

# Q3

## INTERIM REPORT

FOR THE FIRST NINE MONTHS AND  
THIRD QUARTER OF 2010

- Sales revenues back to the 2008 level
- Profitability of the first six months of 2010 virtually maintained
- Profit after tax increased to €132.7 million

## THE FIRST NINE MONTHS OF 2010 AT A GLANCE

### GROUP

amounts in € million	1-9/2010	1-9/2009
<b>Sales revenues<sup>1</sup></b>	<b>1,083.5</b>	<b>873.2</b>
Europe	650.8	553.7
Asia-Pacific, Africa	281.0	211.1
North and South America	183.6	129.9
Consolidation	-31.9	-21.5
<b>Earnings before interest and tax (EBIT)</b>	<b>190.8</b>	<b>122.7</b>
<b>Profit after tax for the first nine months</b>	<b>132.7</b>	<b>81.8</b>
<b>Gross cash flow</b>	<b>127.1</b>	<b>89.7</b>
<b>Capital expenditure<sup>2</sup></b>	<b>21.6</b>	<b>22.1</b>
<b>Employees (as at September 30)</b>	<b>3,538</b>	<b>3,536</b>

<sup>1</sup> By company location.

<sup>2</sup> In property, plant and equipment and intangible assets.

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# LETTER TO OUR SHAREHOLDERS

## **DEAR SHAREHOLDERS,**

In a favorable third quarter 2010 economic environment, the FUCHS PETROLUB Group recorded its highest quarterly sales revenues ever. Profit for the first nine months of the year is €133 million. Compared to the relatively weak figures for the same period of the previous year caused by the financial crisis, sales revenues for the first nine months of the year rose by 24% and returned to the pre-crisis level of 2008.

The economy stabilized worldwide. We are continuing our growth offensive and seeing encouraging results. However, the volatility of the raw material markets remains a challenge, both for sales and for our production facilities.

Free cash flow was very satisfactory in the third quarter. However, revenue-related effects meant that the figure for the first nine months of the year remained below the higher level of the previous year. The equity ratio of 58% and liquidity surplus of €60 million give us scope to act. We intend to continue expanding our worldwide infrastructure in a targeted way, pursue external opportunities for growth, and we want our shareholders to participate in our success. On October 1, we acquired the food grade lubricants business under the CASSIDA brand from Shell. The integration is running according to plan. We see further future potential for expansion in this business niche.



Stefan Fuchs,  
Chairman of the  
Executive Board

For 2010 financial year we expect to record earnings before interest and tax (EBIT) in the order of around €240 million, with sales revenues of approximately €1.4 billion. In addition to continued volatility in raw material prices, the key challenges lie in the stability of the financial system and the economic risks that result from this. Overall, we consider the FUCHS PETROLUB Group to be well-positioned. We plan further gains in market share in a highly competitive environment.

Sincerely

Stefan Fuchs  
Chairman of the Executive Board

# GROUP MANAGEMENT REPORT

## ENVIRONMENT

Based on forecasts of the International Monetary Fund (IMF), the global economy is set to grow again at a rate of 4.8% for the year 2010. This would represent growth almost as pronounced as in the years prior to the financial crisis. The global recovery is being driven by the developing countries and emerging markets, while most of the industrial nations (with the exception of Germany) are only seeing slow improvement. Based on estimates of leading economic institutes, the German economy is set to grow by around 3.5% this year. This represents significantly greater growth than previously anticipated.

According to the new forecast released by the World Steel Association, the global demand for steel in 2010 is set to increase to a new record level. Key growth drivers here are the emerging economies in Asia. It is noteworthy that crude steel production in Germany enjoyed a 52% increase in the first eight months of this year, compared to a 22% increase worldwide.

Based on estimates of leading automotive manufacturers, the global demand for cars in 2010 will recover from the severe downturn suffered in the previous year. Figures published by the German Association of the Automotive Industry (VDA) indicate that the German car industry has also enjoyed a much faster recovery than anticipated and has now almost returned to a pre-crisis level. Production in the first three quarters of this year increased by 14% compared to 2009, and was therefore only 5% below the previous record level of 2008.

Global chemical sales revenues are likely to increase by approximately 6% in 2010. The German chemical industry has within only 15 months almost compensated for the severe collapse caused by the economic crisis. The German Chemical Industry Association (VCI) anticipates an increase in production of around 11% for 2010.

The German Engineering Federation (VDMA) continues to assume a 6% increase in production for the German engineering sector for 2010, although this level is still some 25% below the record level recorded in 2008.

Due to the positive economic framework, global lubricant demand is likely to enjoy an estimated 10% increase this year. However, following the significant drop in volumes in 2009, by the end of 2010 the overall lubricant market is still likely to be 5% below the pre-crisis level.

## SALES REVENUES

The FUCHS PETROLUB Group continued its strong growth in sales revenues in the third quarter of 2010. At €1,083.5 million, revenues enjoyed a 24.1% increase for the first nine months of the year over the same period of the previous year (873.2) and consequently equaled the then highest nine-month figure of 2008 (1,083.5).

Summary of the factors affecting sales revenues:

	€ million	%
Organic growth	161.5	18.5
External growth	2.8	0.3
Currency translation effects	46.0	5.3
<b>Growth in sales revenues</b>	<b>210.3</b>	<b>24.1</b>

## DEVELOPMENT OF SALES REVENUES BY REGION

in € million	First nine months 2010	First nine months 2009	Organic growth	External growth	Exchange rate effects	Total change absolute	Total change in %
Europe	650.8	553.7	90.3	–	6.8	97.1	17.5
Asia-Pacific, Africa	281.0	211.1	40.3	–	29.6	69.9	33.1
North and South America	183.6	129.9	41.2	2.8	9.7	53.7	41.3
Consolidation	–31.9	–21.5	–10.3	–	–0.1	–10.4	–
<b>Total</b>	<b>1,083.5</b>	<b>873.2</b>	<b>161.5</b>	<b>2.8</b>	<b>46.0</b>	<b>210.3</b>	<b>24.1</b>

The regions Asia-Pacific, Africa and North and South America made the most significant contributions to the strong growth which lifted overall Group sales revenues back up to their pre-crisis level. Asia-Pacific, Africa generated around 30% higher revenues and North and South America increased by about 20% compared to 2008. The overall share of these two regions in Group sales revenues increased to around 42% (33% in 2008). In the same time period, revenues in Europe dropped to around 58% of Group sales revenues (67% in 2008), in spite of this region significantly improving its revenues in 2010 over the previous year.

At €650.8 million (553.7), Europe recorded €97.1 million or 17.5% greater sales revenues than in the same period of the previous year, even though an appreciable toll processing business was terminated in Great Britain. Adjusted for effects of currency exchange rates and the

toll processing business, Europe is only around 7% below the revenue level of the first nine months of 2008. Organic growth in the region was €90.3 million or 16.3% in 2010.

At 33.1%, Asia-Pacific, Africa enjoyed extremely dynamic growth. Indeed, the region recorded organic growth of €40.3 million or 19.1%. In addition to this, the total increase in sales revenues of €69.9 million to €281.0 million (211.1) also includes positive currency exchange effects of 14.0%. Above all the Australian dollar and also the South African rand and the Chinese renminbi grew stronger against the euro in 2010.

North and South America recorded the strongest organic increase in sales revenues. Of the total increase of 41.3% or €53.7 million to €183.6 million (129.9), some €41.2 million or 31.7% was due to organic growth. Our North and South American companies contributed equally to this. The currency exchange effect of €9.7 million is attributable in roughly equal measure to a stronger US dollar and a higher Brazilian real.

## **EARNINGS**

Together with the pronounced growth in sales revenues, the FUCHS PETROLUB Group also significantly improved its earnings position. It was therefore possible to continue our strategy of profitable growth.

Gross profit increased by 27.5% or €92.2 million to €427.3 million (335.1). In the light of higher raw material prices, however, the increase was not as pronounced as at the six month stage. The gross margin in the first nine months of the year was 39.4% (38.4).

At the same time, the selling and distribution, administration, and research and development expenses increased at a lower rate compared to sales revenues. The increase of 12.1% or €26.1 million to €241.0 million (214.9) means that these costs now represent just 22.2% (24.6) of sales revenues.

Therefore, after taking into account other operating income and expenses, as well as investment income, the FUCHS PETROLUB Group was able to increase its earnings before interest and tax (EBIT) at a considerably higher rate. EBIT increased by 55.5% to €190.8 million (122.7). The EBIT margin, i. e. EBIT relative to sales revenues, was 17.6% (14.1) and remained at virtually the same level as the first half of 2010 (17.7%).

The financial result improved due to liquidity (–€3.7 million compared to –€6.4 million in the previous year). At 29.1%, the rate of taxation was slightly lower than the previous year (29.7). Profit after taxes in the first nine months of 2010 therefore increased year on year by 62.2% to €132.7 million (81.8).

All Group regions benefited from the favorable economic environment and contributed to the increased earnings. The greatest percentage gain of around 80% is attributable to the North and South America region, which improved its EBIT by €18.4 million to €41.1 million (22.7) and its EBIT margin to 22.4% (17.5). The gains in Europe and Asia-Pacific, Africa were around 50% respectively. The segment earnings for the Europe region increased by €31.5 million to €96.2 million (64.7), representing 14.8% (11.7) of sales revenues. In Asia-Pacific, Africa, EBIT increased by €19.6 million to €58.1 million (38.5), with the EBIT margin of 18.3% (15.6).

Earnings per share after nine months were €5.56 (3.41) per ordinary share and €5.60 (3.46) per preference share.

#### **NET ASSETS AND FINANCIAL POSITION**

The net assets and financial position of the FUCHS PETROLUB Group demonstrated a positive development in the third quarter. The equity ratio rose to 58.1% (52.7% as at the end of 2009), while cash and cash equivalents of €83.2 million (€89.9 million as at the end of 2009) exceed financial liabilities by €23.7 million (€58.2 million as at the end of 2009).

Following the increase in inventories and trade receivables in the first half of the year, which is mainly attributable to higher sales levels but also to currency effects, the Group's working capital did not see any further increase in the third quarter. Instead, the liquidity situation saw further improvement. In the third quarter we therefore made an early repayment of the full €40 million private placement bond (German Schuldschein) assumed in 2009. In the second quarter of 2010 we had already reduced the pension liabilities by transferring without recourse a portion of the English pension obligations to an external pension provider.

#### **CAPITAL EXPENDITURE AND INVESTMENTS IN COMPANIES**

In the first nine months of 2010, the FUCHS PETROLUB Group invested €21.6 million (22.1) in property, plant and equipment, as well as intangible assets. The key investment focuses here were the purchase of property in South Africa and the construction of a new facility in India, as well as construction of a new research and development and sales center in Mannheim. Staff moved into the sales center in the third quarter, and the facility in India will be up and running in December of this year.

Depreciation and amortization of property, plant and equipment and intangible assets was €16.0 million (14.8).

## STATEMENT OF CASH FLOWS

In the first nine months of 2010, FUCHS PETROLUB generated a gross cash flow of €127.1 million (89.7). This figure includes depreciation and amortization of long-term assets of €16.0 million (14.8). In addition to this, the payment of €14.3 million into the English pension fund led to a reduction in pension provisions.

Due to the high level of sales revenues in the first nine months of 2010, the working capital has risen by €52.7 million since the start of the year. In the previous year, on the other hand, a severe downward trend in sales revenues had led to a release in working capital of €49.2 million. The cash flow from operating activities to date in 2010 is €79.4 million (144.1).

At €13.9 million, cash flow from investing activities remained below the previous year's level (18.9). The remaining free cash flow of €65.5 million (125.2) was used for the dividend payouts and the early repayment of a euro private placement bond (German Schuldschein).

## RESEARCH AND DEVELOPMENT

In the corrosion protection product segment, we succeeded in expanding our wax coating products portfolio in cooperation with a leading global OEM. The new ANTICORIT CL 337 DE flooding wax for use in cavity protection was released following in-depth testing in the OEM's process lab. The product excels through its high oxidation stability and ensures excellent corrosion protection while at the same time reducing consumption.

The requirements of the automotive and supply industry regarding the removability of process materials are becoming stricter. When developing the products, economic factors such as tank service life and disposal costs also need to be taken into account. Conventional single-component cleaners quickly reach their limits here. FUCHS has developed new two-component systems, in which surfactant and builder can be dosed separately. Practical applications from the supply industry have shown that RENOCLEAN DEGREASER 39 and RENOCLEAN TENSIDE 161 can reduce process costs significantly by extending tank service life. With this cleaning system, automotive press shops that have specialized in manufacturing difficult-to-form components can remove even high-additive metalforming lubricants with no issues.

Dewatering products are used in many applications when the surface to be protected is still damp. The water adhering to the components can be quickly and easily removed, and the corrosion protection applied in the same process step. The new generation of ANTICORIT dewatering products from FUCHS unites the distinct advantages of individual customer solutions in an optimized product range. Alongside the desired storage life or transport time, customers can also choose their own favorite solvent. These products, of course, comply with

the strict requirements of the German Solvent Ordinance "31. BImSchV". These ANTICORIT DFW and ANTICORIT DFO products form an extremely thin protective oily or waxy film and do not require the use of heavy metal compounds. They offer excellent corrosion protection, which makes them very suitable for sea transport of goods subject to weather damage.

On the basis of new findings regarding the interaction of additives with metal surfaces, our subsidiary WISURA developed a high performance fine blanking and metalforming lubricant. The product WISURA FSO 5002 allows oils with high chlorine content to be removed when performing fine blanking and stainless steel sheet forming operations. The product is free of mineral oil and can be used for all conventional processes employed in metalforming.

## EMPLOYEES

As at September 30, 2010, the global workforce of the FUCHS PETROLUB Group consisted of 3,538 employees, which is 50 more than at the start of the year (3,488).

The new appointments were made at the companies in the regions of Asia-Pacific and South America, which have been enjoying healthy growth.

The workforce at a glance:

	<b>Sep. 30, 2010</b>	Dec. 31, 2009	Sep. 30, 2009
Europe	2,226	2,224	2,261
Asia-Pacific, Africa	810	777	785
North and South America	502	487	490
<b>Total</b>	<b>3,538</b>	<b>3,488</b>	<b>3,536</b>

**OPPORTUNITIES AND RISKS**

In the financial year 2009, FUCHS reported in detail on the opportunities and risks resulting from its international business activities. There have been no significant changes since this time. On the basis of the information currently available, we are of the opinion that no significant individual risks exist for the FUCHS PETROLUB Group, either now or in the foreseeable future. Nor do the overall risks or combinations of risks threaten the continued existence of the Group.

The FUCHS PETROLUB Group has implemented an effective risk management system, which ensures that opportunities and risks are identified and dealt with in good time. We have made all possible provision for typical business risks capable of having a major influence on the company's asset, financial and profit situation.

**BUSINESS TRANSACTIONS WITH RELATED COMPANIES AND PERSONS**

As at December 31, 2009, a dependent company report was prepared on relationships with related companies pursuant to Section 312 of the German Stock Corporation Act (AktG) with the concluding declaration: "In the legal transactions listed in the dependent company report, and according to the circumstances that were known to us when those legal transactions were performed, our company received an appropriate consideration in each legal transaction. No actions subject to disclosure occurred on the instructions or in the interest of the controlling company." KPMG AG Wirtschaftsprüfungsgesellschaft, the independent auditors of FUCHS PETROLUB AG, have audited this dependent company report and provided it with an unqualified audit opinion.

Up to September 30, 2010, there were no indications which would lead us to revise our statement regarding business transactions with related companies and persons.

## **OUTLOOK**

The overall economic situation in the third quarter of 2010 saw better development in many global regions than companies and economic research institutes were predicting in the first half of the year. The Group also expects to see a sound business development in the fourth quarter.

However, the downward trend in the gross margin shows that the increases in raw material prices are also having an effect. Favorable development of sales revenues and less than proportionate expected cost increases were largely able to compensate the downward trend in gross margins in the third quarter. For the full year, the Group is aiming to generate earnings before interest and tax (EBIT) of around €240 million with sales revenues of approximately €1.4 billion. In 2010, FUCHS therefore expects to achieve the highest EBIT in the Group's history.

In the light of the sound earnings position, the Group will generate considerable free cash flow. This in turn will allow strategically important investments to be financed internally. In contrast to the previous year, the increased level of sales revenues will tie up part of the funds. Investments in research and development, as well as in growth markets will continue as scheduled.

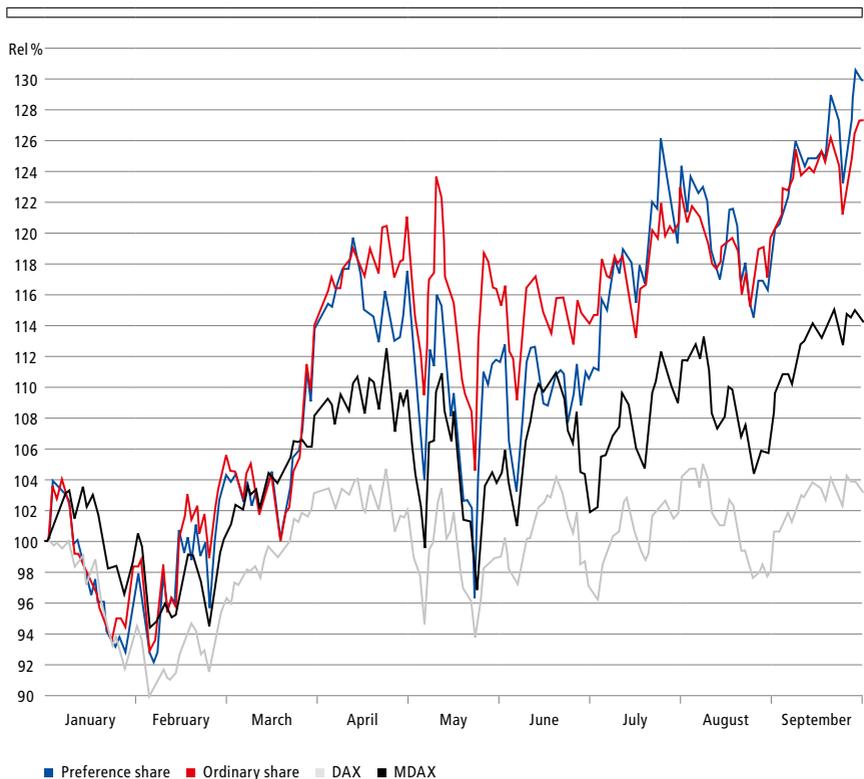
Despite the good results recorded to date, significant price and exchange rate fluctuations in terms of raw materials, currencies and material assets mean that the economic recovery is still exposed to risks. Undesirable developments in many economies and currency zones are leading to further uncertainty. The same can be said of geopolitical tensions and increasing trade protectionism. It would be premature at this point to simply predict a continuation of the current positive trend into 2011.

## FUCHS SHARES

Following inconsistent share price movements in the second quarter, the stock exchanges reacted to the steadily improving economic figures with price gains in the third quarter. In this environment, the FUCHS shares were able to make considerable gains – in particular toward the end of the third quarter.

The FUCHS ordinary share closed in XETRA trading on September 30, 2010 at €77.70 and was therefore 28.1% above the 2009 year-end price. At a price of €85.03, the preference share recorded a 31.2% gain. The DAX and MDAX rose by 4.6% and 16.8% respectively in the same time period.

### PRICE TREND OF ORDINARY AND PREFERENCE SHARES IN COMPARISON WITH DAX AND MDAX (JANUARY 1 – SEPTEMBER 30, 2010)



## CONSOLIDATED INCOME STATEMENT

in € million	First nine months of 2010	First nine months of 2009
Sales revenues	1,083.5	873.2
Cost of sales	-656.2	-538.1
<b>Gross profit</b>	<b>427.3</b>	<b>335.1</b>
Selling and distribution expenses	-164.2	-145.0
Administrative expenses	-57.8	-53.2
Research and development expenses	-19.0	-16.7
<b>Operating profit</b>	<b>186.3</b>	<b>120.2</b>
Other operating income and expenses	-2.3	-3.0
Investment income	6.8	5.5
<b>Earnings before interest and tax (EBIT)</b>	<b>190.8</b>	<b>122.7</b>
Financial result	-3.7	-6.4
<b>Earnings before tax (EBT)</b>	<b>187.1</b>	<b>116.3</b>
Income taxes	-54.4	-34.5
<b>Profit after tax</b>	<b>132.7</b>	<b>81.8</b>
Profit attributable to minority interest	0.7	0.4
<b>Profit attributable to equity holders of FUCHS PETROLUB AG</b>	<b>132.0</b>	<b>81.4</b>
<b>Earnings per share in €<sup>1</sup></b>		
Ordinary share	5.56	3.41
Preference share	5.60	3.46

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

## CONSOLIDATED INCOME STATEMENT

in € million	Third quarter of 2010	Third quarter of 2009
Sales revenues	382.8	303.6
Cost of sales	-235.3	-175.4
<b>Gross profit</b>	<b>147.5</b>	<b>128.2</b>
Selling and distribution expenses	-55.8	-49.3
Administrative expenses	-19.3	-18.0
Research and development expenses	-6.3	-5.3
<b>Operating profit</b>	<b>66.1</b>	<b>55.6</b>
Other operating income and expenses	-0.8	-1.4
Investment income	1.6	1.8
<b>Earnings before interest and tax (EBIT)</b>	<b>66.9</b>	<b>56.0</b>
Financial result	-0.7	-1.7
<b>Earnings before tax (EBT)</b>	<b>66.2</b>	<b>54.3</b>
Income taxes	-20.0	-15.6
<b>Profit after tax</b>	<b>46.2</b>	<b>38.7</b>
Profit attributable to minority interest	0.3	0.2
<b>Profit attributable to equity holders of FUCHS PETROLUB AG</b>	<b>45.9</b>	<b>38.5</b>
<b>Earnings per share in €<sup>1</sup></b>		
Ordinary share	1.94	1.61
Preference share	1.95	1.63

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

**CONSOLIDATED BALANCE SHEET**

in € million	Sep. 30, 2010	Dec. 31, 2009
<b>Assets</b>		
Intangible assets	95.3	95.0
Property, plant and equipment	193.0	180.5
Investments accounted for using the equity method	4.6	4.5
Other financial assets	5.7	6.6
Deferred tax assets	22.4	20.6
<b>Long-term assets</b>	<b>321.0</b>	<b>307.2</b>
Inventories	185.8	149.3
Trade receivables	225.8	171.8
Tax receivables	2.0	2.0
Other receivables and other assets	37.0	25.5
Cash and cash equivalents	83.2	89.9
<b>Short-term assets</b>	<b>533.8</b>	<b>438.5</b>
<b>Total assets</b>	<b>854.8</b>	<b>745.7</b>
<b>Equity and liabilities</b>		
Subscribed capital	71.0	71.0
Group reserves	291.8	199.7
Group profits	132.0	120.8
FUCHS PETROLUB Group capital	494.8	391.5
Minority interest	1.7	1.4
<b>Shareholders' equity</b>	<b>496.5</b>	<b>392.9</b>
Pension provisions	74.7	83.8
Other provisions	7.0	7.0
Deferred tax liabilities	14.8	14.9
Financial liabilities	5.9	45.7
Other liabilities	2.7	2.1
<b>Long-term liabilities</b>	<b>105.1</b>	<b>153.5</b>
Trade payables	120.1	91.2
Provisions	49.1	45.4
Tax liabilities	30.9	23.8
Financial liabilities	17.8	12.5
Other liabilities	35.3	26.4
<b>Short-term liabilities</b>	<b>253.2</b>	<b>199.3</b>
<b>Total equity and liabilities</b>	<b>854.8</b>	<b>745.7</b>

## STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY

in € million	Outstanding shares (units)	Subscribed capital AG	Capital reserves AG
<b>As at December 31, 2008</b>	23,861,100	77.8	87.8
Share buy-back	-201,100		
Redemption of own shares/Reduction of share capital		-6.8	
Dividend payments			
Profit after tax January 1 – September 30, 2009			
Change in income and expenses recognized directly in equity			
Changes in scope of consolidation and other changes			
<b>As at September 30, 2009</b>	23,660,000	71.0	87.8
<b>As at December 31, 2009</b>	23,660,000	71.0	94.6
Dividend payments			
Profit after tax January 1 – September 30, 2010			
Change in income and expenses recognized directly in equity			
Changes in scope of consolidation and other changes			
<b>As at September 30, 2010</b>	23,660,000	71.0	94.6

	Reserve for own shares	Equity capital generated in the Group	Other comprehensive income	<b>FUCHS PETROLUB Group capital</b>	Minority interest	<b>Shareholders' equity</b>
	-117.9	290.3	-24.1	<b>313.9</b>	1.4	<b>315.3</b>
	-5.8			<b>-5.8</b>		<b>-5.8</b>
	123.7	-116.9		<b>0.0</b>		<b>0.0</b>
		-37.1		<b>-37.1</b>	-0.4	<b>-37.5</b>
		81.4		<b>81.4</b>	0.4	<b>81.8</b>
		-0.3	4.3	<b>4.0</b>		<b>4.0</b>
				<b>0.0</b>		<b>0.0</b>
	0.0	217.4	-19.8	<b>356.4</b>	1.4	<b>357.8</b>
	0.0	241.7	-15.8	<b>391.5</b>	1.4	<b>392.9</b>
		-39.5		<b>-39.5</b>	-0.4	<b>-39.9</b>
		132.0		<b>132.0</b>	0.7	<b>132.7</b>
		-2.9	13.7	<b>10.8</b>		<b>10.8</b>
				<b>0.0</b>		<b>0.0</b>
	0.0	331.3	-2.1	<b>494.8</b>	1.7	<b>496.5</b>

## STATEMENT OF COMPREHENSIVE INCOME

in € million	First nine months of 2010	First nine months of 2009
<b>Profit after tax</b>	<b>132.7</b>	<b>81.8</b>
<b>Income and expense recognized in equity</b>		
Change in fair values of hedging instruments	0.0	0.0
Change in foreign currency translation adjustments	13.7	4.3
Actuarial gains/losses on defined benefit pension commitments	-4.0	-0.5
Deferred taxes on income and expenses recognized directly in equity	1.1	0.2
Other changes	0.0	0.0
<b>Total income and expense recognized in equity</b>	<b>10.8</b>	<b>4.0</b>
<b>Total income and expenses for the period</b>	<b>143.5</b>	<b>85.8</b>
thereof shareholder of FUCHS PETROLUB AG	142.8	85.4
thereof minority interests	0.7	0.4

in € million	Third quarter of 2010	Third quarter of 2009
<b>Profit after tax</b>	<b>46.2</b>	<b>38.7</b>
<b>Income and expense recognized in equity</b>		
Change in fair values of hedging instruments	0.0	0.0
Change in foreign currency translation adjustments	-16.4	-1.6
Actuarial gains/losses on defined benefit pension commitments	-2.5	-0.8
Deferred taxes on income and expenses recognized directly in equity	4.6	0.2
Other changes	0.6	0.0
<b>Total income and expense recognized in equity</b>	<b>-13.7</b>	<b>-2.2</b>
<b>Total income and expenses for the period</b>	<b>32.5</b>	<b>36.5</b>
thereof shareholder of FUCHS PETROLUB AG	32.2	36.3
thereof minority interests	0.3	0.2

### Note to the statement of cash flows

<sup>1</sup> Cash and cash equivalents comprise total liquid funds of the Group.

## STATEMENT OF CASH FLOWS

in € million	Sep. 30, 2010	Sep. 30, 2009
<b>Profit after tax</b>	<b>132.7</b>	<b>81.8</b>
Depreciation and amortization of long-term assets	16.0	14.8
Change in long-term provisions	-14.3	-0.2
Change in deferred taxes	-0.5	-1.1
Non cash income from release of negative goodwill	0.0	-0.1
Non cash income from investments accounted for using the equity method	-6.8	-5.5
<b>Gross cash flow</b>	<b>127.1</b>	<b>89.7</b>
Change in inventories	-30.6	46.7
Change in trade receivables	-47.5	-0.3
Change in other assets	-11.4	1.4
Change in trade payables	25.4	2.8
Change in other liabilities (excluding financial liabilities)	16.4	3.7
Net gain/loss on disposal of long-term assets	0.0	0.1
<b>Cash flow from operating activities</b>	<b>79.4</b>	<b>144.1</b>
Investments in long-term assets	-21.6	-22.1
Acquisition of subsidiaries and other business units	0.0	-4.5
Disposal of subsidiaries and other business units	0.0	0.0
Proceeds from the disposal of long-term assets	1.2	3.9
Dividends received	6.5	3.8
<b>Cash flow from investing activities</b>	<b>-13.9</b>	<b>-18.9</b>
<b>Free cash flow</b>	<b>65.5</b>	<b>125.2</b>
Dividends paid	-39.9	-37.5
Purchase of own shares	0.0	-5.8
Changes in bank and leasing commitments	-35.3	-55.6
Effects on cash from changes in scope of consolidation	0.0	0.3
<b>Cash flow from financing activities</b>	<b>-75.2</b>	<b>-98.6</b>
<b>Cash and cash equivalents at the end of the previous period</b>	<b>89.9</b>	<b>19.5</b>
Cash flow from operating activities	79.4	144.1
Cash flow from investing activities	-13.9	-18.9
Cash flow from financing activities	-75.2	-98.6
Effect of currency translations	3.0	0.0
<b>Cash and cash equivalents at the end of the period<sup>1</sup></b>	<b>83.2</b>	<b>46.1</b>
<b>Details of the acquisition and disposal of subsidiaries and other business units (in € million)</b>		
Total of all purchase prices	0.0	4.5
Total of acquired cash and cash equivalents	0.0	0.0
Balance of acquired net assets	0.0	2.8
Total of all sale prices	0.0	0.0
Total of sold cash and cash equivalents	0.0	0.0
Total of sold net assets	0.0	0.0

## SEGMENTS

in € million	Europe	Asia-Pacific, Africa	North and South America	Total for operating companies	Holding companies incl. consolidation	FUCHS PETROLUB Group
<b>First nine months of 2010</b>						
Sales revenues by company location	650.8	281.0	183.6	1,115.4	-31.9	1,083.5
Segment earnings (EBIT)	96.2	58.1	41.1	195.4	-4.6	190.8
EBIT in % of sales revenue	14.8	18.3 <sup>1</sup>	22.4	17.5		17.6
<b>First nine months of 2009</b>						
Sales revenues by company location	553.7	211.1	129.9	894.7	-21.5	873.2
Segment earnings (EBIT)	64.7	38.5	22.7	125.9	-3.2	122.7
EBIT in % of sales revenue	11.7	15.6 <sup>1</sup>	17.5	14.1		14.1

<sup>1</sup> Excluding EBIT of investments for using the equity method as their sales figures are also not included.

## NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS

The interim consolidated financial statements of FUCHS PETROLUB AG, Mannheim, have been prepared in accordance with the principles of the International Financial Reporting Standards (IFRS), taking into account the standards and interpretations laid down in the guidelines of the International Accounting Standards Board (IASB), London – to be applied within the EU and valid on the date of report. The accounting and valuation principles, together with the calculation methods, remained unchanged from the consolidated financial statements for 2009; we therefore refer to the notes to the consolidated financial statements made there.

The interim consolidated financial statements and the interim management report were not subject to examination by the auditor.

### Changes in the scope of consolidation

There were no changes to the scope of consolidation in the first nine months of 2010.

### Exchange rate development

The exchange rates of significant subsidiaries have moved against the euro as follows:

Closing rate (1 €)	Sep. 30, 2010	Dec. 31, 2009	Change in foreign currency in %
US dollar	1.3612	1.4333	+ 5.3
British pound	0.8613	0.9000	+ 4.5
Chinese renminbi yuan	9.1174	9.8000	+ 7.5
Australian dollar	1.4037	1.6052	+ 14.4
South African rand	9.4882	10.6219	+ 11.9
Polish zloty	3.9751	4.1354	+ 4.0
Brazilian real	2.3255	2.5075	+ 7.8

Average annual exchange rate (1 €)	First nine months 2010	First nine months 2009	Change in foreign currency in %
US dollar	1.3172	1.3662	+ 3.7
British pound	0.8586	0.8872	+ 3.3
Chinese renminbi yuan	8.9791	9.3483	+ 4.1
Australian dollar	1.4694	1.8269	+ 24.3
South African rand	9.8556	11.9200	+ 20.9
Polish zloty	4.0122	4.3905	+ 9.4
Brazilian real	2.3575	2.8550	+ 21.1

**Pension provisions**

In Great Britain, a significant portion of the pension obligations was transferred without recourse to an external pension provider. This was financed by withdrawals from the fund assets. At the same time, the company made a one-off payment to the fund of €14.3 million, which led to a corresponding reduction in the pension provisions.

**Events after the balance sheet date**

With effect from October 1, 2010 the Group acquired the global food grade lubricants business from Shell International Petroleum, London. This acquisition also includes product technology, the customer base, the CASSIDA brand, as well as employees working in sales and research and development. The business segment recorded sales revenues of €21 million in 2009.

Mannheim, November 2010  
FUCHS PETROLUB AG

The Executive Board

# FINANCIAL CALENDAR

## DATES 2011

February 25	Provisional figures for the 2010 annual financial statements
March 24	Presentation of the consolidated and individual financial statements for 2010, as well as publication of the 2010 annual report Financial statement press conference, Mannheim Analysts' conference, Frankfurt am Main
May 3	Interim report for the first quarter of 2011 Press conference call Analyst conference call
May 11	Annual General Meeting, Mannheim
May 12	Information event for Swiss shareholders, Zurich
August 3	Interim report for the first six months and second quarter of 2011 First-half press conference, Mannheim Analyst conference call
November 3	Interim report for the first nine months and third quarter 2011 Press conference call Analyst conference call

## DISCLAIMER

This interim report contains statements about future developments that are based on assumptions and estimates by the management of FUCHS PETROLUB AG. 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 include changes in the overall economic climate, changes to exchange rates and interest rates, and changes in the lubricants industry. FUCHS PETROLUB AG provides no guarantee that future developments and the results actually achieved in the future will correlate with the assumptions and estimates set out in this interim report and assumes no liability for such.





This interim report is also available in German.  
Both language versions are accessible via the  
internet.

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