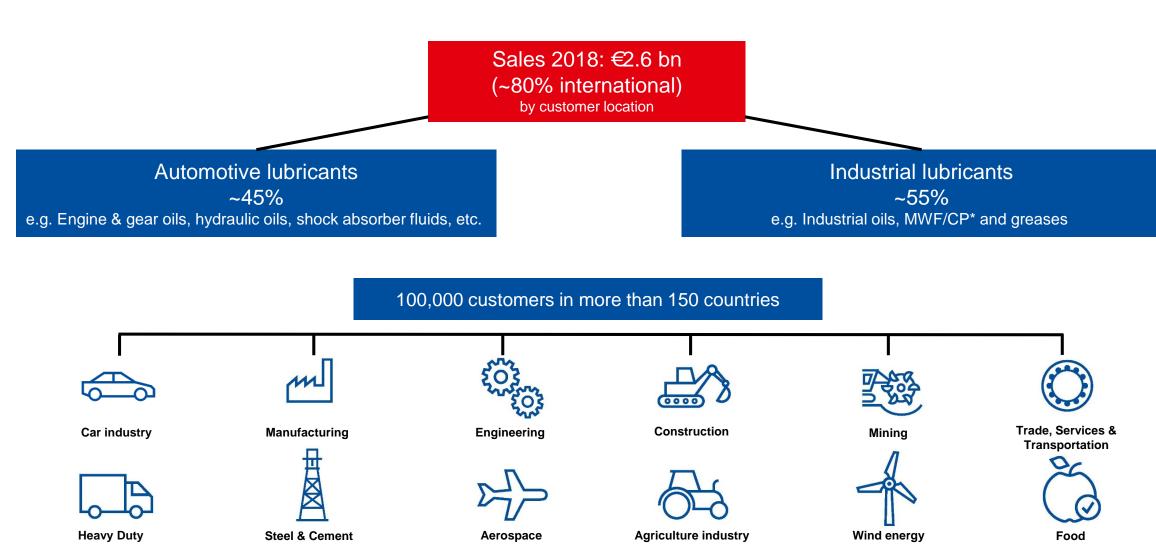


We are where our customers are





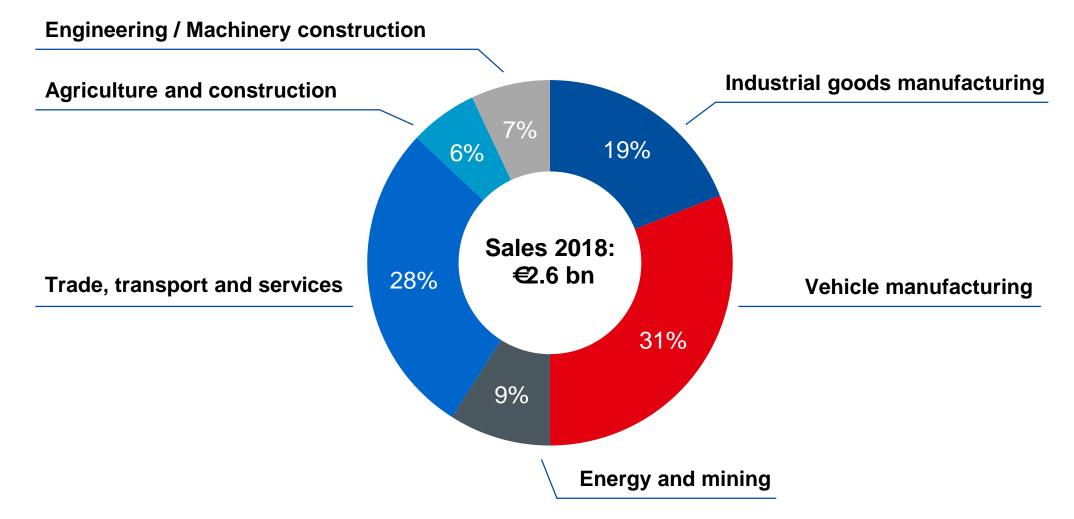
Full-line supplier advantage





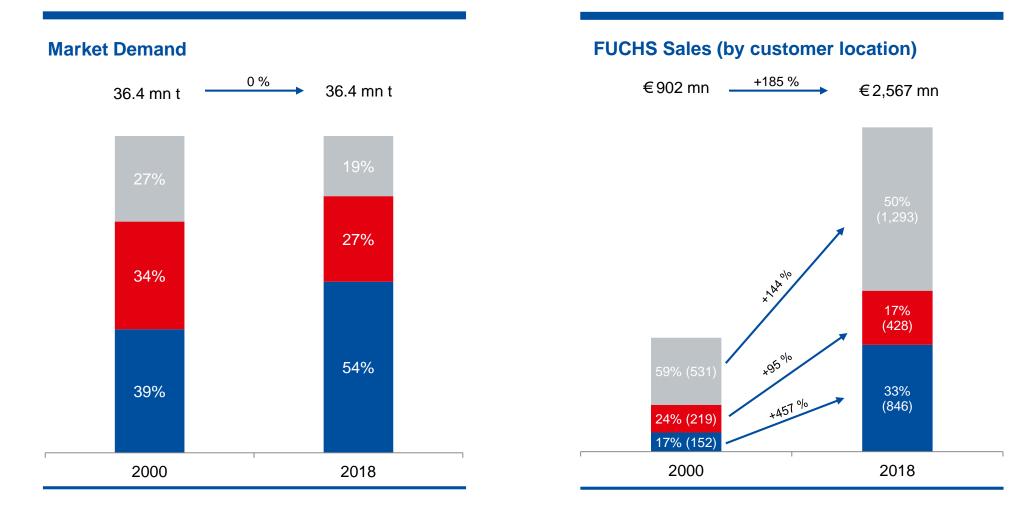
Well balanced customer structure

Top 20 Customers account for ~ 25% sales



Organic growth potential in emerging countries





FUCHS' Strategy



Profitable Growth:

Internationalization of core activities Local production in 33 plants



People:

 Employer Branding

- Culture
- Talent management
- Learning

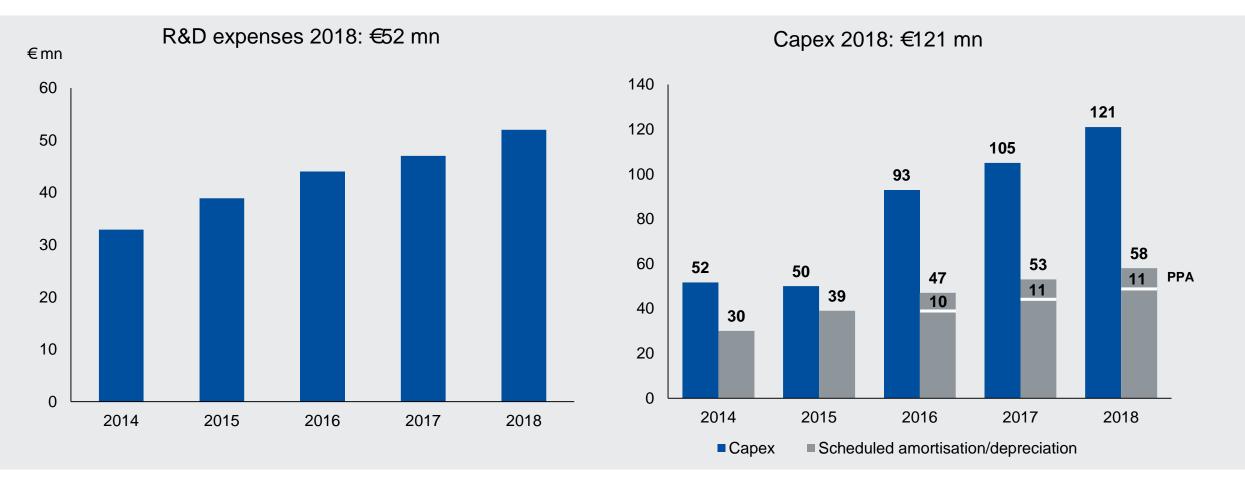
Utilize disruptions like e-mobility, digitalization, etc. as an opportunity

> Agile network structure based on common values



Investment in the future

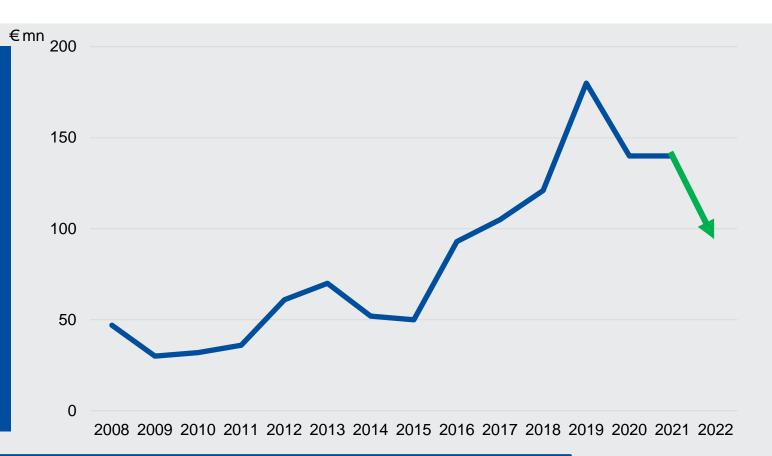
R&D expenses and Capex





Investment initiative Capex 2016-2021 €700+ mn

- In 2016 2018 over €300 mn capex was spent with focus on the expansion of Mannheim, Kaiserslautern and Chicago as well as new plants in China, Australia and Sweden
- Capex will peak in 2019 at €180 mn. In 2020/2021 more than €100+ mn p.a. will be spent on growth and replacement as well as efficiency improvements due to significant volume increases, technological changes and a changed product mix
- From 2022 onwards, capex should be back on par with the new level of depreciation



Maintenance capex amounting to the level of depreciation

Strong track record of integrating businesses



1			Revenues (p.a.)
2019	NULON	Nulon Products (AUS)	€25 mn
2016	ULTRACHEM	Ultrachem (US)	€15 mn
	Chevron	Chevron Lubricants (US)	€11 mn
2015	STATOIL	Statoil Fuel & Retail Lubricants AB (SVE)	€140 mn
	PENTOSIN BEAMETY ON ALL POADS	Deutsche Pentosin-Werke GmbH (GER)	€135 mn
2014	LUPRENE	Lubritene (ZA)	€15 mn
	Batoyle Freedom Group Labrack of Ecology	Batoyle (UK)	€15 mn
2010	CASSIDA • tod and is laborards	Cassida (global)	€21 mn





Sales -1% at €1,296 mn

EBIT down by 19% to €157 mn

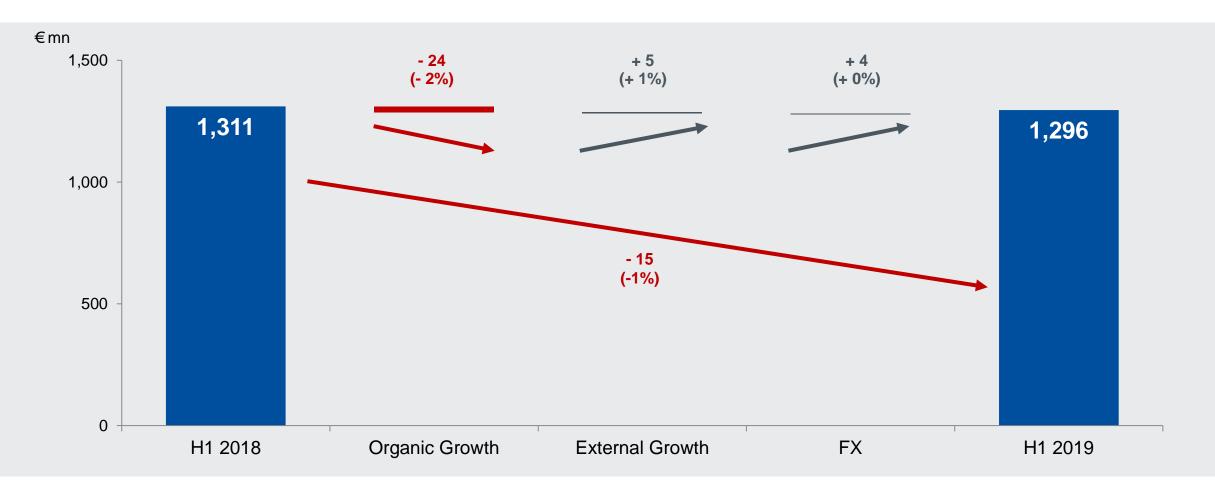
- Growth initiative results in costs increasing as planned
- Continuing weakness of automotive markets in Germany and China
- Declining organic growth in North and South America in Q2

Outlook 2019 adjusted

- Sales -3% to +0%
- EBIT -30% to -20% (EBIT comparable: -27% to -17%)
- Free cashflow before acquisitions €70mn to €90 mn
- FVA €130 mn to €160 mn

H1 2019 Group sales







Regional sales growth H1 2019

Continuing weakness in Europe and Asia – Decreasing organic sales growth in Americas

	H1 2019 (€mn)	H1 2018 (€mn)	Growth	Organic	External	FX
Europe, Middle East, Africa	799	829	-4%	-3%	-	-1%
Asia-Pacific	355	369	-4%	-5%	+1%	0%
Americas	212	199	+7%	+3%	0%	+4%
Consolidation	-70	-86	-	-	-	-
Total	1,296	1,311	-1%	-2%	+1%	0%

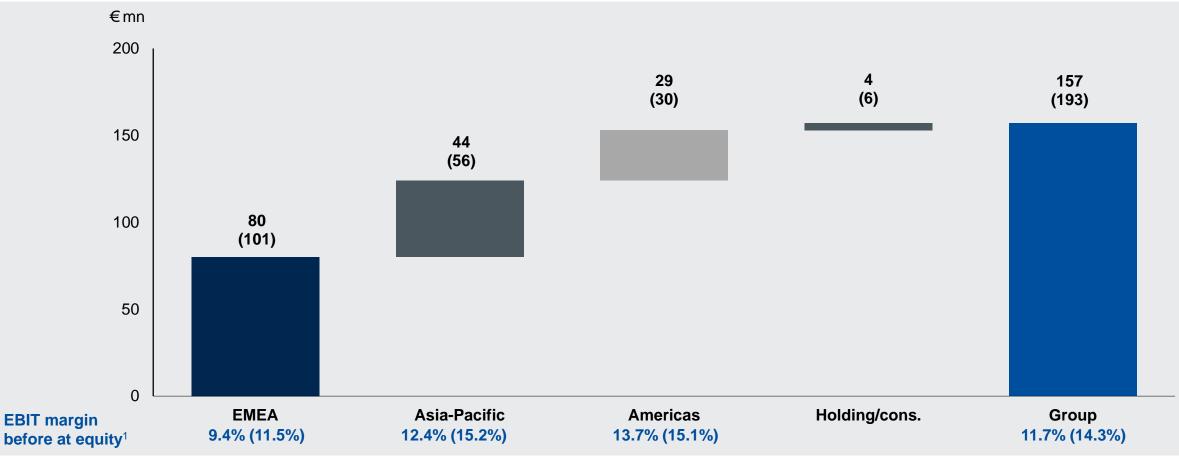


Income statement H1 2019

€mn	H1 2019	H1 2018	Δ€mn	Δ in %
Sales	1,296	1,311	-15	-1
Gross Profit	441	464	-23	-5
Gross Profit margin	34.0 %	35.4 %	-	-1.4 %-points
Other function costs	-289	-276	-13	-5
EBIT before at Equity	152	188	-36	-19
At Equity	5	5	0	0
EBIT	157	193	-36	-19
Earnings after tax	112	140	-28	-20



EBIT by regions H1 2019 (H1 2018)¹



¹2018 comparable

Cash flow H1 2019



€mn	H1 2019	H1 2018	Δ in %
Earnings after tax	112	140	-20
Amortization/Depreciation	36	28	29
Changes in net operating working capital (NOWC)	-20	-32	38
Other changes	-36	-10	>100
Capex	-76	-41	-85
Free cash flow before acquisitions	16	85	-81
Acquisitions	-10	-1	>100
Free cash flow	6	84	-93



H1 2019 earnings summary

- Decrease in sales in EMEA and Asia-Pacific mainly due to weakness of the automotive market in China and Germany
- North and South America in Q2 also with organic sales decrease
- Positive FX effects North- and South America (+4%) due to a strong US dollar, minor negative effect (-1%) in EMEA and no effect in APAC; External growth (+1%) in APAC due to acquisition of NULON
- Product mix changes and higher manufacturing costs (in particular staff and D&A) related to the growth initiative result in a decrease of gross profit by 5% to €441 mn (464). Gross profit margin decreases to 34.0% (35.4)
- Additional D&A and higher staff costs increase other function costs by €13 mn to €289 mn (276)
- EBIT therefore, combined with sales decrease, lower y-o-y at €157 mn (193); Earnings after tax at €112 mn (140), down by 20%



Outlook 2019 adjusted

Performance indicator	Actual 2018	Outlook 2019 (March 19)	Adjusted Outlook 2019 (August 19)
Sales	€2,567 mn	+2% to +4%	-3% to +0%
EBIT comparable (before one-off effect)	€371 mn	-5% to -2%	-27% to -17%
EBIT	€383 mn	-8% to -5%	-30% to -20%
FUCHS Value Added	€251 mn	~ €200 mn	€130 to €160 mn
Free cash flow before acquisitions	€147 mn	~ €100 mn	€70 mn to €90 mn

- Cost increase as planned as a result of investments in new and existing plants, people, R&D and IT

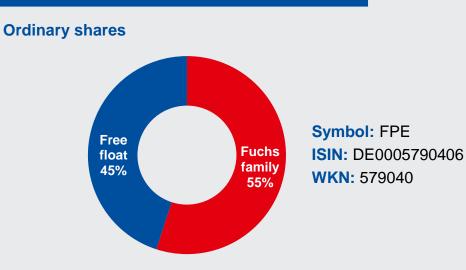
Planned capex on record level (€180 mn) with focus on: Germany, China, Sweden, USA, Russia an UK



Breakdown ordinary & preference shares



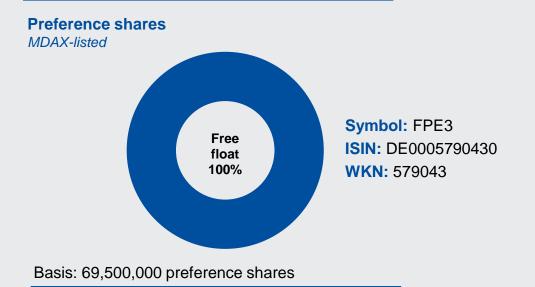
(December 31, 2018)



Basis: 69,500,000 ordinary shares

Characteristics:

- Dividend
- Voting rights

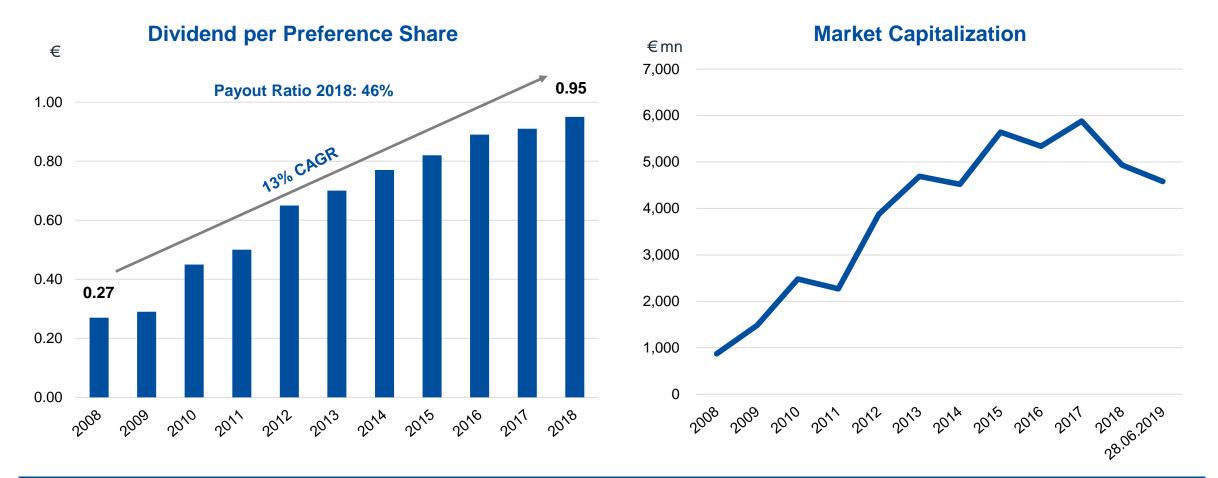


Characteristics:

- Dividend <u>plus</u> 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.)



Stable dividend policy



Our target: Increase the absolute dividend amount each year or at least maintain previous year's level.





FUCHS2025 Journey Why?

We reached a size of 2.5 bn EUR with a complex organization but we are missing some global standards.

To continue being successful means:

- We will maintain the successful elements of the FUCHS DNA.
- To a certain extent, we have to leave our comfort zone to explore new opportunities.
- We aim to become more agile, communicate free of hierarchies, have an open feedback culture and share more information.

Three Key Elements

2018



CULTURE needs strong

- Leadership put words into action!
- Compelling change story
- Collaboration

ACT GLOBAL!

2025

STRATEGY needs a clear

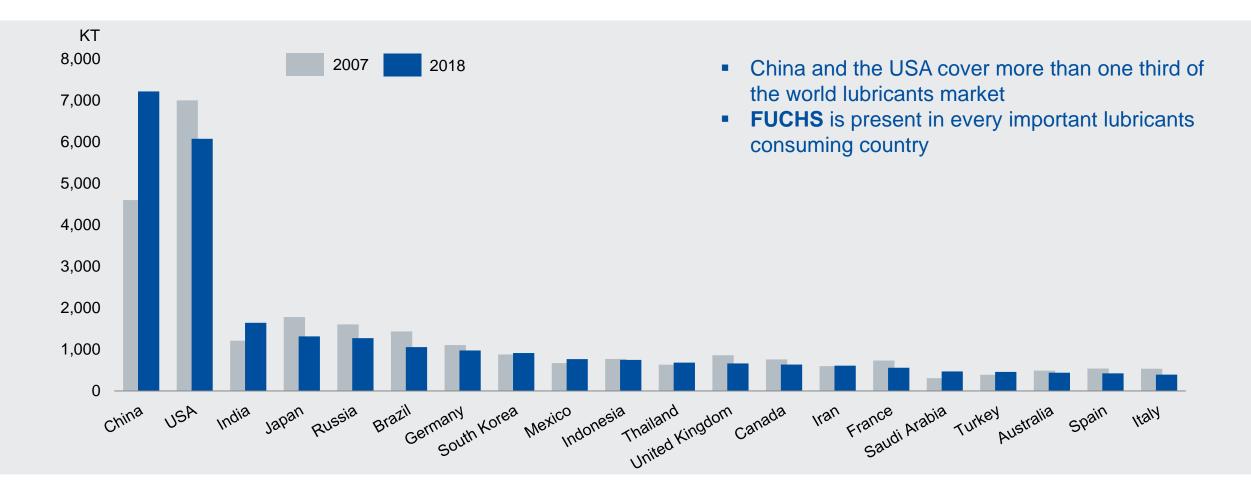
- Vision
- FUCHS2025 roadmap
- Local implementation

STRUCTURE needs robust

- Standard processes
- IT & SC integration
- Global organization

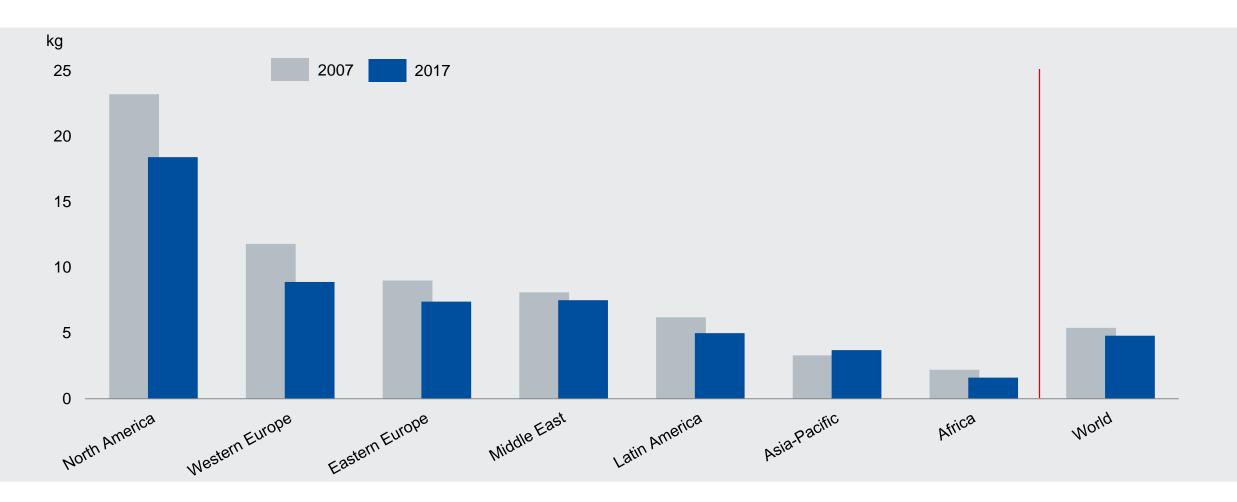
Top 20 lubricant countries





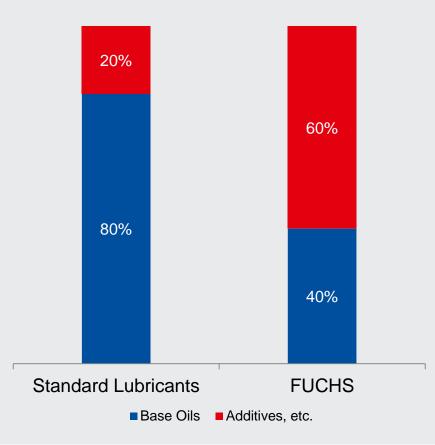


Regional per-capita lubricants demand



Base oil / additives value split

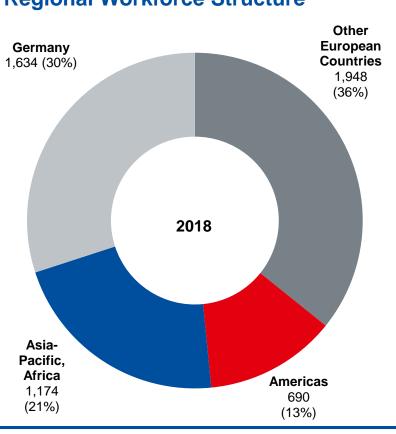




- Base oil prices do not necessarily follow crude oil prices
- No direct link between additives and crude oil prices. We even face price increases for certain raw materials where supply/demand is not balanced or special situations occur
- Special lubricants consist of less base fluid and more additives

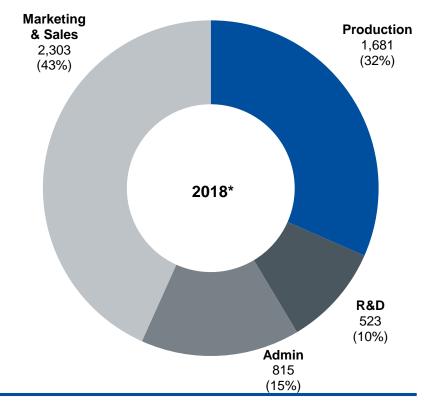


Workforce Structure 5,446 employees globally



Regional Workforce Structure

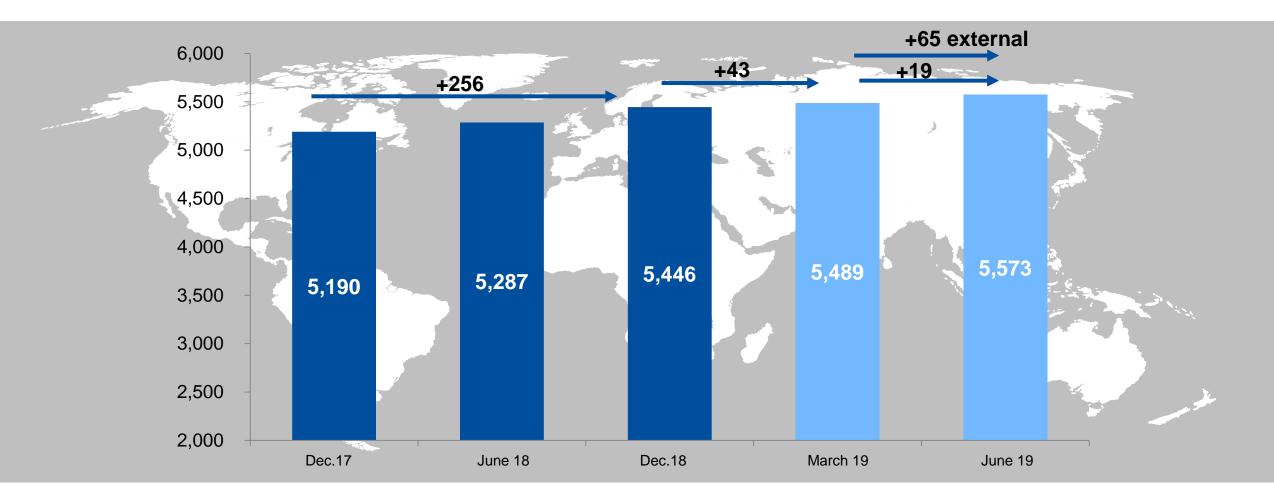
Functional Workforce Structure



*Excl. 124 Trainees

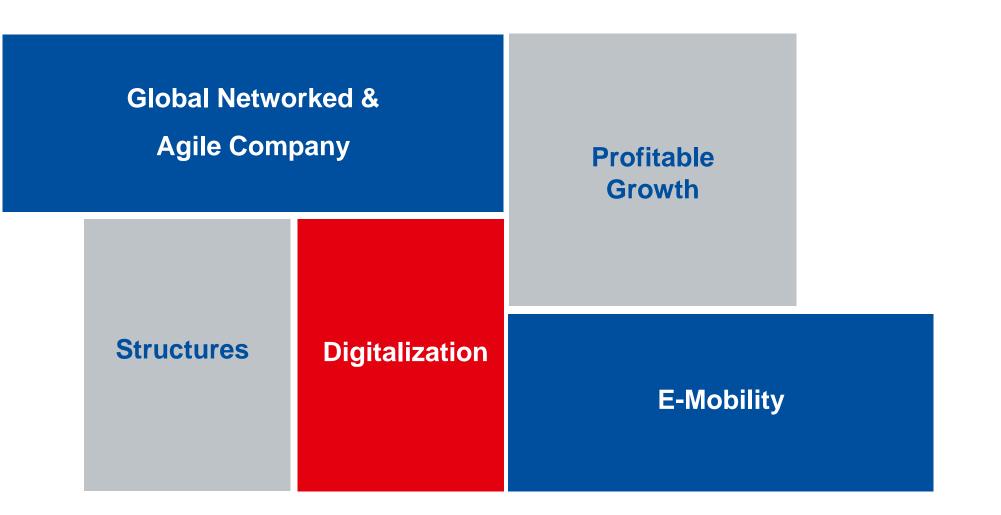
Staff development





Challenges & Opportunities







FUCHS' 3C grease commitment Germany / USA / China

- Globally identical production equipment
- Globally identical finishing equipment
- Globally identical quality control test devices
- Globally similar raw materials
- Globally identical quality standards

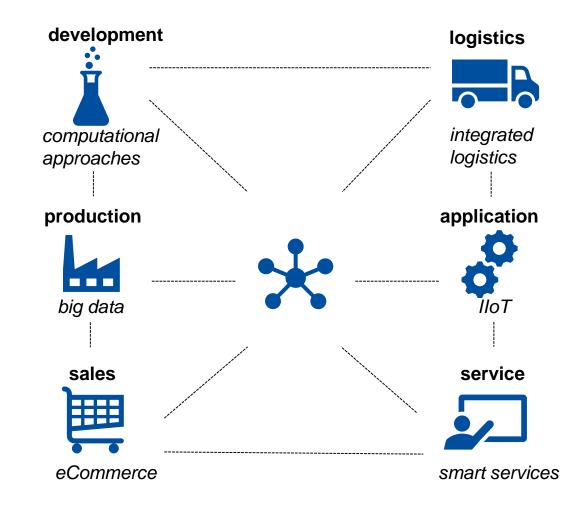




Digitalisation will fundamentally change our value creation

With our "think tank" in the FUCHS family, **inoviga GmbH**, we created a unit aiming to deliberately engage in new ways of thinking and to be the driving force behind digitalization projects.

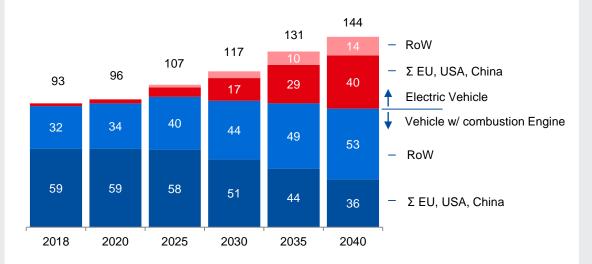
inoviga's mission: co-create next level FUCHS



Electrification of cars creates new applications



Global light-duty vehicles sales forecast (in mn units)



• No market revolution expected:

Evolution of existing technologies: Hybrids with efficient combustion engines will dominate the market

 Increasing demand of EVs mainly in larger cities with high traffic density across Europe, China and USA

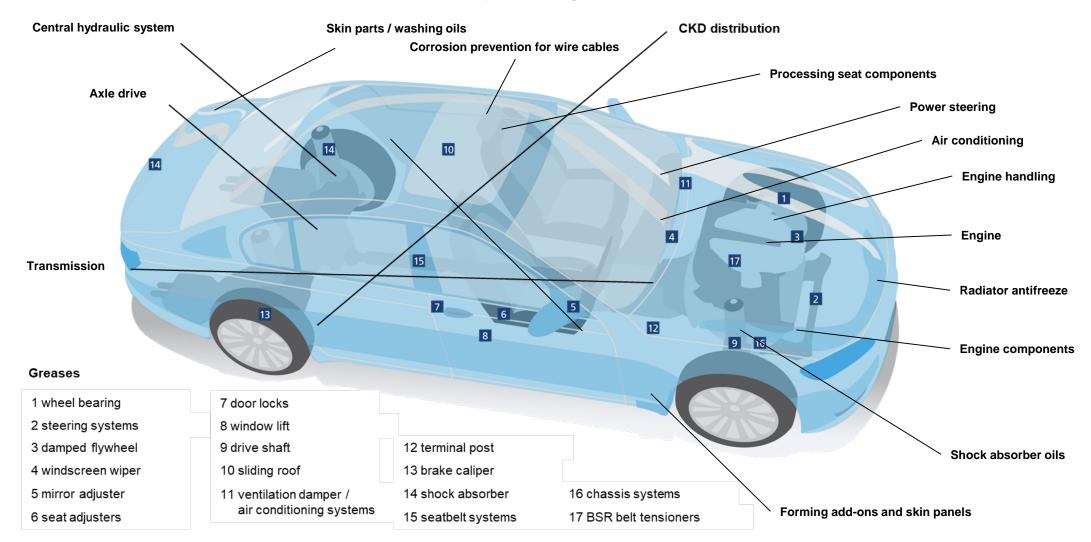
Source: FEV / Base Scenario

Powertrain Applications	ICE	HEV	BEV
	Contraction.	Stor Cont	Contraction of the second
Engine oil	\checkmark	\checkmark	-
Transmission oil	\checkmark	\checkmark	√/-
Greases	\checkmark	\checkmark	\checkmark
Specialty greases	\checkmark	+	+
Lubricants for Auxiliary systems	\checkmark	+	+
Cooling & functional liquids	\checkmark	+	+



Lubricant applications in passenger cars

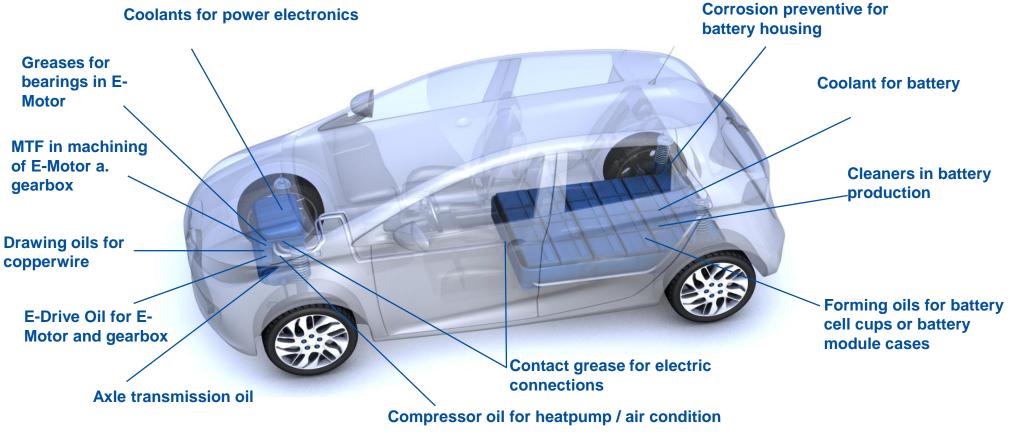
In modern cars there are more than 30 different types of greases





Lubricant applications in passenger cars

Electrification brings a variety of opportunities for FUCHS



Products, which are needed independent from propulsion type are not shown

Electric cars – new technology calls for new lubrication

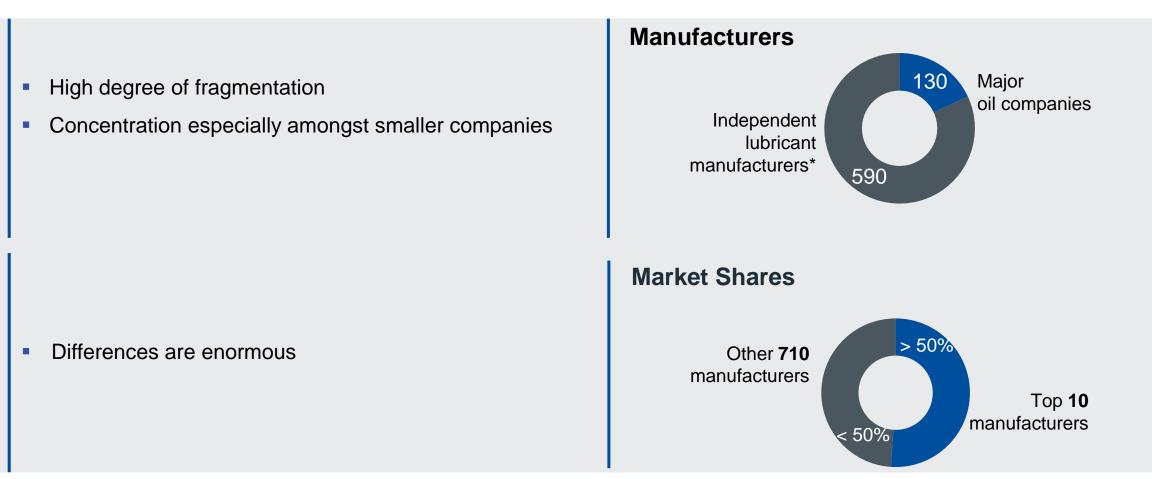


- Electrification of cars will lead to new applications and higher requirements for existing applications
- Regardless of the powertrain type, every car needs a variety of other lubricant applications
- Combustion engines will face further efficiency improvements leading to higher requirements of existing lubricants (e.g. higher protection against deposits for turbocharged engines, higher heat and ageing stability for more compact engines)
- Hybrid cars with efficient combustion engines will place complex requirements for existing applications but also create new demand for new applications
- EVs will place whole new demand on gear oils, coolants, greases (e.g. contact with electrical currents and electromagnetic fields, higher heat emission, reduction gears with less gear steps and higher input speeds)
- FUCHS is used to quickly adapting to new market demands and is working on concrete methods to meet the challenges of the future mobility

Electrification is an opportunity for FUCHS to further strengthen its market leadership with technically advanced solutions

Further market consolidation to be expected







Long-term objective: Focus on Shareholder Value

Drive returns	 Organic growth through strict customer focus, geographic expansion and product innovation Improve operating profitability through margin and mix management, operating cost management and efficiency improvements
Optimize capital	 Capex with returns above WACC Manage NOWC
Strengthen portfolio	 Reinvest in the business Acquisitions

Cash allocation

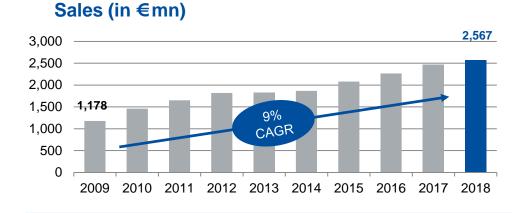


Cash allocation priority

Reinvest in the business	Return cash to shareholders
Сарех	Stable Dividends
Acquisitions	Share Buyback

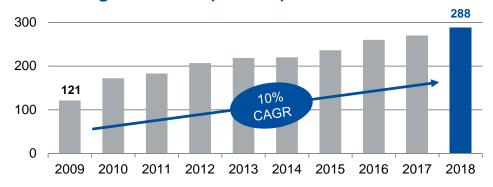


Unique track record for continued profitability and added value

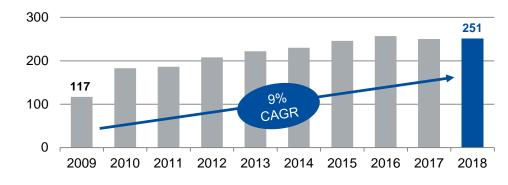


EBIT (in €mn) 14.9% 15.3% 500 18.0% 383 375 12.0% 250 180 9% 6.0% CAGR 125 0 0.0% 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 EBIT -EBIT margin

Earnings After Tax (in €mn)

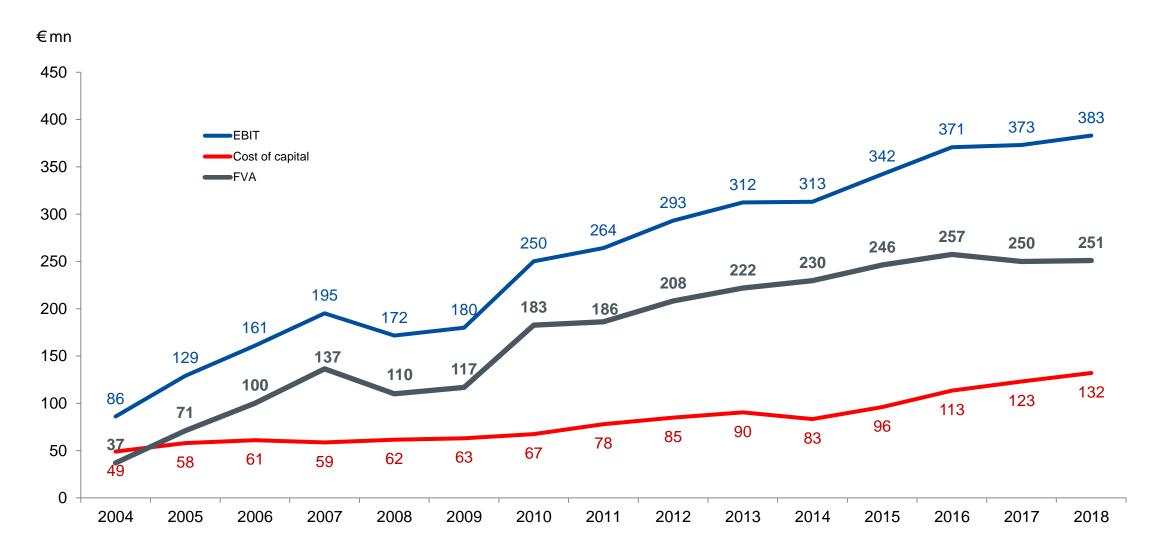


FVA (in €mn)





Development EBIT – Cost of Capital – FVA



Stable EBIT in 2018



€mn	2014	2015	2016	2017	2018	Δ 17/18
Sales	1,866	2,079	2,267	2,473	2,567	3.8%
Gross Profit	693	791	851	882	899	1.9%
Gross Profit margin	37.2%	38.1%	37.5%	35.7%	35.0%	-0.7%-points
Other function costs	-400	-467	-499	-526	-542	3.0%
EBIT before at Equity	293	324	352	356	357	0.3%
EBIT margin before at Equity	15.7%	15.6%	15.5%	14.4%	13.9%	-0.5%-points
At Equity	20	18	19	17	26	52.9%
EBIT	313	342	371	373	383	2.7%
EBIT margin	16.8%	16.5%	16.4%	15.1%	14.9%	-0.2%-points
EBITDA	343	381	418	426	441	2.1%
EBITDA margin	18.4%	18.3%	18.4%	17.2%	17.2%	-0.3%-points



Solid balance sheet and strong cash flow generation

€mn	2018	2017	2016	2015	2014
Total assets	1,891	1,751	1,676	1,490	1,276
Goodwill	174	173	185	166	88
Equity	1,456	1,307	1,205	1,070	916
Equity ratio	77%	75%	72%	72%	72%

€mn	2018	2017	2016	2015	2014
Net liquidity	191	160	146	101	186
Operating cash flow	267	242	300	281	255
Capex	121	105	93	50	52
Free cash flow before acquisitions ¹	147	142	205	232	210
Free cash flow	159	140	164	62	188

¹ Including divestments.



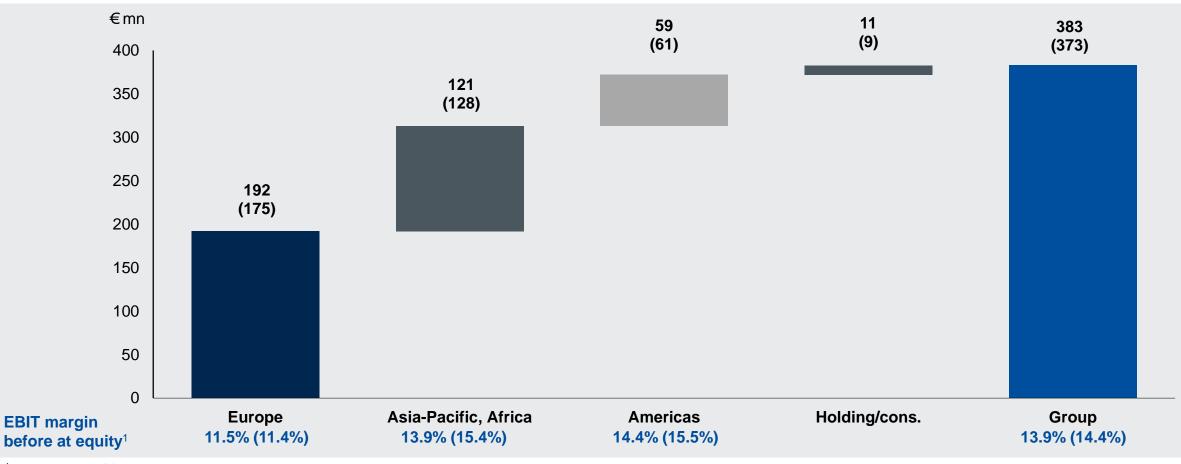
Regional sales growth 2018

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

	2018 (€mn)	2017 (€mn)	Growth	Organic	External	FX
Europe	1,546	1,515	+2%	+3%	0%	-1%
Asia-Pacific, Africa	783	733	+7%	+11%	-	-4%
Americas	409	393	+4%	+13%	-	-9%
Consolidation	-171	-168	-	-	-	-
Total	2,567	2,473	+4%	+7%	-	-3%



EBIT by regions 2018 (2017)¹



¹2017 comparable

Cash flow 2018

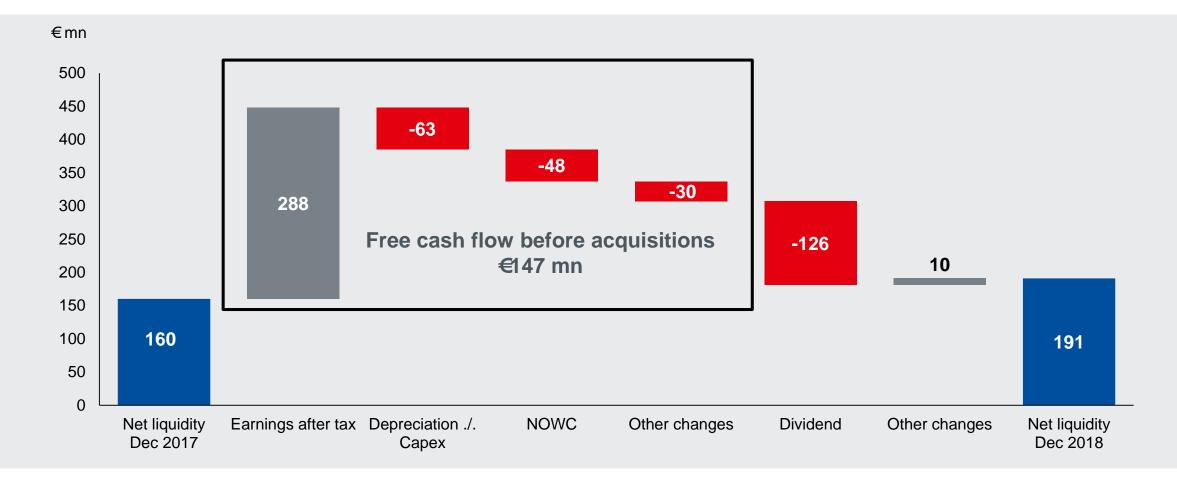


€mn	2018	2017	Δ in %
Earnings after tax	288	269	7
Amortization/Depreciation	58	59	-2
Changes in net operating working capital (NOWC)	-48	-78	-39
Other changes	-30	-3	-
Capex	-121	-105	15
Free cash flow before acquisitions ¹	147	142	4
Acquisitions ¹	12	-2	-
Free cash flow	159	140	14

¹ Including divestments.

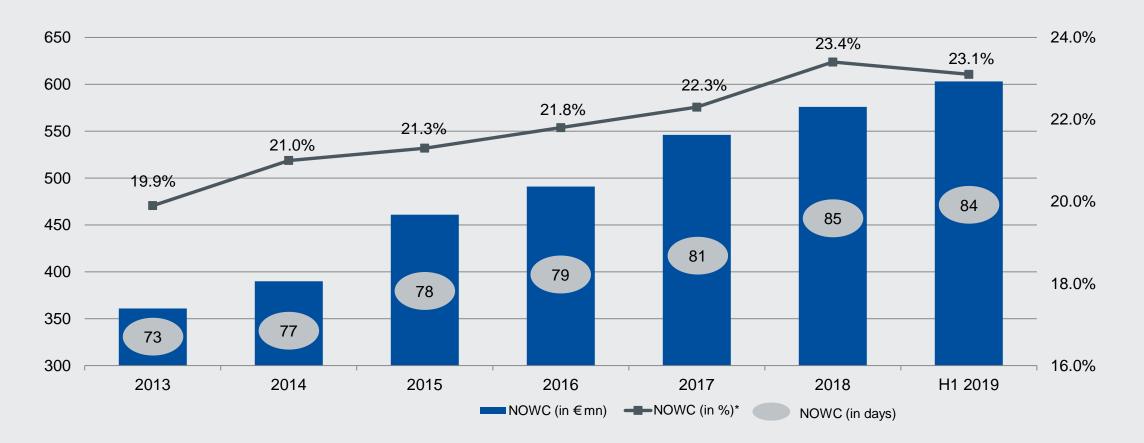


Net Liquidity 2018





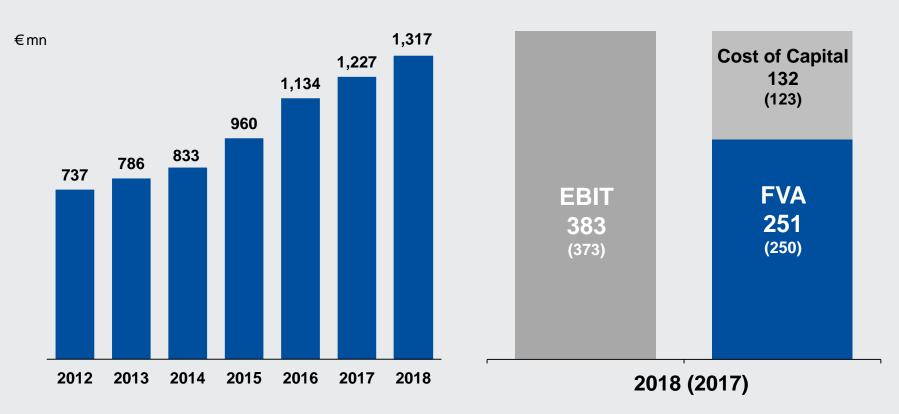
Net operating working capital (NOWC)*



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



FUCHS Value Added (FVA)



Ø Capital Employed

Cost of Capital = CE x WACC (10%)



FY 2018 earnings summary

- Mainly volume driven organic sales growth coming from Asia-Pacific, Africa and North and South America; Europe driven by price and product mix changes
- Strong negative FX effects in North and South America as well as in Asia-Pacific, Africa
- Although higher raw material costs were largely passed on across the Group, gross margin decreased due to production costs increases; increasing raw material prices had different impacts with respective regional FX development; Europe compensated with stronger Euro in H1
- Cost increases due to investments in new and existing plants, in additional employees as well as in increased R&D as planned
- Increase in earnings after tax stronger than EBIT growth due to a lower tax rate of 26.2% (28.8%) mainly attributable to lower withholding taxes on dividends
- Capex on record level (€121 mn), however lower than originally planned (€140 mn) due to project delays
- NOWC up to 23.4% of sales mainly due to slowdown of business in Q4



Adjusted 2018 quarterly figures accounting for the new segment reporting structure

			EMEA		Asia-Pacific					North and South America				
018 comparable	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4
Sales by company location	415	414	408	381	1,618	178	191	173	164	706	95	104	105	105
BIT before at equity income	47	48	46	44	185	28	28	24	22	102	13	17	15	14
n % of sales	11.3	11.6	11.3	11.5	11.4	15.7	14.7	13.9	13.4	14.4	13.7	16.3	14.3	13.3
ncome from at equity companies	3	3	15	5	26	-	-	-	-	-	-	-	-	-
Segment earnings (EBIT)	50	51	61	49	211	28	28	24	22	102	13	17	15	14
in % of sales	12.0	12.3	15.0	12.9	13.0	15.7	14.7	13.9	13.4	14.4	13.7	16.3	14.3	13.3

2018 comparable		Holding / Consolidation							FUCHS Group					
		Q1	Q2	Q3	Q4	FY	C	21	Q2	Q3	Q4	FY		
Sales by company location	-	-45	-41	-44	-36	-166	6	43	668	642	614	2,567		
EBIT before at equity income	-	1	6	3	1	11		89	99	88	81	357		
in % of sales	-	-	-	-	-	-	13	8.8	14.8	13.7	13.2	13.9		
Income from at equity companies	_	0	-1	1	0	0		3	2	16	5	26		
Segment earnings (EBIT)	_	1	5	4	1	11		92	101	104	86	383		
in % of sales		-	-	-	-	-	14	1.3	15.1	16.2	14.0	14.9		



Quarterly income statement

6 mn		20 ′	16			20	17			20	18			201	9	
€mn	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Sales	550	586	567	564	618	629	615	611	643	668	642	614	643	653		
Gross Profit	206	221	214	210	226	226	215	215	225	239	222	213	217	224		
Gross Profit margin (in %)	37.4	37.7	37.8	37.1	36.6	35.8	35.0	35.2	35.0	35.8	34.6	34.7	33.7	34.3		
Other function costs	-126	-128	-125	-120	-137	-134	-129	-126	-136	-140	-134	-132	-142	-147		
EBIT before at Equity	80	93	89	90	89	92	86	89	89	99	88	81	75	77		
EBIT margin before at Equity (in %)	14.6	15.8	15.8	15.9	14.5	14.5	14.1	14.6	13.8	14.8	13.7	13.2	11.7	11.8		
At Equity	5	5	5	4	5	4	5	3	3	2	16	5	2	3		
EBIT	85	98	94	94	94	96	91	92	92	101	104	86	77	80		
EBIT margin (in %)	15.5	16.6	16.5	16.8	15.3	15.1	14.8	15.1	14.3	15.1	16.2	14.0	12.0	12.3		
EBITDA	97	109	105	107	107	109	105	111	106	115	118	102	95	98		
EBITDA margin (in %)	17.6	18.7	18.6	18.8	17.4	17.3	17.0	18.2	16.5	17.2	18.4	16.6	14.8	15.0		

The Executive Board





Stefan Fuchs: CEO; Americas (until Sept. 30, 2019), Corporate Group Development, HR, PR & Marketing



Dr. Lutz Lindemann: CTO; R&D, Technology, Product Management, Supply Chain, Sustainability, inoviga GmbH, Mining Division, OEM Division



Dr. Timo Reister: Asia-Pacific, Americas (as of Oct. 2019), Industrial Sales Strategy



Dr. Ralph Rheinboldt: Europe, Middle East & Africa, LUBRITECH Division



Dagmar Steinert: CFO; Finance, Controlling, Investor Relations, Compliance, Internal Audit, IT (incl. SAP/ERP-Systems), Legal, Tax

Executive Compensation & FUCHS Shares



Executive Board

25%

of variable compensation

must be invested in FUCHS preference shares with a 3 year lock-up period

Supervisory Board

50%

of variable compensation

must be invested in FUCHS preference shares with a lock-up period of 5 years. The vesting period is waived when the member leaves the Supervisory Board

Financial Calendar & Contact



Financial Calendar 2019

March 20, 2019	Full Year Results 2018
May 3, 2019	Quarterly Statement Q1 2019
May 7, 2019	Annual General Meeting 2019
June 25, 2019	Capital Market Day 2019
August 1, 2019	Half-year Financial Report 2019
October 30, 2019	Quarterly Statement Q3 2019

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

Investor Relations Contact

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