Half-year Financial Report as at June 30, 2022

# H1/2022

**MOVING YOUR WORLD** 



1

## Half-year management report

FUC	HS at a glance	3
1.1	Development of sales revenues in the Group	5
1.2	Development of sales revenues by regions / segments	6
1.3	Group results of operations	7
1.4	Results of operations of the regions/segments	8
1.5	Employees	9
1.6	Net assets and financial position	9
1.7	Opportunities and risks	11
1.8	Outlook	11
1.9	Share price development of FUCHS shares	12

2

## Half-year financial statements

2.1	Consolidated financial statements	1
	■ Income statement	1
	<ul> <li>Statement of comprehensive income</li> </ul>	1
	■ Balance sheet	1
	<ul><li>Statement of cash flows</li></ul>	1
	<ul><li>Statement of changes in equity</li></ul>	1
	■ Segments	1
2.2	Notes to the consolidated financial statements	2

3

## **Further information**

Responsibility statement	2
Financial calendar	2
Contact and imprint	2

FUCHS at a glance

## **FUCHS** at a glance

#### **FUCHS Group**

Amounts in € million	H1 2022	H1 2021	Change in%
Sales revenues 1	1,640	1,411	16
Europe, Middle East, Africa (EMEA)	987	850	16
Asia-Pacific	454	424	7
North and South America	300	224	34
Consolidation	-101		_
Earnings before interest and tax (EBIT)	180	191	-6
Earnings after tax	129	136	-5
Capital expenditure	24	32	-25
Free cash flow before acquisitions	0	12	_
Earnings per share (in €)			
Ordinary share	0.92	0.97	-5
Preference share	0.93	0.98	-5
Employees as at June 30	6,058	5,767	5

<sup>&</sup>lt;sup>1</sup> By company location.

- Sales revenues up 16% or €229 million yearon-year at €1,640 million (1,411); growth due to price and currency
- Earnings (EBIT) at €180 million (191) down 6% or €11 million below the strong first half of the previous year



- Geopolitical tensions, including the war in Ukraine;
   China's zero Covid strategy involving a lockdown of entire metropolises harbors high risk potential for the local and thus also the global economy
- Significant inflation in all sectors; continued strong increases in commodity prices and considerable increases in transport and energy costs
- Supply chain problems aggravated; limited raw material availability affecting production; availability problems among our customers have a negative impact on demand
- Forecast with the assumption that the aforementioned crisis situations will not worsen:
- Sales revenues for the financial year 2022 at the upper end of the €3.0 billion to €3.3 billion range due to inflation
- EBIT for the financial year 2022 at the level of the previous year and thus at the lower end of the €360 million to €390 million range (unchanged)

FUCHS at a glance

"The war in Ukraine, the zero-Covid strategy in China, interruptions and bottlenecks in the global supply chains, rising raw material prices, a threatened gas supply stoppage by Russia, increasing inflation – in recent months, the global crises have accumulated, compounded each other and impacted FUCHS' business: The massive price increases on the raw materials side keep us on our toes. Together with our customers, we reflect this development in the prices. This results in price-driven sales increases, purely arithmetical gross margin reductions and a significant increase in funds tied up in inventories and receivables due from customers. In addition, there are inflation-related cost increases for freight, energy and personnel. Overall, our EBIT of €180 million in the first half of 2022 is therefore €11 million or 6% below the very good half of 2021, which benefited from catch-up effects from the pandemic period and tailwinds in raw material prices. With regard to net liquidity, the dividend payment made in the first half of the year (€143 million) and the inflation-driven increase in net operating working capital (€147 million) must be taken into account. The share buyback resolved at the end of June had not yet played a significant role.

Despite all the market-related volatility, FUCHS once again benefited from its broad geographical positioning and highly fragmented customer base: While our business in China declined under the zero-Covid strategy there, the North and South America region showed stable development. The EMEA region, which is important for us, also delivered a high value contribution. We continue to focus on business expansion within the framework of the segment logic defined in the FUCHS2025 strategy and pursue consistent price management. For the remaining six months, we confirm our earnings forecast from April 2022.

In addition, we continue to see ourselves well positioned for the current and upcoming challenges and trust our strategy and financial possibilities. This is evidenced by our share buyback program of up to €200 million launched in June, as well as our ambitious targets presented at our Capital Markets Day: €500 million EBIT by 2025, a long-term EBIT margin of approximately 15%, annual organic growth in sales revenues in the midsingle-digit percentage range, and a cash conversion rate (free cash flow before acquisitions divided by earnings after tax) of approximately 0.8."

Stefan Fuchs, Chairman of the Executive Board **FUCHS PETROLUB SE** 

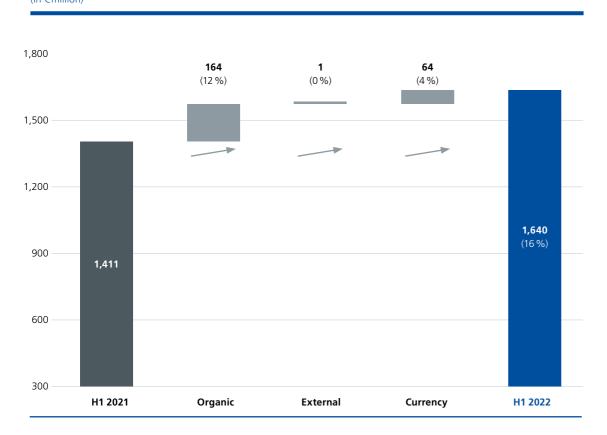


Stefan Fuchs, Chairman of the Executive Board

## 1 Half-year management report

## 1.1 Development of sales revenues in the Group

**Development of sales revenues in the Group** (in €million)



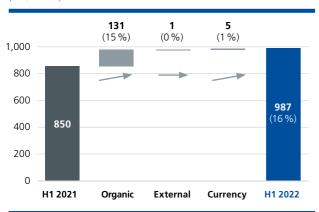
**Group** sales revenues were price and currency-driven at €1,640 million (1,411) after six months, up 16% on the previous year

- Organic growth in the first half of the year driven by prices in all regions; China with noticeable declines in business as a result of several pandemic-related lockdowns
- No significant external growth
- North and South America and Asia-Pacific regions with high positive currency effects due to the weak euro

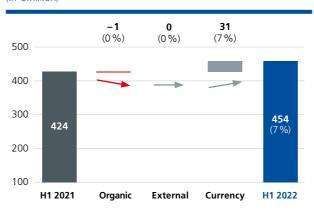
1.2 Development of sales revenues by regions/segments

## 1.2 Development of sales revenues by regions/segments

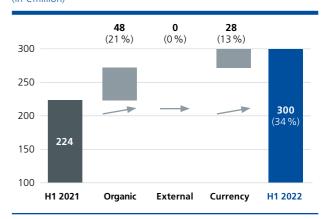
**Europe, Middle East, Africa (EMEA)** (in €million)



Asia-Pacific (in €million)



North and South America (in €million)



**EMEA** records a significant increase in sales revenues of €137 million, or 16%, to €987 million (850)

- Positive price effects increase in the first half of the year and more than compensate for a slight cyclical decline in business
- Most companies are experiencing double-digit growth rates; especially the German specialties business, South Africa, Great Britain and Poland with significant absolute and relative increases
- Positive currency effects from South Africa and Great Britain offset negative effects from Poland and Sweden

Sales revenues in the **Asia-Pacific** region at €454 million due to currency effects up 7% year-on-year

- Southeast Asia and Australia with predominantly pricedriven organic growth
- China with negative organic growth following several pandemic-related local lockdowns; noticeable organic declines in business only partly offset by price increases
- Strong Chinese renminbi contributes to positive exchange rate effects in the amount of €31 million

**North and South America** increase sales revenues by 34% or €76 million to €300 million

- Organic growth mainly price-driven
- Slight business growth in North America
- High positive currency effects, mainly from North America

#### 1.3 Group results of operations

## 1.3 Group results of operations

#### **Income Statement**

			Chang	e
in €million	H1 2022	H1 2021	absolute	relative in%
Sales revenues	1,640	1,411	229	16
Cost of sales	-1,116	-914	-202	22
Gross profit	524	497	27	5
Selling and distribution expenses	-225	-203	-22	11
Administrative expenses	-85		-8	10
Research and development expenses	-34	-30	-4	13
Other operating income and expenses	-2	0	-2	_
EBIT before income from companies consolidated at equity	178	187		-5
Income from companies consolidated at equity	2	4		-50
Earnings before interest and tax (EBIT)	180	191	-11	-6
Financial result	-2	-2	0	0
Earnings before tax (EBT)	178	189	-11	-6
Income taxes	-49	-53	4	-8
Earnings after tax	129	136	-7	-5
Thereof				
Non-controlling interests	1	0	1	-
Profit attributable to shareholders of				
FUCHS PETROLUB SE	128	136		-6
Earnings per share in €¹				
Ordinary share	0.92	0.97	-0.05	-5
Preference share	0.93	0.98	-0.05	-5

<sup>&</sup>lt;sup>1</sup> Basic and diluted in both cases.

- Sales revenues in the first six months up 16% or €229 million over previous year due to price and currency effects
- Gross profit can be increased by €27 million in absolute figures, but is growing at 5% below sales revenues due to high price increases on the purchasing side
- Gross margin of 32.0%, 3.2 percentage points below strong first half of previous year (35.2) due to inflationary sales revenues; price and mix-related deterioration in second guarter
- Due to high freight costs and a significant increase in personnel costs, other function costs have increased by 12% or €36 million
- At equity income at €2 million significantly below previous year's figure of €4 million due to the devaluation of an African at equity company
- EBIT is dropping by €11 million or 6% to €180 million compared to the first six months of the previous year;
   EBIT relative to sales revenues is worsening from 13.5% to 11.0% in view of the high inflation
- Earnings after tax of €129 million down €7 million or 5% compared with the same period in the previous year (136)
- Earnings per ordinary share and per preference share each worsened by €0.05 to €0.92 and €0.93 (-5%)

## 1.4 Results of operations of the regions/segments

			North and	Holding/	
in €million	EMEA	Asia-Pacific	South America	consolidation	FUCHS Group
H1 2022					
Sales revenues by company location	987	454	300	-101	1,640
EBIT before income from companies					
consolidated at equity	82	55	35	6	178
in % of sales	8.3 %	12.1 %	11.7%		10.9%
Income from companies consolidated at equity	2	_	_	_	2
Segment earnings (EBIT)	84	55	35	6	180
Investments in non-current assets	11	6	3	4	24
Number of employees as at June 301	3,909	965	1,038	146	6,058
H1 2021					
Sales revenues by company location	850	424	224	-87	1,411
EBIT before income from companies consolidated at equity	89	63	31	4	187
in % of sales	10.5%	14.9%	13.8%		13.3%
Income from companies consolidated at equity	4	_			4
Segment earnings (EBIT)	93	63	31	4	191
Investments in non-current assets	14	9	3	6	32
Number of employees as at June 30 <sup>1</sup>	3,818	933	881	135	5,767

<sup>&</sup>lt;sup>1</sup> Including trainees.

Lower earnings in **EMEA (Europe, Middle East, Africa)**; FBIT down 10% or eq 9 million to eq 84 million

- Decline in earnings especially in Germany and Southern Europe
- At equity income at €2 million halved compared to previous year due to devaluation of an African at equity company
- Only slightly positive exchange rate effects

**Asia-Pacific** with EBIT of €55 million (63) €8 million or 13% lower than the very strong first half of the previous year; earnings decline in the region due to development in China

- China with a sharp drop in earnings as a result of several local pandemic-related lockdowns and thus significantly below the previous year's strong earnings
- South-East Asia and Australia with earnings growth
- Highly positive currency effects from China

**North and South America** improves EBIT by  $\leq$ 4 million to  $\leq$ 35 million (31)

- Earnings in North America higher than in the previous year, in particular due to currency effects
- South America shows positive business development

## 1.5 Employees

- Increase in global workforce by 291 employees compared to June 30 of the previous year to 6,058 (5,767) as of June 30, 2022
- Much of this increase results from the absorption of 180 temporary workers in the Americas region in the third quarter of the past financial year due to changes in the legal framework
- The global workforce has increased by 82 employees compared to December 31, 2021

## 1.6 Net assets and financial position

- Total equity and liabilities significantly expanded by 11% or €250 million to €2.561 million
- Property, plant and equipment with moderate increase of 2 % or €15 million
- Trade receivables increase by €107 million due to inflation-related sales growth; days sales outstanding (DSO) increased by six days to 59 days compared to the fourth quarter of the previous year, primarily due to the closing date and thus to costing factors
- Significant increase in inventories by €147 million or 29%; increase mainly price-driven; additional volumebased build-up of raw material safety stock to cushion uncertainties in the supply chain; inventory turnover extended by 15 days to 105 days compared to the fourth quarter of 2021, also due to the closing date and therefore to costing factors

- Cash and cash equivalents reduced by €37 million to €109 million after dividend payment and due to increased operating working capital
- Total equity ratio 5% lower than at the end of previous year, but still at a very high level of 71% (76% on December 31, 2021)
- Accrued pension provisions totaling €7 million, €21 million lower than previous year due to higher interest rates
- Trade payables rise by 40% or €91 million as a result of high price increases
- Current financial liabilities rise significantly by €111 million to €146 million due to increase in net operating working capital and dividend payment
- Net debt adjusted for lease liabilities amounts to €31 million (net cash in the amount of €62 million on June 30, 2021)

1.6 Net assets and financial position

	June 30, 2022		December 31, 2021		Change	
	in €million	in%	in €million	in%	absolute	in%
Assets						
Non-current assets	1,217	48	1,190	52	27	2
Current assets	1,344	52	1,121	48	223	20
Total assets	2,561	100	2,311	100	250	11
Equity and liabilities	-					
Total equity	1,820	71	1,756	76	64	4
Non-current liabilities	89	3	102	4	-13	-13
Current liabilities	652	26	453	20	199	44
Total equity and liabilities	2,561	100	2,311	100	250	11

#### **Cash flow**

in €million	H1 2022	H1 2021
Earnings after tax	129	136
Depreciation and amortization	46	42
Change of NOWC	-147	-116
Other changes	-4	-18
Investments in non-current assets	-24	-32
Free cash flow before acquisitions	0	12
Acquisitions	-1	-9
Free cash flow	-1	3

 NOWC increase due to growth in sales revenues and the build-up of safety stock with regard to an uncertain supply situation

## 1.7 Opportunities and risks

On pages 64 to 75 of the 2021 Annual Report, FUCHS PETROLUB provided a detailed report on the opportunities and risks resulting from its international business operations. In light of the war in Ukraine and its direct and indirect consequences, the statements made there should be supplemented as follows:

The two FUCHS companies FUCHS Ukraine and FUCHS Russia together generated 3.0% of the Group's sales revenue and 2.1% of the Group's earnings in the 2021 financial year. Consequently, the direct impact of the war in Ukraine and the sanctions against Russia on the Group's operating result is low. In addition, both companies are continuing their business operations to the extent possible, adapting to the changed conditions and complying with all existing sanctions. For our production company FUCHS Russia, this means that there is no longer any recourse to Group technology. In addition, deliveries to the Russian subsidiary by all FUCHS companies have been discontinued. Despite these restrictions, the company in Russia generated stable earnings in recent months. With this in mind, the impairment test of non-current assets, in particular property, plant and equipment, did not indicate any need for depreciation and amortization at the current time.

The imminent gas supply stoppage poses direct risks for FUCHS to a limited extent: The majority of the European production sites, including the largest site, Mannheim,

rely on other energy sources for their energy supply. Solutions for including other energy sources are being implemented at locations using gas as an energy source: For example, existing burners are being converted to dual fuel burners, which can burn natural gas as well as liquefied petroleum gas and oil. A gas supply freeze could indirectly lead to a significant drop in demand.

The Ukraine war has an indirect negative impact on FUCHS' business development due to a reduction in global economic growth, continued high price increases and a further exacerbation of the supply situation. However, thanks to our broad presence in all regions of the world and our widely diversified product and customer portfolio, we are able to at least partially compensate for temporary economic fluctuations, for example through more favorable developments in other regions, markets or sectors. The impact of a significant reduction of gas supplies from Russia on FUCHS' sales markets and the economic environment cannot be reliably estimated at present.

The uncertainties in the supply chains and the further possible effects of the Covid-19 pandemic, particularly on China and the global economy, still cannot be reliably estimated.

## 1.8 Outlook

After having already reduced its forecast for global economic growth in 2022 from 4.4% to 3.6% in April, the IMF announced a further reduction to 3.2% at the end of July. The escalating war in Ukraine and the resulting pressure on raw material and food prices on the one hand, and ongoing pandemic-related disruptions, particularly in China, and bottlenecks in global supply chains on the other, are weighing on global economic activity and the business development of FUCHS, as is rising inflation. Assuming the current crises do not worsen further, for the financial year 2022, we expect:

- Sales revenues at the upper end of the €3.0 billion to €3.3 billion range (previously: between €3.0 billion and €3.3 billion)
- EBIT at the same level as last year, at the lower end of the €360 million to €390 million range (unchanged)
- FVA below the prior-year level (€205 million) (unchanged)
- Free cash flow before acquisitions significantly below the originally forecasted value of approximately €220 million due to inflation-related increase in net working capital and tight supply chain situation (unchanged)

Our global track record and solid financial base remain robust, and FUCHS continues to focus on profitable growth and the consistent implementation of FUCHS2025.

1.9 Share price development of FUCHS shares

## 1.9 Share price development of FUCHS shares

Performance\* of ordinary and preference shares in comparison with DAX and MDAX

(January 1 – June 30, 2022)



<sup>■</sup> Preference share ■ Ordinary share ■ DAX ■ MDAX

Source: Bloomberg

<sup>\*</sup>Price trend including dividends.

2 Half-year financial statements

# 2 Half-year financial statements

## 2.1 Consolidated financial statements

#### **Income statement**

			Chang	е
in €million	H1 2022	H1 2021	absolute	relative in%
Sales revenues	1,640	1,411	229	16
Cost of sales	-1,116	-914	-202	22
Gross profit	524	497	27	5
Selling and distribution expenses	-225	-203	-22	11
Administrative expenses	-85	-77	-8	10
Research and development expenses	-34	-30	-4	13
Other operating income and expenses	-2	0	-2	_
EBIT before income from companies consolidated at equity	178	187	-9	-5
Income from companies consolidated at equity	2	4	-2	-50
Earnings before interest and tax (EBIT)	180	191	-11	-6
Financial result	-2	-2	0	0
Earnings before tax (EBT)	178	189	-11	-6
Income taxes	-49	-53	4	-8
Earnings after tax	129	136	-7	-5
Thereof				
Non-controlling interests	1	0	1	_
Profit attributable to shareholders of FUCHS PETROLUB SE	128	136	-8	-6
Earnings per share in €¹				
Ordinary share	0.92	0.97	-0.05	-5
Preference share	0.93	0.98	-0.05	-5

<sup>&</sup>lt;sup>1</sup> Basic and diluted in both cases.

in €million	H1 2022	H1 2021
Earnings after tax	129	136
Other comprehensive income		
Amounts of other comprehensive income that may be reclassified to profit or loss in future periods		
Change in foreign currency translation adjustments		
Foreign subsidiaries	66	24
Shares in companies consolidated at equity	0	0
Amounts of other comprehensive income that will not be reclassified to profit or loss in future periods		
Remeasurements of defined benefit pension commitments	20	0
Deferred taxes on these amounts	-6	0
Total other comprehensive income	80	24
Total income and expenses for the period	209	160
Thereof		
Non-controlling interests	1	0
Profit attributable to shareholders of FUCHS PETROLUB SE	208	160

2.1 Consolidated financial statements

## **Balance sheet**

			Chang	je
in €million	June 30, 2022	Dec 31, 2021	absolute	relative in%
Assets				
Goodwill	260	247	13	5
Other intangible assets	102	107	-5	-5
Property, plant and equipment	759	744	15	2
Shares in companies consolidated at equity	51	43	8	19
Other financial assets	8	8	0	0
Deferred tax assets	31	35	-4	-11
Other receivables and other assets	6	6	0	0
Non-current assets	1,217	1,190	27	2
Inventories	654	507	147	29
Trade receivables	538	431	107	25
Tax receivables	8	6	2	33
Other receivables and other assets	35	31	4	13
Cash and cash equivalents	109	146	-37	-25
Current assets	1,344	1,121	223	20
Total assets	2,561	2,311	250	11



2.1 Consolidated financial statements

			Chang	je
in €million	June 30, 2022	Dec 31, 2021	absolute	relative in%
Equity and liabilities				
Subscribed capital	139	139	0	0
Group reserves	1,550	1,361	189	14
Group profits	128	253	-125	-49
Equity of shareholders of FUCHS PETROLUB SE	1,817	1,753	64	4
Non-controlling interests	3	3	0	0
Total equity	1,820	1,756	64	4
Pension provisions	7	28	-21	-75
Other provisions	11	10	1	10
Deferred tax liabilities	53	48	5	10
Financial liabilities	16	14	2	14
Other liabilities	2	2	0	0
Non-current liabilities	89	102	-13	<b>– 13</b>
Trade payables	318	227	91	40
Other provisions	18	16	2	13
Tax liabilities	18	24	-6	-25
Financial liabilities	146	35	111	>100
Other liabilities	152	151	1	1
Current liabilities	652	453	199	44
Total equity and liabilities	2,561	2,311	250	11

2 Half-year financial statements

## **Statement of cash flows**

in €million	H1 2022	H1 2021
Earnings after tax	129	136
Depreciation and amortization of non-current assets	46	42
Change in non-current provisions and in other non-current assets (covering funds)	0	-1
Change in deferred taxes	0	0
Non-cash income from shares in companies consolidated at equity	-2	-4
Dividends received from companies consolidated at equity	0	1
Gross cash flow	173	174
Gross cash flow	173	174
Change in inventories	-124	-84
Change in trade receivables	-95	-78
Change in trade payables and remaining other liabilities <sup>1</sup>	72	46
Change in other assets and other liabilities (excluding financial liabilities)	-3	
Net gain/loss on disposal of non-current assets	0	0
Cash flow from operating activities	23	44
Investments in non-current assets	-24	-32
Proceeds from the disposal of non-current assets	1	0
Cash paid for acquisitions	-1	
Cash acquired through acquisitions	0	0
Cash flow from investing activities		-41
Free cash flow before acquisitions <sup>2</sup>	0	12
Free cash flow	-1	3
Dividends paid for previous year	-143	-137
Purchase of own shares	-2	0
Changes in financial liabilities	105	22
Cash flow from financing activities	-40	-115
Cash and cash equivalents as at Dec 31 of the previous year	146	209
Cash flow from operating activities	23	44
Cash flow from investing activities	-24	-41
Cash flow from financing activities	-40	-115
Effect of currency translations	4	4
Cash and cash equivalents at the end of the period	109	101

<sup>&</sup>lt;sup>1</sup>Remaining other liabilities relate to advance payments received and liabilities from customer discounts.

<sup>&</sup>lt;sup>2</sup> Free cash flow before cash paid for acquisitions and before cash acquired through acquisitions.

## **Statement of changes in equity**

in €million	Subscribed capital	Capital reserves		Currency translation 1	Shareholders' equity of FUCHS PETROLUB SE	Non-controlling interests	Total equity
As at December 31, 2020	139	97	1,427	-84	1,579	1	1,580
Dividend payments			-137		-137	0	-137
Earnings after tax H1 2021			136		136	0	136
Change in other comprehensive income			02	24	24	0	24
As at June 30, 2021	139	97	1,426	-60	1,602	1	1,603
As at December 31, 2021	139	97	1,558	-41	1,753	3	1,756
Dividend payments			-142		-142	-1	-143
Earnings after tax H1 2022			128		128	1	129
Share buy-back			-2		-2		-2
Change in other comprehensive income			142	66	80	0	80
As at June 30, 2022	139	97	1,556	25	1,817	3	1,820

<sup>&</sup>lt;sup>1</sup> Income and expenses recognized in equity of shareholders of FUCHS PETROLUB SE.

<sup>&</sup>lt;sup>2</sup> Amounts of other comprehensive income that will not be reclassified to profit or loss in future periods consist of remeasurements of defined benefit pension commitments and of fair value changes of equity instruments. These amounts are included in the equity capital generated in the Group.

2.1 Consolidated financial statements

2 Half-year financial statements

## **Segments**

in €million	EMEA	Asia-Pacific	North and South America	Holding/ consolidation	FUCHS Group
H1 2022					
Sales revenues by company location	987	454	300	-101	1,640
EBIT before income from companies consolidated at equity	82	55	35	6	178
in % of sales	8.3 %	12.1 %	11.7%	_	10.9%
Income from companies consolidated at equity	2	_	_	_	2
Segment earnings (EBIT)	84	55	35	6	180
Investments in non-current assets	11	6	3	4	24
Number of employees as at June 301	3,909	965	1,038	146	6,058

in €million	EMEA	Asia-Pacific	North and South America	Holding/ consolidation	FUCHS Group
H1 2021					
Sales revenues by company location	850	424	224	-87	1,411
EBIT before income from companies consolidated at equity	89	63	31	4	187
in % of sales	10.5%	14.9 %	13.8%	_	13.3%
Income from companies consolidated at equity	4	_	_	_	4
Segment earnings (EBIT)	93	63	31	4	191
Investments in non-current assets	14	9	3	6	32
Number of employees as at June 30 <sup>1</sup>	3,818	933	881	135	5,767

<sup>&</sup>lt;sup>1</sup> Including trainees.

The half-year financial statements of FUCHS PETROLUB SE, Mannheim, are prepared in accordance with the principles of the International Financial Reporting Standards (IFRS). They take account of the standards and interpretations of the International Accounting Standards Board (IASB), London, applicable at the end of the reporting period, as adopted by the EU. The half-year financial statements have been prepared in accordance with the rules of the International Accounting Standard 34 (IAS 34) in abridged form. The accounting policies and calculation methods applied remained unchanged from the consolidated financial statements for 2021 - except for the following details; we therefore refer to the notes to the consolidated financial statements made there.

The half-year financial statements and the half-year management report were not subject to examination by the auditor.

#### **Application of new accounting standards**

The accounting standards relevant to the FUCHS Group that are to be applied for the first time in the 2022 financial year have no effects on the FUCHS Group's net assets, financial position and results of operations.

Our 50% joint venture OPET FUCHS in Turkey, which is included in the shares in companies consolidated at equity in the FUCHS Group, is currently analyzing the effects of the first-time application of IAS 29 "Financial Reporting in Hyperinflationary Economies". Based on the current sta-

tus and the inclusion in the FUCHS consolidated financial statements according to the equity method, we currently assume that the first-time application will not have any material impact on the net assets, financial position and results of operations of the FUCHS Group.

#### Changes in the scope of consolidation

FUCHS LUBRICANTS GERMANY GmbH, Mannheim, Germany, acquired a stake of around 28% or €5.6 million in E-Lyte Innovations GmbH, Münster, Germany, at the end of May 2022. These shares are recognized in the FUCHS consolidated financial statements under shares in companies consolidated at equity. As of June 30, 2022, €1.0 million was paid into the total equity of E-Lyte Innovations GmbH. The participation agreement provides for further – not conditional – payment obligations into the capital reserves of E-Lyte Innovations GmbH totaling €4.6 million, which were recognized as other current liabilities (to associates) as of June 30, 2022.

The young company E-Lyte Innovations GmbH develops and produces pioneering liquid electrolytes for highperformance batteries in the industrial and automotive sectors. With the new investment, FUCHS is entering the fast-growing market for electrolytes, which are becoming increasingly important as an essential component of lithium-ion batteries for e-mobility, among other things, especially in and from Europe. The participation agreement also opens up the possibility of successively acquiring further shares.

Together, the next step will be to create the necessary manufacturing infrastructure at the FUCHS site in Kaiserslautern to enable industrialization, scaling and further growth. Investments are being made in particular in production facilities and laboratory equipment. Production at E-Lyte Innovations GmbH is scheduled to start in the summer of 2023. The third partner in the joint venture – in addition to the founders and FUCHS – is the German company Customcells Holding GmbH, an international leader in the development of special, high-performance lithium-ion battery cells.

The two domestic subsidiaries FUCHS SCHMIERSTOFFF GmbH and FUCHS LUBRITECH GmbH merged into one company in the first half of the year 2022. The combination occured by a merger, which became effective on June 3, 2022. In a first step, FUCHS LUBRITECH GmbH as the transferring legal entity was merged with FUCHS SCHMIERSTOFFE GmbH as the acquiring legal entity. As both companies are on the same group level, this was what is known as a sideways merger. In a second step, FUCHS SCHMIERSTOFFE GmbH was renamed FUCHS LUBRICANTS GERMANY GmbH; this took place when the merger became effective on June 3, 2022. The merger has no accounting effects on the FUCHS Group's net assets, financial position and results of operations.

In the second guarter of 2022, FUCHS GmbH, Mannheim, was newly established as a shelf company. The registration in the commercial register was made on June 30, 2022.

# Significant discretionary decisions, estimates and assumptions

The general statements made in the notes to the consolidated financial statements as at December 31, 2021, continue to apply, according to which the preparation of the consolidated financial statements requires judgments to be made regarding accounting and valuation policies, which affect recognition and valuation in the balance sheet and the income statement. The estimates and assumptions are based on experience values, the current level of knowledge, information currently available, as well as other factors which the Executive Board deems to be applicable under the respective circumstances. The currently unforeseeable global consequences of geopolitical tensions, which include the war in Ukraine and China's zero-Covid strategy as well as the intensification of supply chain problems have caused these estimates and judgments to be increasingly uncertain. The amounts that actually arise may differ from the estimates and judgments.

The two FUCHS companies FUCHS Ukraine and FUCHS Russia together generated about 3% of the Group's sales revenues and 2% of the Group's earnings in the 2021 financial year. Consequently, the direct impact of the war in Ukraine and the sanctions against Russia on the Group's operating result is low. In addition, both companies are continuing their business operations to the extent possible, adapting to the changed conditions and complying with all existing sanctions. The impairment test of

significant assets at both companies, in particular property, plant and equipment at our Russian company, based on probability-weighted scenarios of cash flow projections did not indicate any need for impairment as of June 30, 2022.

The Ukraine war has an indirect negative impact on FUCHS' business development due to a reduction in global economic growth, continued high price increases and a further exacerbation of the supply situation. However, thanks to our broad-based presence in all regions of the world and our broadly diversified product and customer portfolio, we are able to compensate at least in part for temporary economic fluctuations, for example through more favorable developments in other regions, markets or sectors. The impact of a significant reduction of gas supplies from Russia on FUCHS' sales markets and the economic environment cannot be reliably estimated at present. As of June 30, 2022, there was no need for impairment of non-current assets, in particular goodwill.

The difficult economic environment in Zimbabwe was the reason for the impairment test of our joint venture FUCHS ZIMBABWE Private Limited, Harare/Zimbabwe, which is accounted for under shares in companies consolidated at equity in the FUCHS consolidated financial statements. The impairment test resulted in an impairment loss of  $\in 3$  million on the residual book value of

€3 million of shares in companies consolidated at equity. The impairment loss of €3 million reduced income from companies consolidated at equity. The devaluation is the result of the difficult economic environment characterized by hyperinflation. The company's underlying operational business is solid and dividends are paid regularly.

For the first half of 2022, there were actuarial gains from defined benefit pension plans and similar obligations of €20 million. After taking into account deferred taxes of €6 million, an amount of €14 million was offset directly against total equity. The actuarial gains result from changes in actuarial assumptions used to determine provisions for pensions. The main reason was the increase in the discount rate in Germany to 3.2 % as of June 30, 2022 (December 31, 2021: 0.9).

#### Sales revenues

Sales revenues can be broken down by product group and geographic region as follows:

#### Sales revenues by product group

		EMEA	Д	sia-Pacific		orth and America	FUC	HS Group
H1 2022	in €million	in%	in €million	in%	in €million	in%	in €million	in%
Automotive lubricants	419	47	258	57	50	17	727	44
Industrial lubricants and specialties	427	48	191	42	236	80	854	52
Other products	45	5	5	1	9	3	59	4
	891	100	454	100	295	100	1,640	100

		EMEA		Asia-Pacific		lorth and America	FUC	HS Group
H1 2021	in €million	in%	in €million	in%	in €million	in%	in €million	in%
Automotive lubricants	351	46	242	57	36	16	629	45
Industrial lubricants and specialties	375	49	182	43	183	82	740	52
Other products	38	5	0	0	4	2	42	3
	764	100	424	100	223	100	1,411	100

The category automotive lubricants particularly includes engine oils, gear oils and shock-absorber fluids. The industrial lubricants and specialties product group mainly

comprises metalworking fluids, corrosion preventatives, hydraulic and gear oils, greases, and other specialties.

#### Other operating income and expenses

Other operating income and expenses include the following items:

n €million	H1 2022	H1 2021
Net amount of currency gains/losses	-3	1
(Net) write-downs of receivables	-1	-1
Net amount of miscellaneous items	2	0
Other operating income and expenses	-2	0

#### **Financial result**

The financial result includes the following items:

Financial result	-2	-2
Interest expense from leases	0	0
Net interest expense from defined benefit plans	0	0
Interest expense (excluding pensions)	-2	
Interest income	0	0
in €million	H1 2022	H1 2021

The net interest expenses from defined pension plans are the balance of

- interest expenses from the interest accrued on pension obligations of €2 million (1) and
- interest income from the return on plan assets of €2 million (1).

#### Income taxes

Income taxes break down as follows:

in €million	H1 2022	H1 2021
Germany	-19	-22
International	-30	-31
Income taxes	-49	-53
Adjusted rate of taxation (in %) <sup>1</sup>	28	29

<sup>&</sup>lt;sup>1</sup> Actual tax expense relative to earnings before tax (EBT) adjusted by the income from companies consolidated at equity.

#### **Dividend distribution**

In accordance with the resolution of the Annual General Meeting on May 3, 2022, FUCHS PETROLUB SE has distributed the following dividend from the unappropriated profits for the 2021 financial year:

Total distribution	142,475,000
Distribution of a dividend of €1.03 for each preference share entitled to dividend payments on the balance sheet date; these are 69,500,000 shares	71,585,000
Distribution of a dividend of €1.02 for each ordinary share entitled to dividend payments on the balance sheet date; these are 69,500,000 shares	70,890,000

#### Repurchase of common and preference shares

On June 21, 2022, with the approval of the Supervisory Board, the Executive Board of FUCHS PETROLUB SE adopted a share buyback program with regard to ordinary shares and preference shares. For this purpose, the company makes use of the authorization granted by the Annual General Meeting on May 5, 2020 to acquire own shares pursuant to Section 71 (1) no. 8 German Stock Corporation Act (AktG). Under the share buyback program, up to 6,000,000 shares, of which up to 3,000,000 are ordinary shares and up to 3,000,000 are preference shares of the company, are to be acquired in the period from June 27, 2022 to March 29, 2024 at the latest for a total purchase price of up to €200 million (excluding incidental acquisition costs). The company will retire the acquired own shares. The share buyback and the planned cancellation of the acquired shares have the effect of reducing the number of ordinary and preference shares outstanding.

As of June 30, 2022, FUCHS PETROLUB SE has repurchased a total of 66,661 own shares. 32,511 ordinary shares with a total value of €0.8 million (average price per share €23.57) and 34,150 preference shares with a total value of €0.9 million (average price per share €26.23) were acquired. The repurchases amount to 0.05% of the company's share capital as of June 30, 2022. The own shares have not yet been retired.

The total amount spent, including transaction costs, of €1.7 million has been deducted from total equity, and in accordance with the regulations of IAS 33.20, the shares acquired are no longer included in the calculation of earnings per share.

The number of outstanding shares is therefore:

Number of shares	June 30, 2022	Dec 31, 2021
Ordinary shares	69,467,489	69,500,000
Preference shares	69,465,850	69,500,000
Total	138,933,339	139,000,000

## **Contingent liabilities and other financial obligations**

Contractual obligations of around €38 million for the purchase of property, plant and equipment are in place on June 30, 2022 (€18 million as at December 31, 2021). These essentially relate to our companies in Germany and China. Besides this, there were no significant changes as compared to the contingent liabilities described and disclosed in the 2021 Annual Report.

#### **Financial instruments**

The FUCHS Group's financial assets and financial liabilities measured at fair value through profit and loss consist of contingent consideration from company acquisitions and forward currency transactions, which are used to hedge foreign currency receivables and liabilities. The valuation of the forward currency transactions is based on generally recognized valuation models using the latest market data. As of June 30, 2022, the forward currency transactions have positive fair values of €3 million (December 31, 2021: 1), which are reported under current other assets, and negative fair values of €7 million (December 31, 2021: 2), which are reported under current other liabilities. As of June 30, 2022 and December 31, 2021, there are no contingent considerations from company acquisitions.

Non-current financial liabilities break down as follows:

in €million	June 30, 2022	Dec 31, 2021
Financial liabilities to banks	2	0
Financial liabilities from leases	14	14
Non-current financial liabilities	16	14

Current financial liabilities break down as follows:

in €million	June 30, 2022	Dec 31, 2021
Financial liabilities to banks	138	27
Financial liabilities from leases	8	8
Current financial liabilities	146	35

#### **Relationships with related parties**

The FUCHS Group has trade receivables of €8 million (December 31, 2021: 5) relating to supplies and services in addition to other receivables of €0 million (December 31, 2021: 1) from companies consolidated at equity. In addition, there are other liabilities of €5 million (December 31, 2021: 0) from payment obligations into the capital reserves of E-Lyte Innovations GmbH. The nonconsolidated portion of sales revenues from deliveries of goods to companies consolidated at equity was €12 million (13) in the first half of 2022. The corresponding portion of other operating income was €0 million (0) in the first half of 2022.

#### **Exchange rate development**

The exchange rates that have a significant impact on the consolidated financial statements have moved against the euro as follows:

1 Half-year management report

25

#### 2.2 Notes to the consolidated financial statements

#### Closing rate

€1	June 30, 2022	Dec 31, 2021
US dollar	1.039	1.133
British pound	0.858	0.840
Chinese renminbi yuan	6.962	7.195
Australian dollar	1.510	1.562
South African rand	17.014	18.063
Polish zloty	4.690	4.597
Brazilian real	5.423	6.310
Argentinean peso	131.268	116.759
Russian ruble	57.596	85.300
South Korean won	1,351.600	1,346.380
Swedish krona	10.730	10.250

#### Average exchange rate

€1	H1 2022	H1 2021
US dollar	1.094	1.206
British pound	0.842	0.868
Chinese renminbi yuan	7.083	7.797
Australian dollar	1.521	1.563
South African rand	16.850	17.533
Polish zloty	4.633	4.537
Brazilian real	5.558	6.491
Argentinean peso	122.599	110.037
Russian ruble	85.163	89.593
South Korean won	1,347.830	1,347.290
Swedish krona	10.475	10.131

## **Events after the reporting period**

No significant events occurred after the reporting period.

Mannheim, July 28, 2022

FUCHS PETROLUB SE
The Executive Board

S. Fuchs

D. Steinert

Dr. L. Lindemann

Dr. R. Rheinboldt

Dr. T. Reister

Responsibility statement

## **Responsibility statement**

To the best of our knowledge we declare that, in accordance with the applicable accounting principles for halfyear financial reporting, the half-year financial statements give a true and fair view of the net assets, financial position, and results of operations of the FUCHS Group, and the half-year management report of the FUCHS Group includes a fair view of the development and performance of the business and the position of the FUCHS Group, together with a description of the principal opportunities and risks associated with the expected development of the FUCHS Group for the remaining months of the financial year.

Mannheim, July 28, 2022

**FUCHS PETROLUB SE** The Executive Board

S. Fuchs

D. Steinert

Dr. L. Lindemann

Dr. R. Rheinboldt

Dr. T. Reister

27

## Financial calendar

#### Dates 2022 / 2023

July 29, 2022	Half-year Financial Report as at June 30, 2022	
October 28, 2022	Quarterly Statement as at September 30, 2022	
March 8, 2023	Annual Report 2022	

The financial calendar is updated regularly. You can find the latest dates on the webpage at

 $\rightarrow$   $\oplus$  www.fuchs.com/financial-calendar

#### **Note regarding the Half-year Financial Report**

In case of deviations between this English translation and the original German version of this Half-year Financial Report, the original German version takes precedence.

#### Note on rounding

Due to rounding, numbers presented in this Half-year Financial Report may not add up precisely to totals provided, and percentages stated may not precisely reflect the absolute figures to which they refer.

#### Disclaimer

This Half-year Financial Report contains statements about future developments that are based on assumptions and estimates by the management of FUCHS PETROLUB SE. Statements about future developments are all statements that do not refer to historical facts and events and contain

such forward-looking formulations as "believes," "estimates," "assumes," "expects," "anticipates," "forecasts," "intends," "could," "will," "should," or similar formulations. Even if the management is of the opinion that these assumptions and estimates are accurate, future actual developments and future actual results may differ significantly from these assumptions and estimates due to a variety of factors. These factors can, for example, include changes in the overall economic climate, changes in procurement prices, changes to exchange rates and interest rates, and changes within 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 Halfyear Financial Report and assumes no liability for such. We do not assume any obligation to update the future-oriented statements made in this Half-year Financial Report.

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