



FUCHS PETROLUB SE

Q3 2013

Conference Call
4 November 2013

Dr. Alexander Selent, Vice Chairman & CFO
Reiner Schmidt, Member of the Group Management Committee



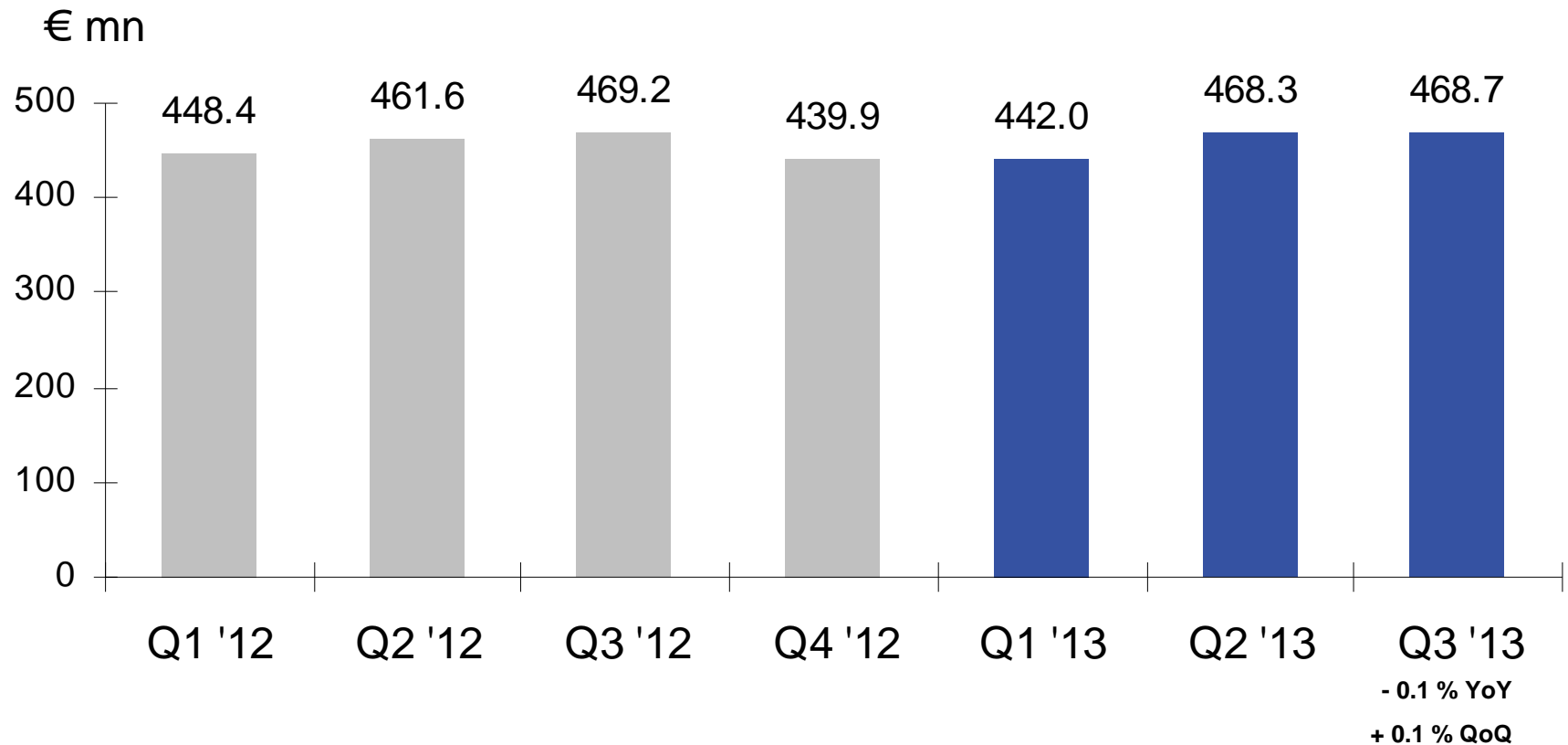
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Record result in Q 3 2013 Outlook confirmed



- Organic sales growth offset by currency translation effects
- Earnings before interest and tax increase by 5.8% to €237.2 million
- Outlook for the financial year confirmed

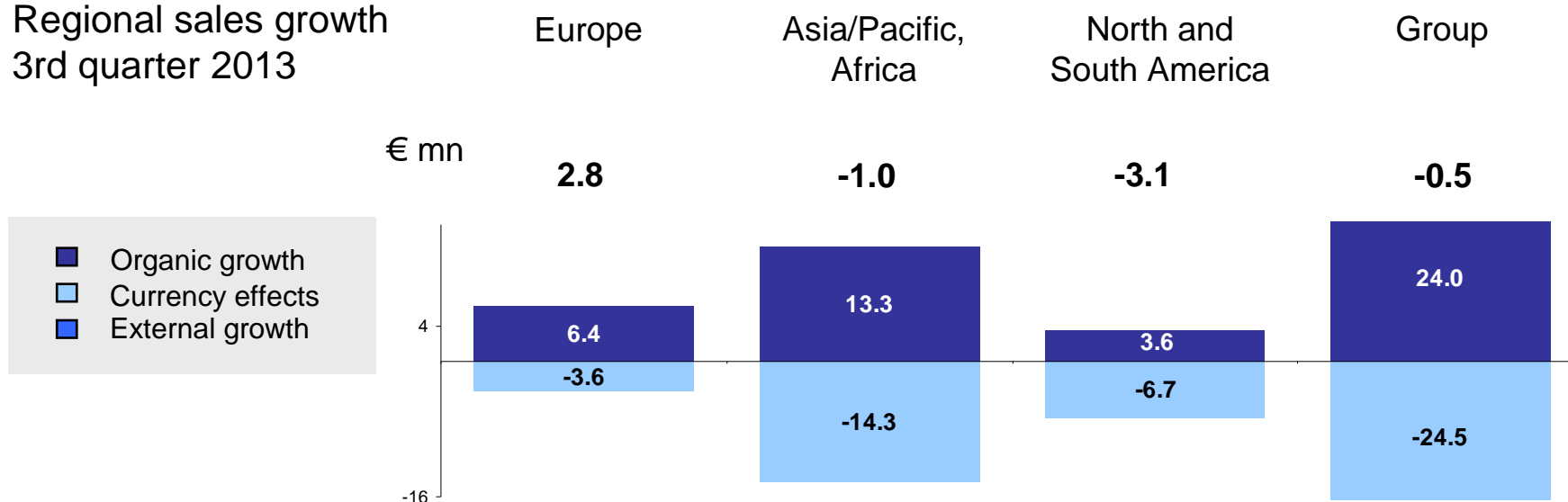
Q3 2013: Sales revenues remain on previous year's level due to currency effects. However, solid organic sales growth (+5.1%)



Q3 2013: All three world regions contribute to organic growth. However, it was not sufficient to compensate for the currency translation effects in Asia as well as North and South America



Regional sales growth 3rd quarter 2013



△ Total growth	+ 1.0%	- 0.8%	- 3.7%	- 0.1%
△ Organic growth	+ 2.3%	+10.8%	+ 4.3%	+ 5.1%
△ Currency effects	- 1.3%	- 11.6%	- 8.1%	- 5.2%

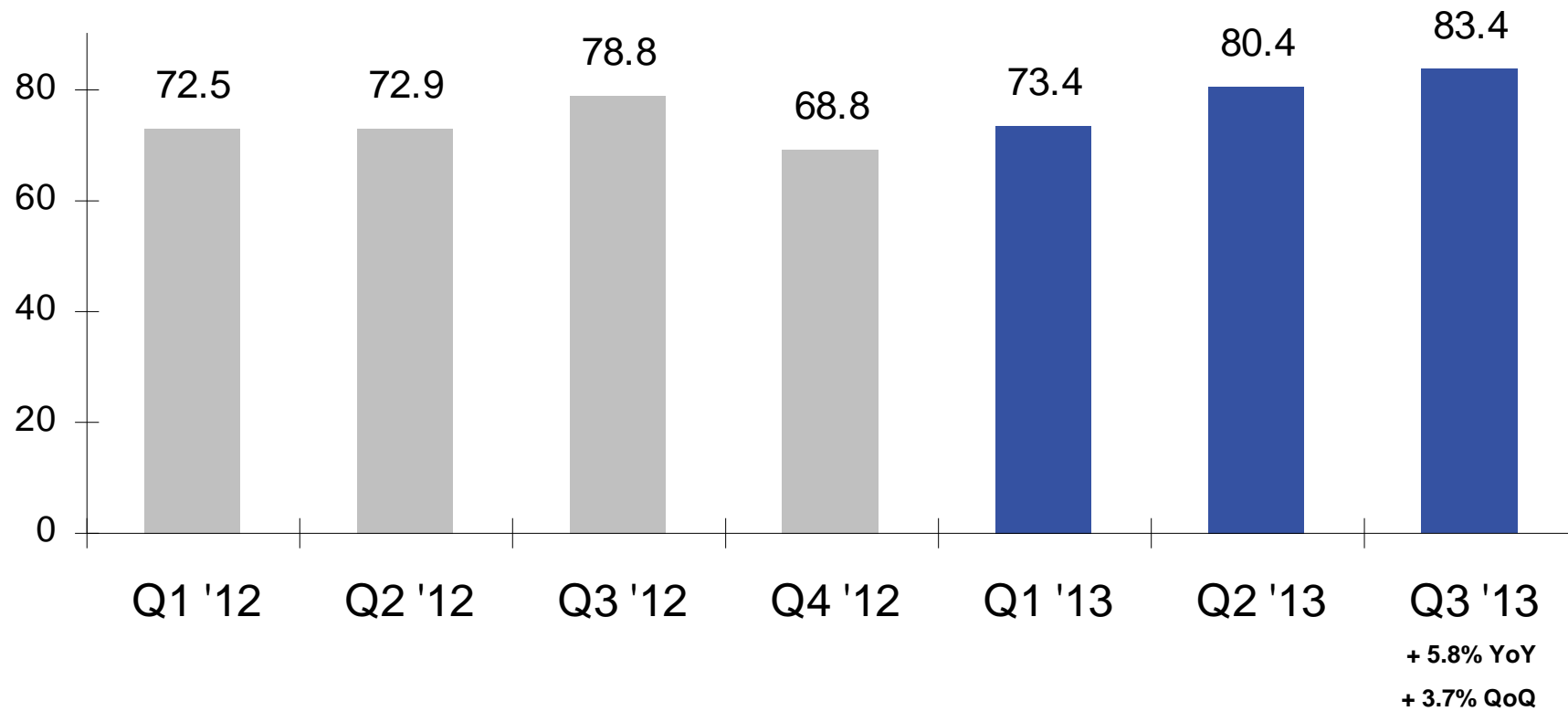
* consolidation effect -€0.8 mn

Q3 2013: FUCHS records its best quarterly result ever

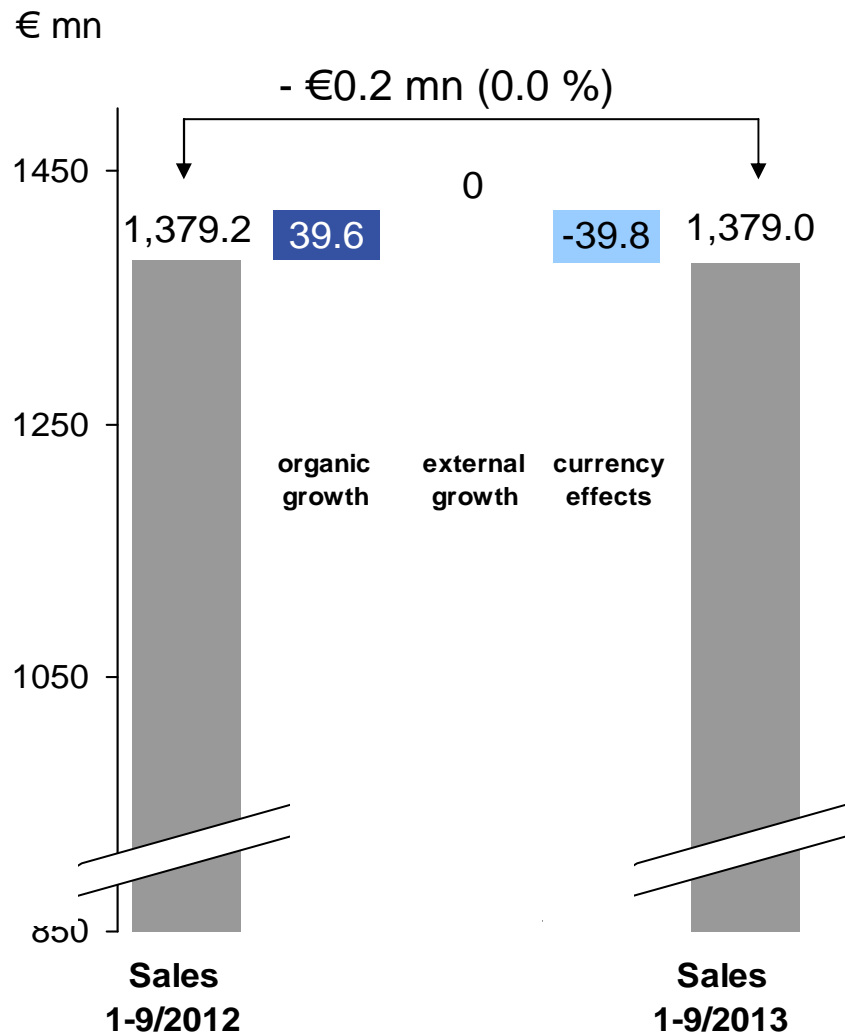


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1-9/2013: Organic sales growth (+2.9%) offset by currency translation effects (-2.9%)

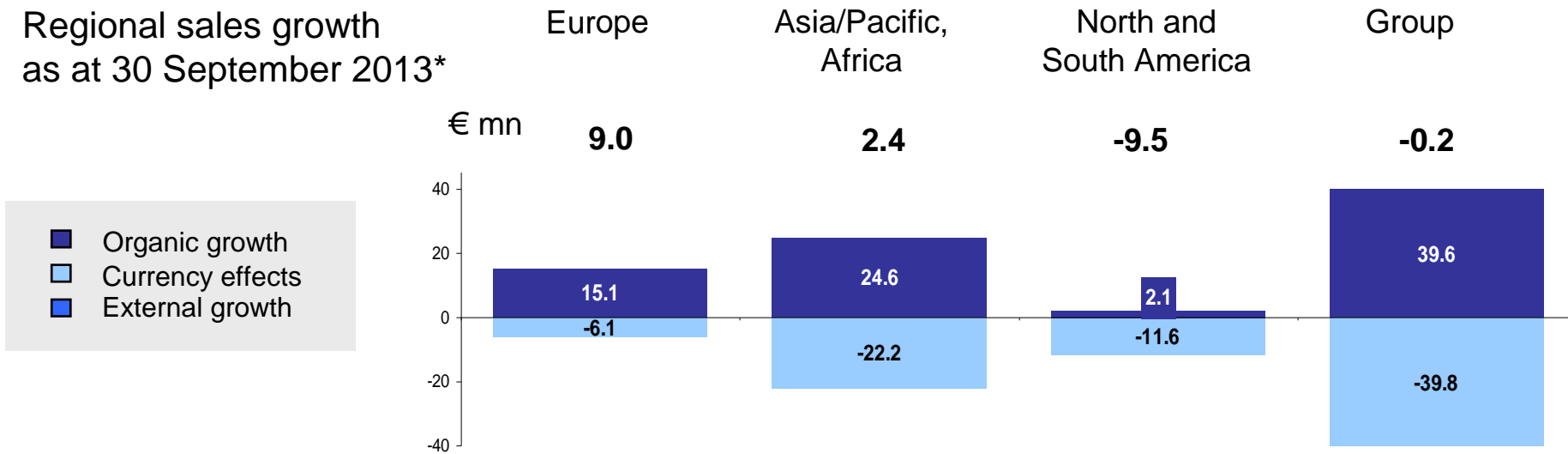


- Organic growth of 2.9% or €39.6 mn
- External growth of 0.0 % or €0.0 mn
- Currency effects of -2.9% or -€39.8 mn

1-9/2013: All three world regions contribute to the organic growth. However, it was not sufficient to compensate for the currency translation effects in North and South America.



Regional sales growth as at 30 September 2013*



△ Total growth	+ 1.1%	+ 0.7%	- 3.9%	+ 0.0%
△ Organic growth	+ 1.8%	+ 6.8%	+ 0.9%	+ 2.9%
△ Currency effects	- 0.7%	- 6.1%	- 4.7%	- 2.9%

* consolidation effect -€2.1 mn

EBIT increase by 5.8% or €13.0 mn



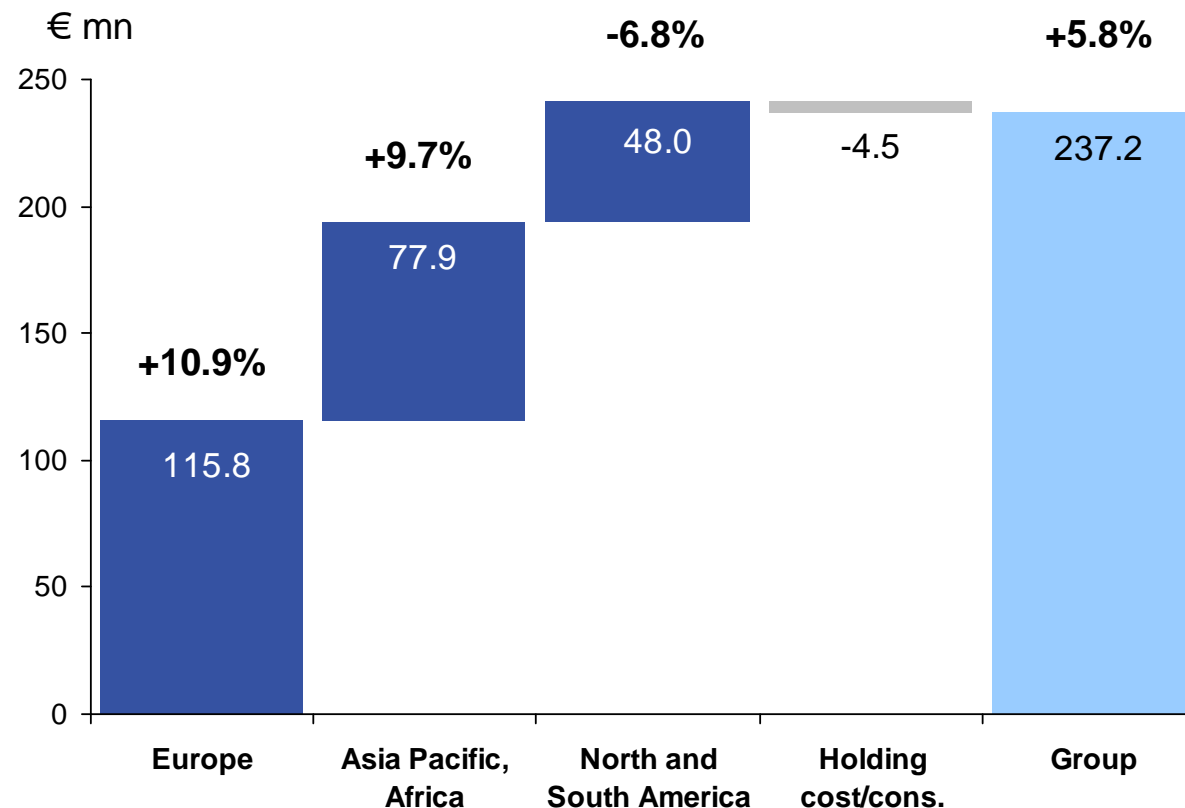
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€ mn	1-9/2013	1-9/2012	Variance	
Sales revenues	1,379.0	1,379.2	-0.2	0.0%
Gross profit	520.7	503.0	17.7	3.5%
<i>Gross profit margin</i>	<i>37.8%</i>	<i>36.5%</i>		
Admin., sales, R&D and other net operating expenses	293.6	289.5	4.1	1.4%
<i>Expenses as a percentage of sales</i>	<i>21.3%</i>	<i>21.0%</i>		
EBIT before at equity income	227.1	213.5	13.6	6.4%
<i>EBIT margin before at equity income</i>	<i>16.5%</i>	<i>15.5 %</i>		
Income from participations	10.1	10.7	-0.6	-5.6%
EBIT	237.2	224.2	13.0	5.8%
Earnings after tax	165.6	156.7	8.9	5.7%
<i>Net profit margin</i>	<i>12.0%</i>	<i>11.4%</i>		
Earnings per share				
Ordinary	2.32	2.19	0.13	5.9%
Preference	2.34	2.21	0.13	5.9%

Europe and Asia Pacific, Africa regions contribute to the EBIT increase, while Americas have not reached their previous year's level



as at 30 September 2013



EBIT margin before
at equity income
(previous year)

Europe	13.8%	18.8%	20.4%	16.5%
	(12.6%)	(16.8%)	(21.1%)	(15.5%)

Free cash flow increased



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€ mn	1-9/2013	1-9/2012
Gross cash flow	167.7	163.4
Change in working capital	-23.5	-47.2
Other changes	3.0	14.5
Operating cash flow	147.2	130.7
Capex (incl. financial investment)	-51.2	-47.6
Other changes	4.1	5.4
Free cash flow	100.1	88.5

Investments according to plan

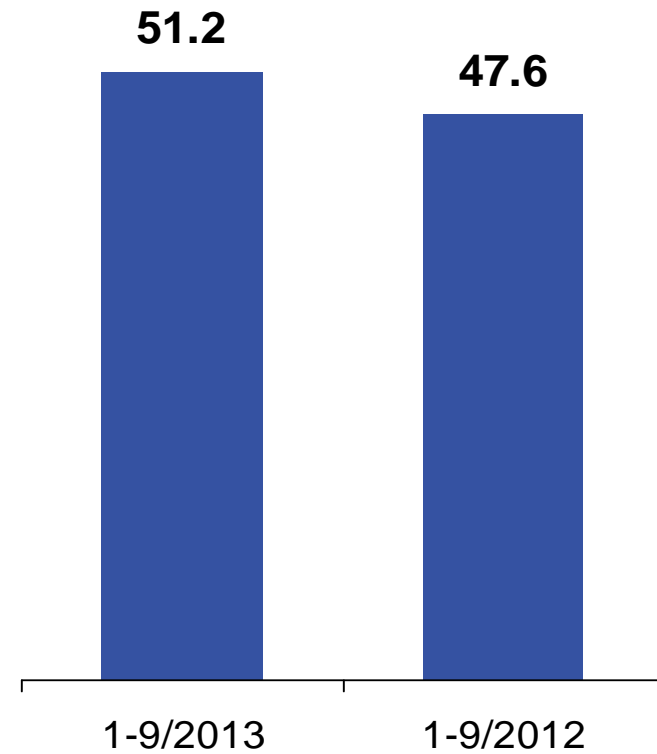


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€ mn

Key investments

More than half of the investments accounted to the modernization and extension of our American production site in Chicago as well as to the new sites in China and Russia.

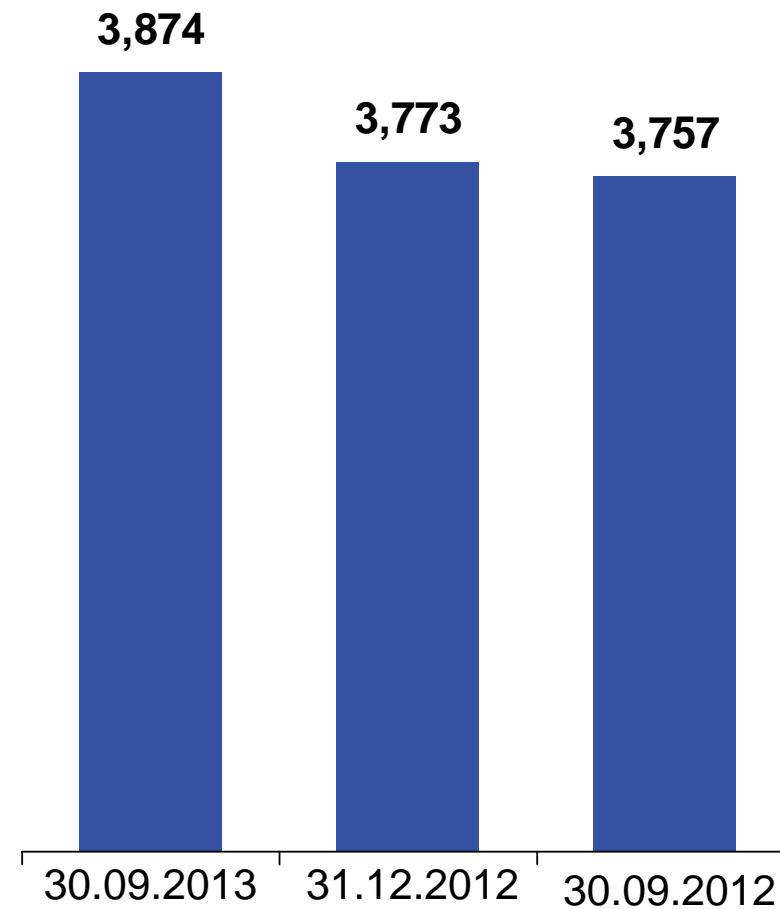


Increase in employees



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101 new employees since the beginning of the year - mainly in sales and R&D



- Fuchs confirms its target of achieving organic growth in sales revenues in the low single-digit percentage range for the year. However, it remains uncertain whether we will also record an increase in sales after translation of all currencies to the Group currency of Euros.
- We continue to expect an increase in earnings before interest and tax (EBIT) for 2013 based on the assumptions made. It may be difficult to continue the dynamics observed in the first nine months of the year, not least due to exchange rate movements.
- We expect the capital expenditure to at least reach the same level as in the previous year. We also expect to record free cash flow of more than €130 million for the full year.

Thank you for your attention



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