

FUCHS GROUP

Financial Results FY 2022

| Analyst's Conference, 8th March 2023

| Stefan Fuchs, CEO

| Isabelle Adelt, CFO



MOVING YOUR WORLD

A modern, multi-story office building with a curved facade and large windows. The building is surrounded by a paved courtyard and greenery. A blue semi-transparent overlay covers the lower-left portion of the image, containing the text '1 Our company'.

1 Our company

MOVING YOUR WORLD

Numerous crises and uncertainties

Russia/Ukraine war



Inflation



Energy crisis



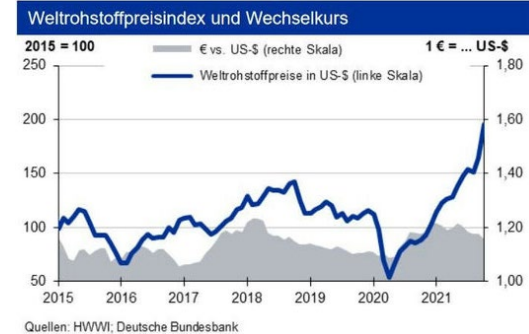
Covid



Supply Chain



Raw material costs



FUCHS' Executive Board put up for the future



Stefan Fuchs
CEO



Isabelle Adelt
CFO



Dr. Sebastian Heiner
CTO



Dr. Timo Reister
Asia & Americas
Automotive Aftermarket



Dr. Ralph Rheinboldt
EMEA
Specialties & Industry



Dr. Lutz Lindemann

FUCHS IS THE MOST DIVERSE COMPANY IN GERMANY

ACCORDING TO BCG Gender Diversity Index 2022



Among the **100 largest** listed companies in Germany, **FUCHS rises to No. 1**, ahead of SAP and Fraport AG.

Source: BCG Gender Diversity Index 2022

The background features a complex, glowing particle simulation. It consists of numerous small, bright blue and red spheres scattered across a dark blue field. Some of these spheres are connected by thin, faint lines, creating a network-like structure. A prominent, bright blue, curved band of particles runs diagonally across the lower right portion of the image. In the center-left, there is a solid blue rectangular box with white text.

2 Numbers and facts

HIGHLIGHTS FY 2022

FUCHS SUCCESSFULLY COMPLETES CHALLENGING YEAR 2022

€3,412 mn

Sales up 19% yoy

€365 mn

EBIT slightly up 1% yoy

€172 mn

FVA down 16% yoy

FY 2022

- Sales development strongly price- and currency-driven
- EBIT slightly higher due to strong increase in sales; margin with 10.7% at expected inflection point
- Strong build-up in NOWC weighing on FCF and FVA
- Successful compensation of sig. cost inflation through higher selling prices paving the way for 2023

Outlook FY 2023

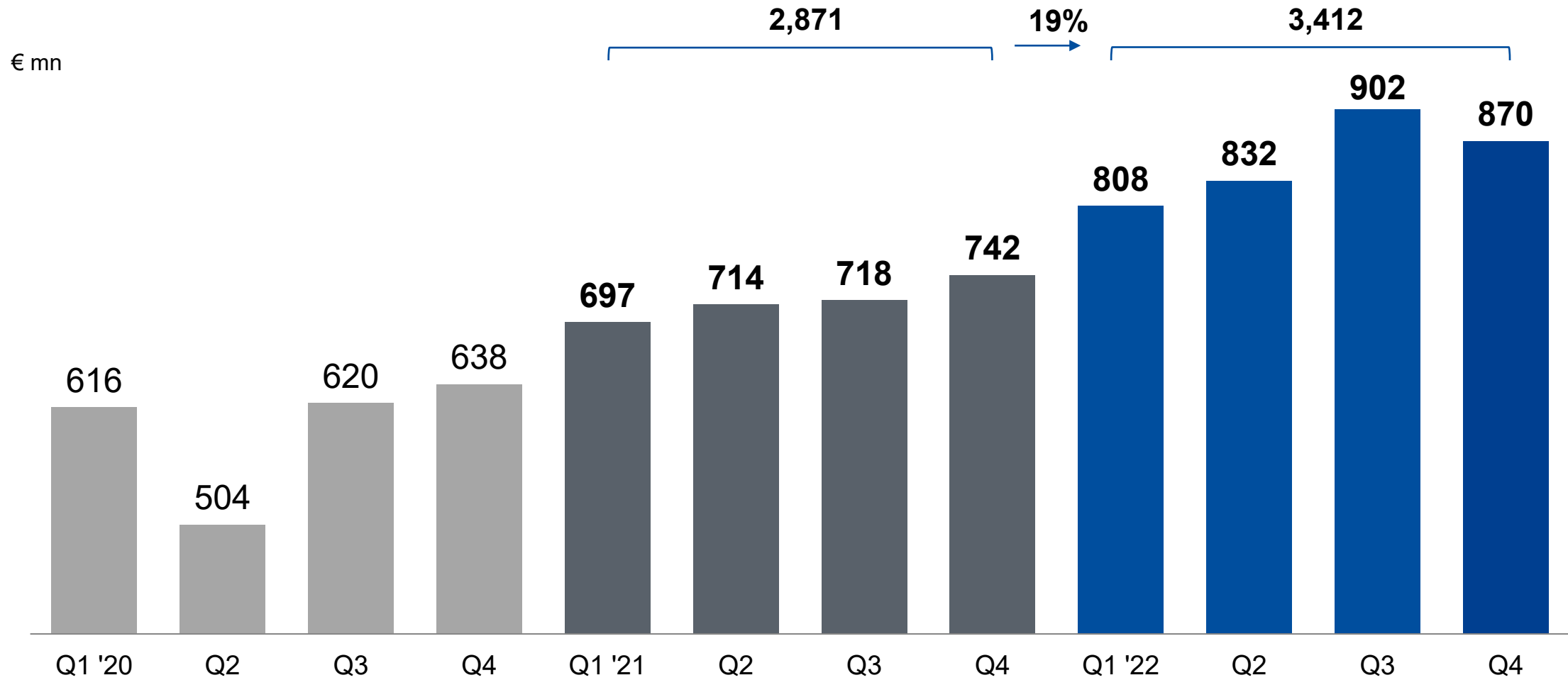
Striving for all-time highs in sales, EBIT and FCF bef. acq.

- Sales: ~ €3.6 bn
- EBIT: ~ €390 mn
- FCF bef. acq.: ~ €250 mn
- FVA: above prior year

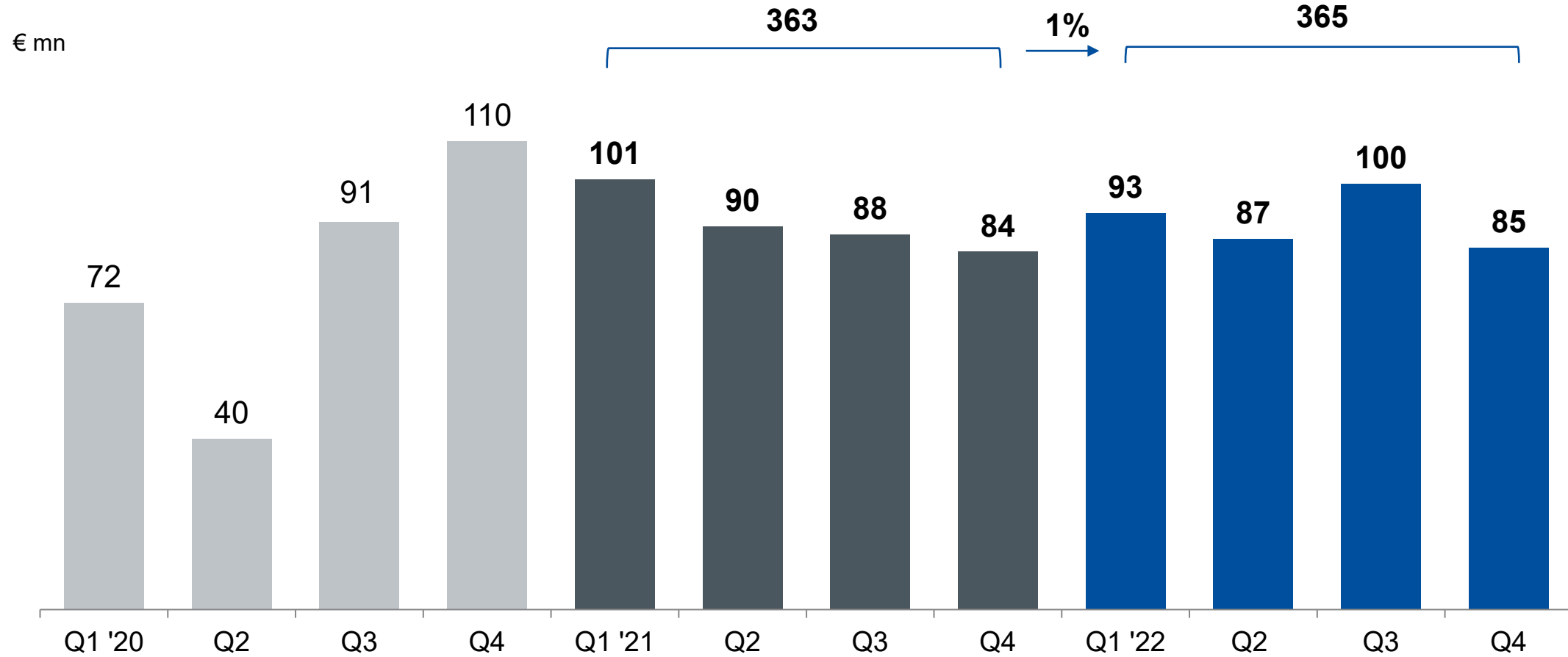
Dividend increase of 4%

- €1.07 per pref. share
- €1.06 per ord. share

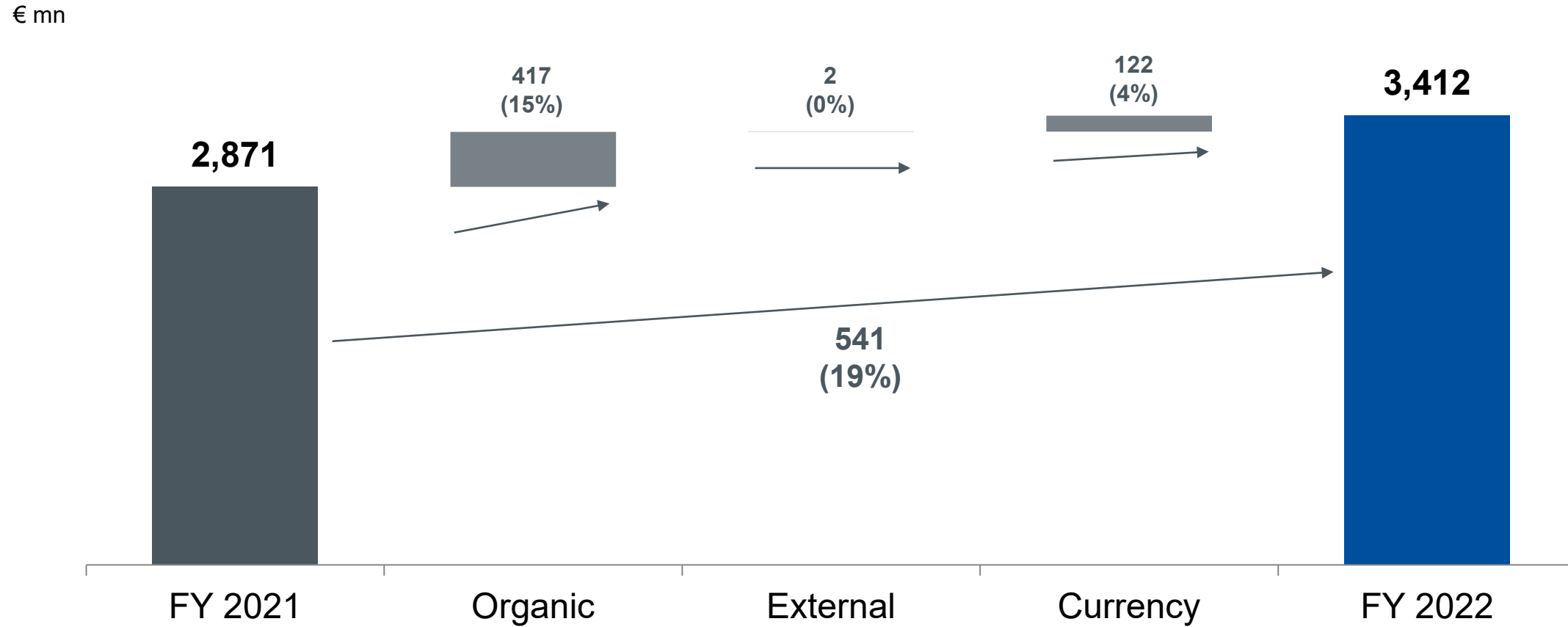
SALES DEVELOPMENT



EBIT DEVELOPMENT



FY 2022 GROUP SALES



FY 2022 EARNINGS SUMMARY

KPI in € mn	FY 2022	FY 2021
Sales	3,412	2,871
Cost of sales	-2,358	-1,906
Gross profit	1,054	965
Other function costs	-698	-611
EBIT bef. at Equity	356	354
EBIT	365	363
CAPEX	79	80
NOWC	-206	-152
FCF bef. acq.	61	90

- Sales up 19% mainly price- and currency-driven
- Gross profit up 9% by compensation of sig. cost inflation through higher selling prices, however margin of 30.9% 2.7%-pts. lower
- Other function costs 14% up, driven by higher freight and energy costs and sig. higher personnel costs
- EBIT stable; margin at 10.7% in view of inflationary sales
- CAPEX on prior year level
- NOWC outflow 36% higher reflecting further price increases
- FCF bef. acq. lower due to strong NOWC build-up

EUROPE, MIDDLE EAST, AFRICA

KPI in € mn	FY 2022	FY 2021
Sales	2,036	1,710
Organic growth	317 (19%)	253 (17%)
External growth	2 (0%)	3 (0%)
FX effects	7 (0%)	8 (1%)
EBIT bef. at Equity	161	157
EBIT	170	166

- Sales up 19% mainly price-driven
- All countries contributed to sales growth, most of them with double-digit growth rates
- Positive currency effects from Great Britain, South Africa and Russia offset negative effects from Poland and Sweden
- EBIT higher 2% through compensation of massive cost inflation by selling price increases

ASIA-PACIFIC



KPI in € mn	FY 2022	FY 2021
Sales	929	855
Organic growth	21 (3%)	133 (19%)
External growth	0 (0%)	0 (0%)
FX effects	53 (6%)	24 (3%)
EBIT bef. at Equity	113	122
EBIT	113	122

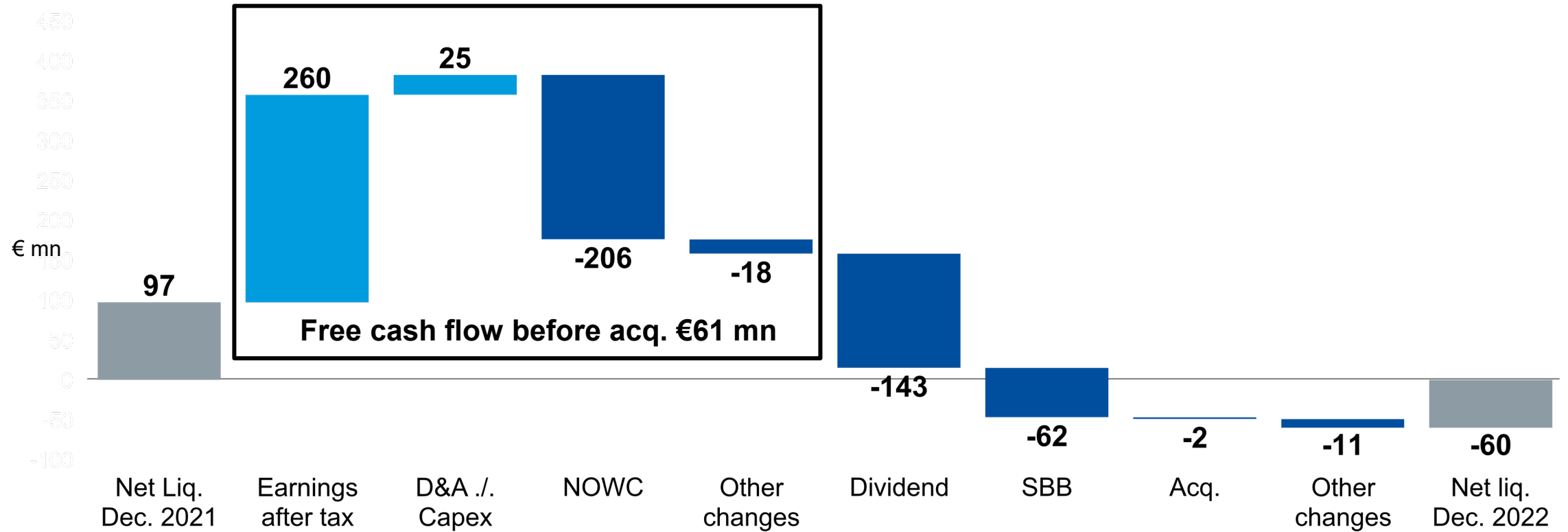
- Sales up 9% mainly driven by currency effects
- China negatively impacted by lockdowns from zero-covid strategy; positive currency effects and growth in other regions support sales growth
- EBIT 7% lower due to lower contribution from China despite positive currency effects
- India, South-East Asia and Australia with earnings growth

NORTH AND SOUTH AMERICA

KPI in € mn	FY 2022	FY 2021
Sales	653	471
Organic growth	119 (25%)	96 (25%)
External growth	0 (0%)	12 (3%)
FX effects	63 (14%)	-24 (-6%)
EBIT bef. at Equity	77	60
EBIT	77	60

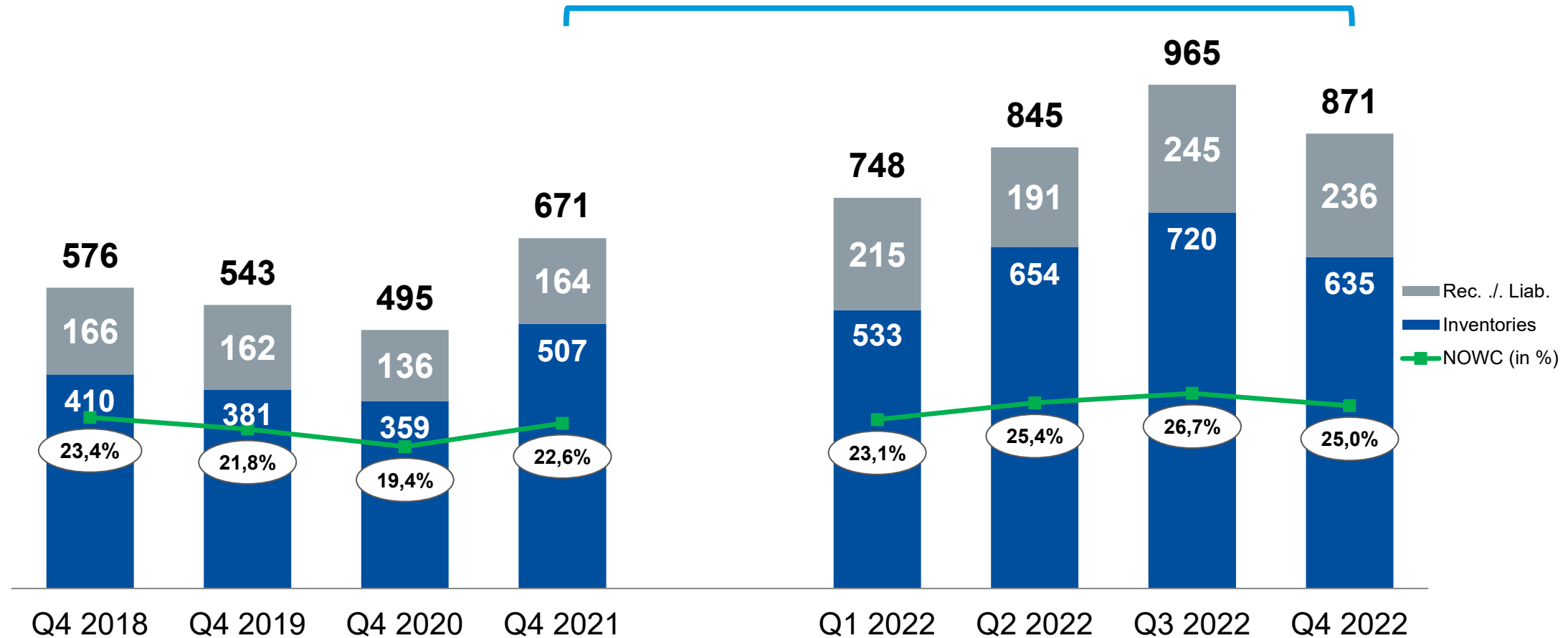
- Sales up 39% due to strong organic growth and positive FX-effects
- Organic growth primarily price-driven alongside business growth, amongst others from pleasing development of Nye Lubricants
- EBIT significantly up 28%, driven by sales development and positive FX-effects
- Nye Lubricants, Mexico and South America with positive contribution to earnings development

NET LIQUIDITY



NET OPERATING WORKING CAPITAL (NOWC)

Q4 22 vs Q4 21: Inventories + €128 mn
Rec. ./ Liab. + €72 mn



DIVIDEND PROPOSAL

RELIABLE DIVIDEND POLICY

**21 consecutive years
with dividend
increases**

The Executive and
Supervisory Board will
propose an increase of €0.04
to the Annual General Meeting

4%
**higher dividend
payment proposed**

**€1.07
(1.03)**

per preference share

**€1.06
(1.02)**

per ordinary share

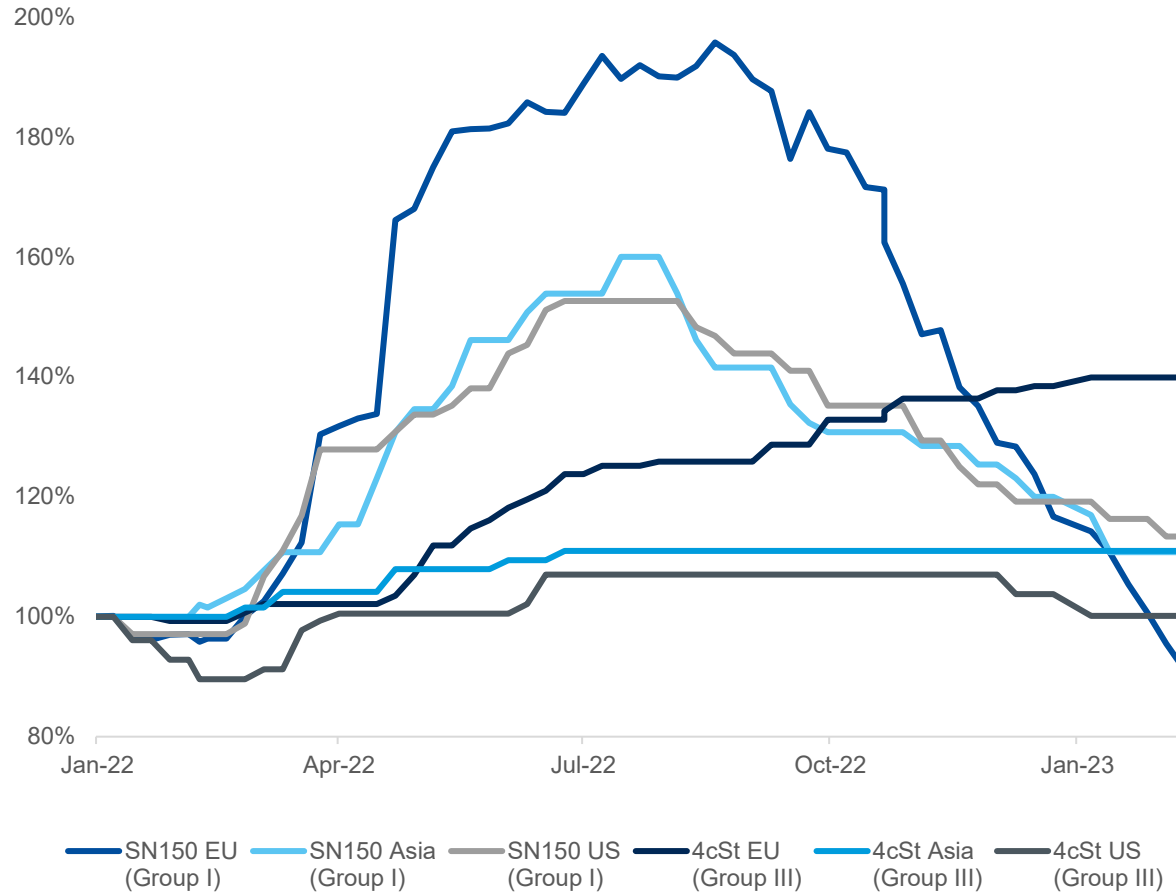
2023 OUTLOOK MARKING A STEP TOWARDS EBIT TARGET 2025

STRIVING FOR ALL-TIME HIGHS IN SALES, EBIT AND FCF BEF. ACQUISITIONS

KPI* in € mn	2022	2023	
Sales	3,412	~ 3,600	Organic growth from higher business volume and pricing lag-effects
EBIT	365	~ 390	Strict cost management vs. cost inflation (esp. personnel, freight)
FVA	172	above prior year	Higher earnings vs. slightly higher capital employed
FCF bef. acq.	61	~ 250	Higher earnings, sig. lower NOWC build-up compared to 2022

* The impact of the ongoing tense geopolitical situation on the global economy and FUCHS cannot be estimated at this time. In addition, the further development of raw material prices remains a matter of great uncertainty.

DIFFERENT PRICE DEVELOPMENTS FOR RAW MAT. BASKET



- **Base oil group I and II** further decreased globally with regional differences in terms of timing and magnitude
- **Base oil group III** remained firm due to structural tightness and persisting supply limitations of single producers
 - Existing trends to persist for the moment
- Prices for **additive packages and other raw materials** still increasing in all regions due to ripple effects from suppliers' cost base (energy, freight etc.)
 - However, prices start to stabilize with less constraints on the market for most of the components

Data as at February 21st, 2023
%-changes vs. Dec. 31st, 2021

A woman with curly hair, wearing a bright blue blazer over a denim shirt and white trousers, is riding a black and white electric scooter on a city sidewalk. She is smiling and wearing white earbuds. The background shows a sunny urban street with parked cars, trees, and a building. A large blue semi-transparent box is overlaid on the left side of the image, containing the text '3 News from the FUCHS world'.

3 News from the FUCHS world

MOVING YOUR WORLD

Powering future mobility

ALL PERFORMANCE FLUIDS
IN A BATTERY'S LIFE

LUBRICANTS.
TECHNOLOGY.
PEOPLE.



MOVING YOUR WORLD



All lubricants and performance fluids

For the battery's whole lifecycle

Sustainable – on all continents

PHASE 3
On the Road

PHASE 1
Manufacturing

PHASE 2
Assembly



PHASE 3

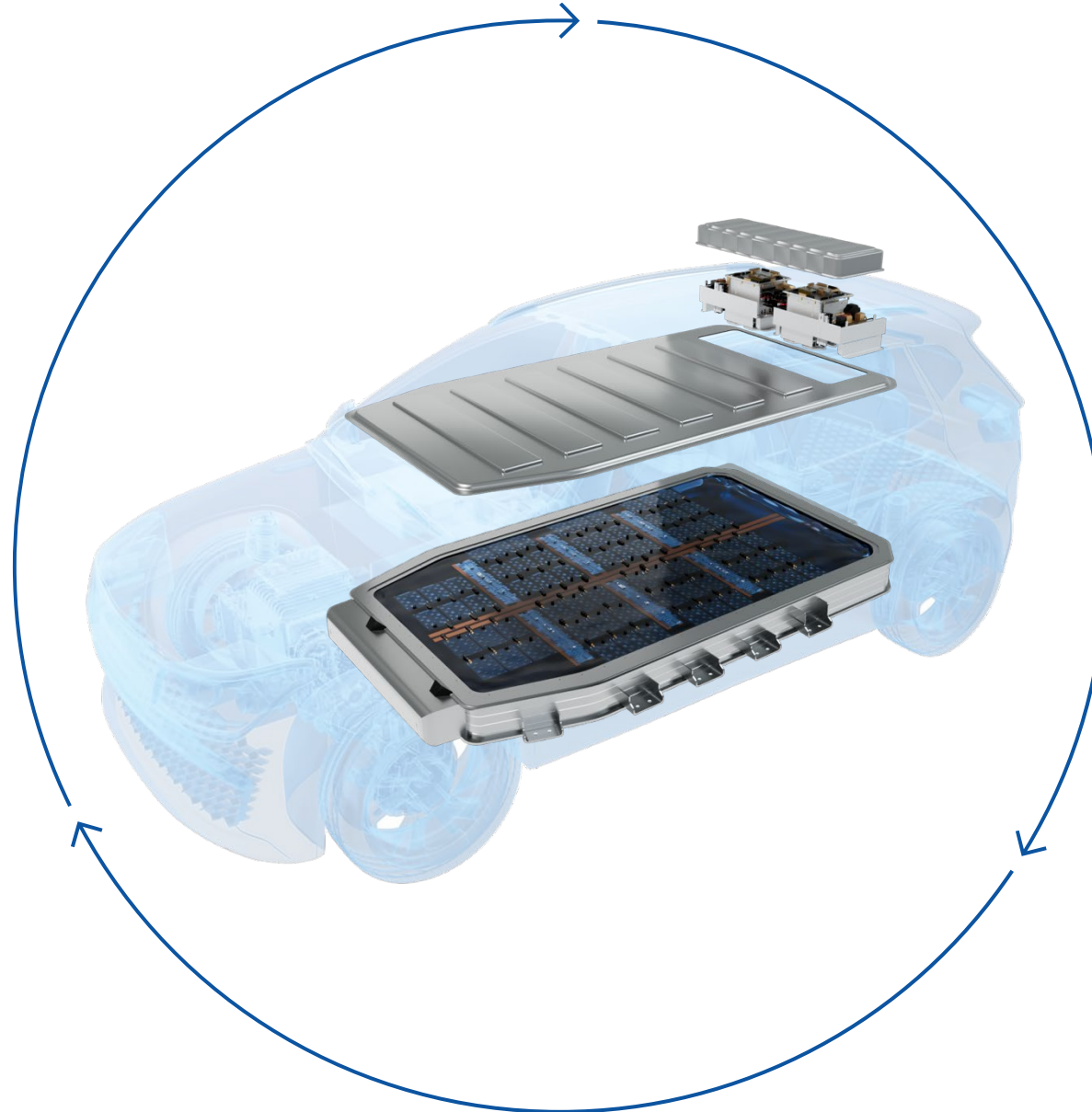
On the road

- Thermal fluids
- Connector greases
- Corrosion protection
- Cleaners

PHASE 2

Assembly

- Heat conductive pastes / Gap fillers
- Thermal fluids
- Electrolytes by E-Lyte
- Connector greases
- Screw coatings
- Corrosion protection

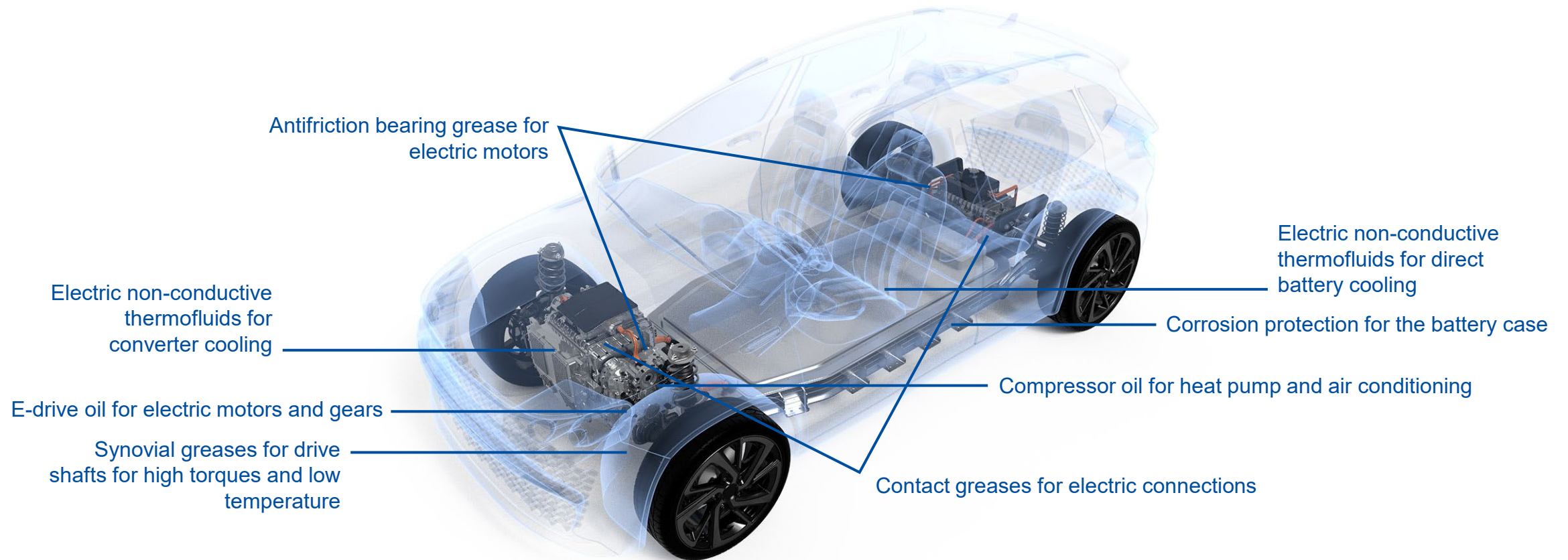


PHASE 1

Manufacturing

- Stamping lubricants
- Metal working fluids for machining processes
- Forming oils
- Corrosion protection for transportation
- Cleaners

FUCHS BluEV



FINANCIAL CALENDAR & CONTACT

Financial Calendar 2023

April 28, 2023	Quarterly Statement Q1 2023
May 3, 2023	Annual General Meeting 2023
July 28, 2023	Financial Report H1 2023
October 27, 2023	Quarterly Statement 9M 2023

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

Investor Relations Contact

FUCHS PETROLUB SE

Einstreinstr. 11
68169 Mannheim
Phone: +49 (0) 621 3802-1105
www.fuchs.com/group/investor-relations



Lutz Ackermann
Head of Investor Relations
lutz.ackermann@fuchs.com



Andrea Leuser
Manager Investor Relations
andrea.leuser@fuchs.com



Claudia Rippke
Specialist Investor Relations
claudia.rippke@fuchs.com

FUCHS GROUP

FINANCIAL RESULTS FY 2022

| Q&A



MOVING YOUR WORLD

DISCLAIMER



The information contained in this presentation is for background purposes only and is subject to amendment, revision and updating. Certain statements and information contained in this presentation may relate to future expectations and other forward-looking statements that are based on management's current views and assumptions and involve known and unknown risks and uncertainties. In addition to statements which are forward-looking by reason of context, including without limitation, statements referring to risk limitations, operational profitability, financial strength, performance targets, profitable growth opportunities, and risk adequate pricing, other words such as "may, will, should, expects, plans, intends, anticipates, believes, estimates, predicts, or continue", "potential, future, or further", and similar expressions identify forward-looking statements.

By their very nature, forward-looking statements involve a number of risks, uncertainties and assumptions which could cause actual results or events to differ materially from those expressed or implied by the forward-looking statements. These factors can include, among other factors, changes in the overall economic climate, procurement prices, changes to exchange rates and interest rates, and changes in the lubricants industry. FUCHS PETROLUB SE provides no guarantee that future developments and the results actually achieved in the future will match the assumptions and estimates set out in this presentation and assumes no liability for such. Statements contained in this presentation regarding past trends or activities should not be taken as a representation that such trends or activities will continue in the future.

The company does not undertake any obligation to update or revise any statements contained in this presentation, whether as a result of new information, future events or otherwise. In particular, you should not place undue reliance on forward-looking statements, which speak only as of the date of this presentation.