

FUCHS PETROLUB SE

First half 2013

Conference Call
2 August 2013

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



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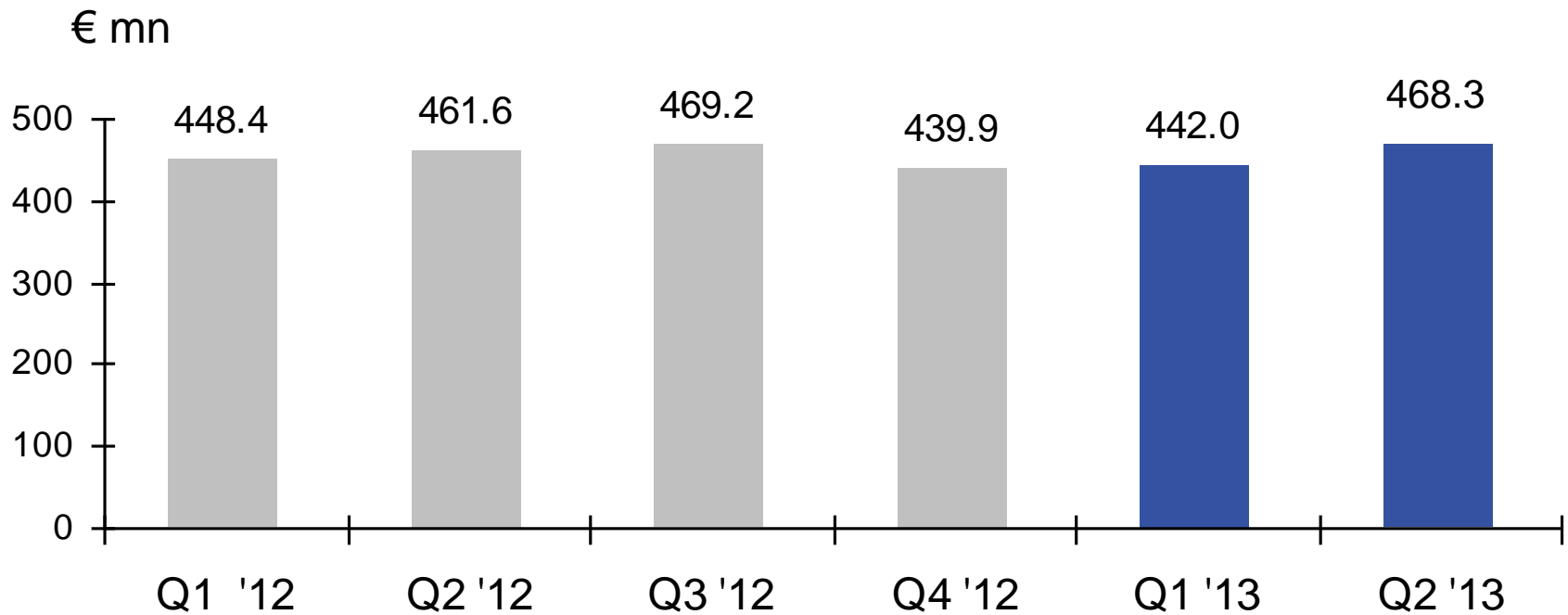


- Following an increase in the 2nd quarter, sales revenues for the first half year return to previous year's level
- Earnings before interest and tax (EBIT) up 5.8% to €153.8 mn
- Outlook confirmed for the year 2013

Q2 2013: Increase in sales revenues



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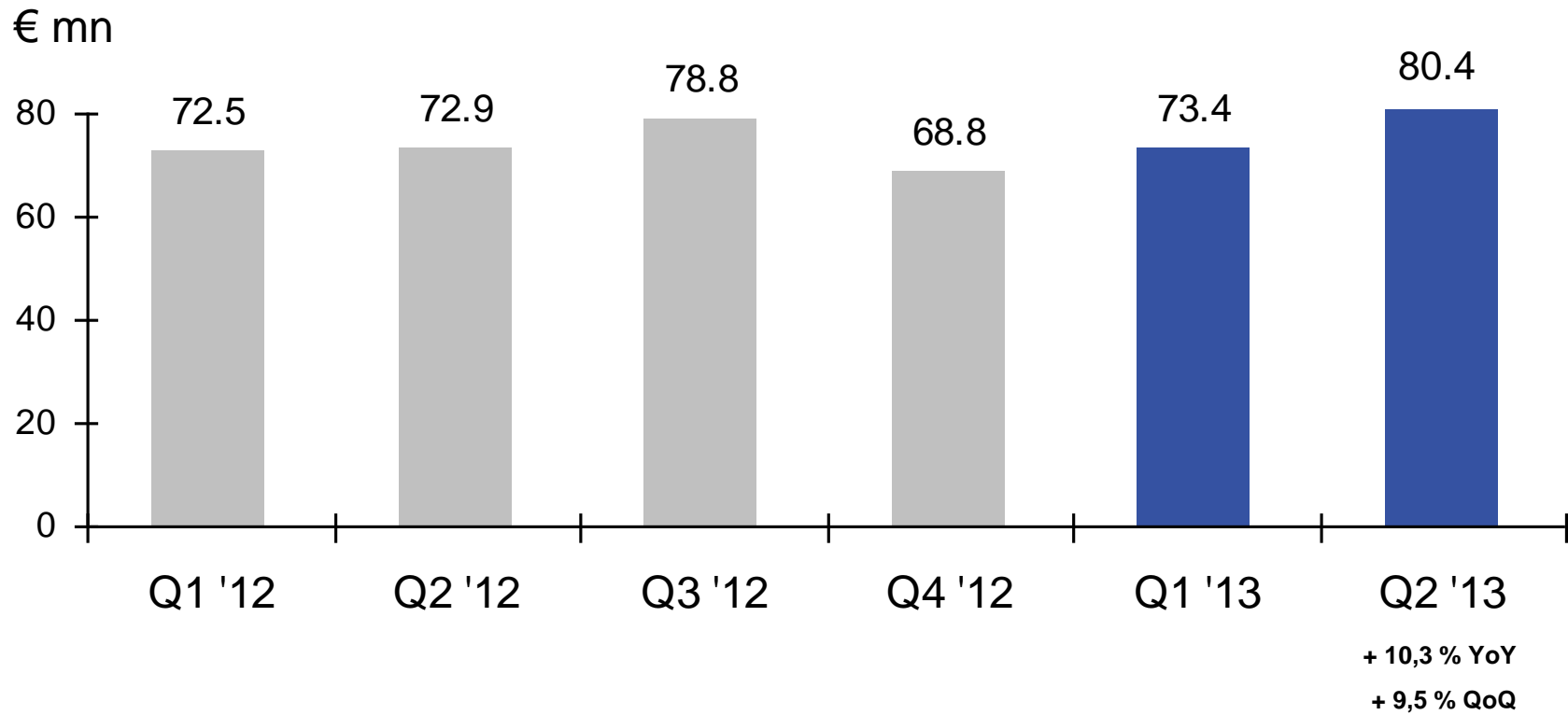


+ 1,5 % YoY
+ 6,0 % QoQ

Q2 2013: Best quarterly EBIT result ever



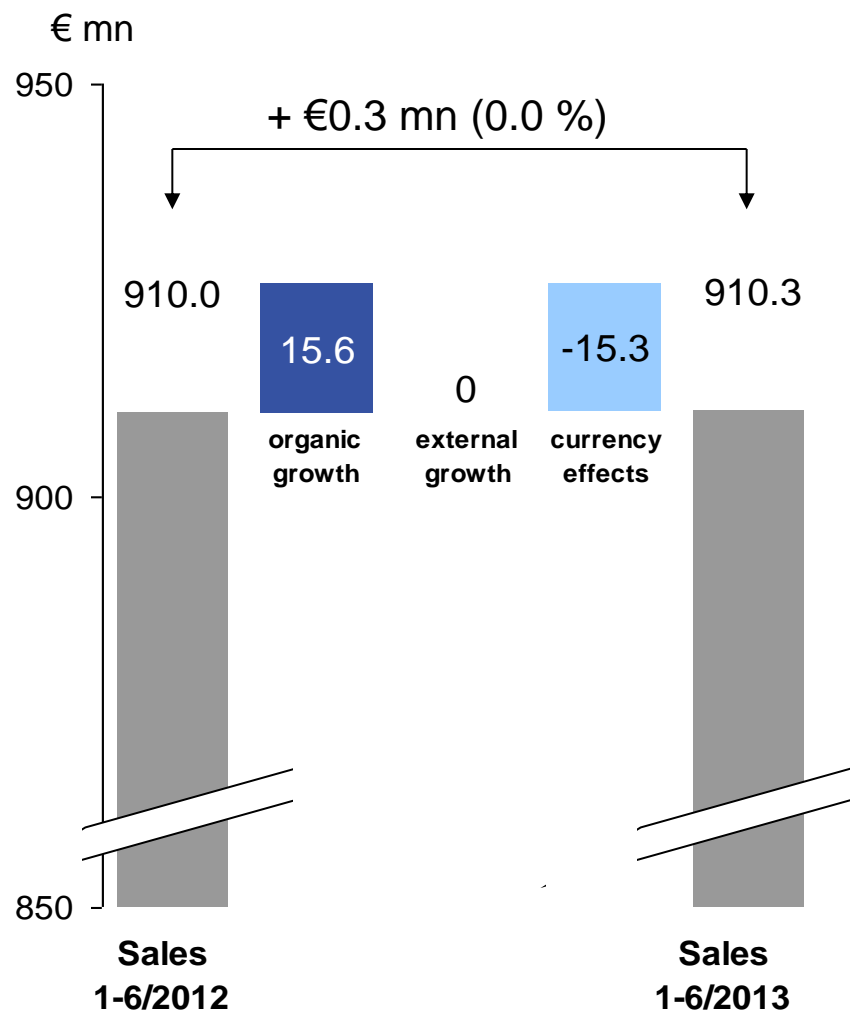
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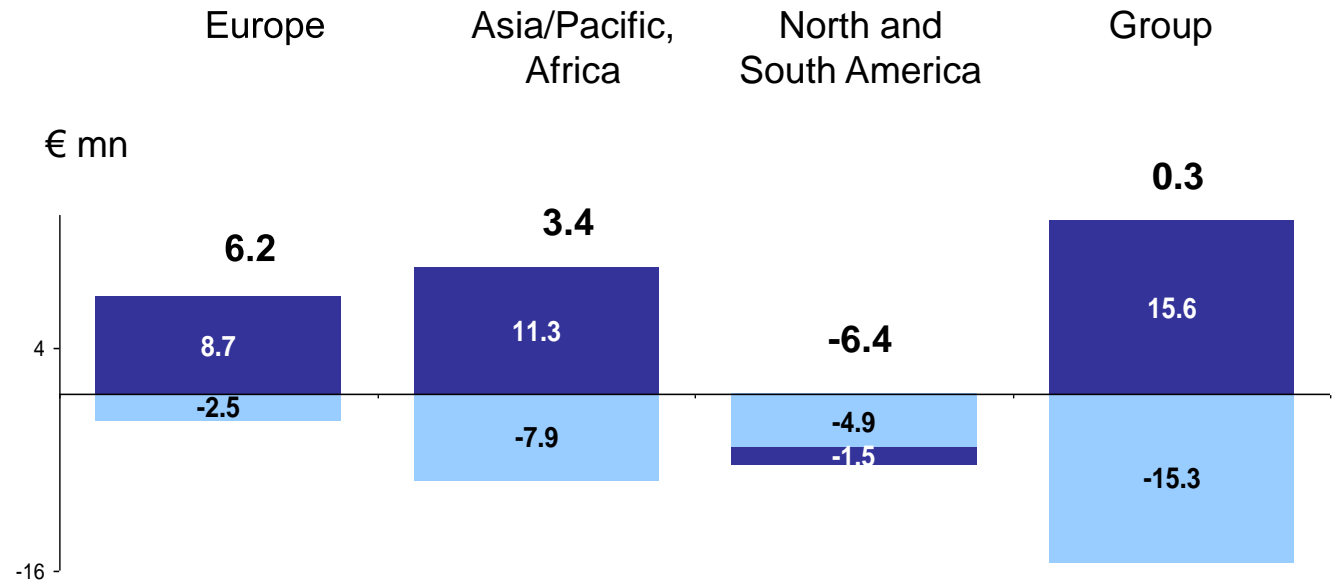
- Organic growth of 1.7% or €15.6 mn
- External growth of 0.0 % or €0,0 mn
- Currency effects of -1.7% or €15.3 mn

Both the Europe and Asia Pacific, Africa regions contributed to the organic increase in sales revenues



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Regional sales growth as at 30 June 2013*



△ Total growth	+ 1.1%	+ 1.4%	- 4.0%	+ 0.0%
△ Organic growth	+ 1.6%	+ 4.7%	- 0.9%	+ 1.7%
△ Currency effects	- 0.5%	- 3.3%	- 3.1%	- 1.7%

* consolidation effect €– 2.9 mn

EBIT increase by 5.8% or €8.4 mn



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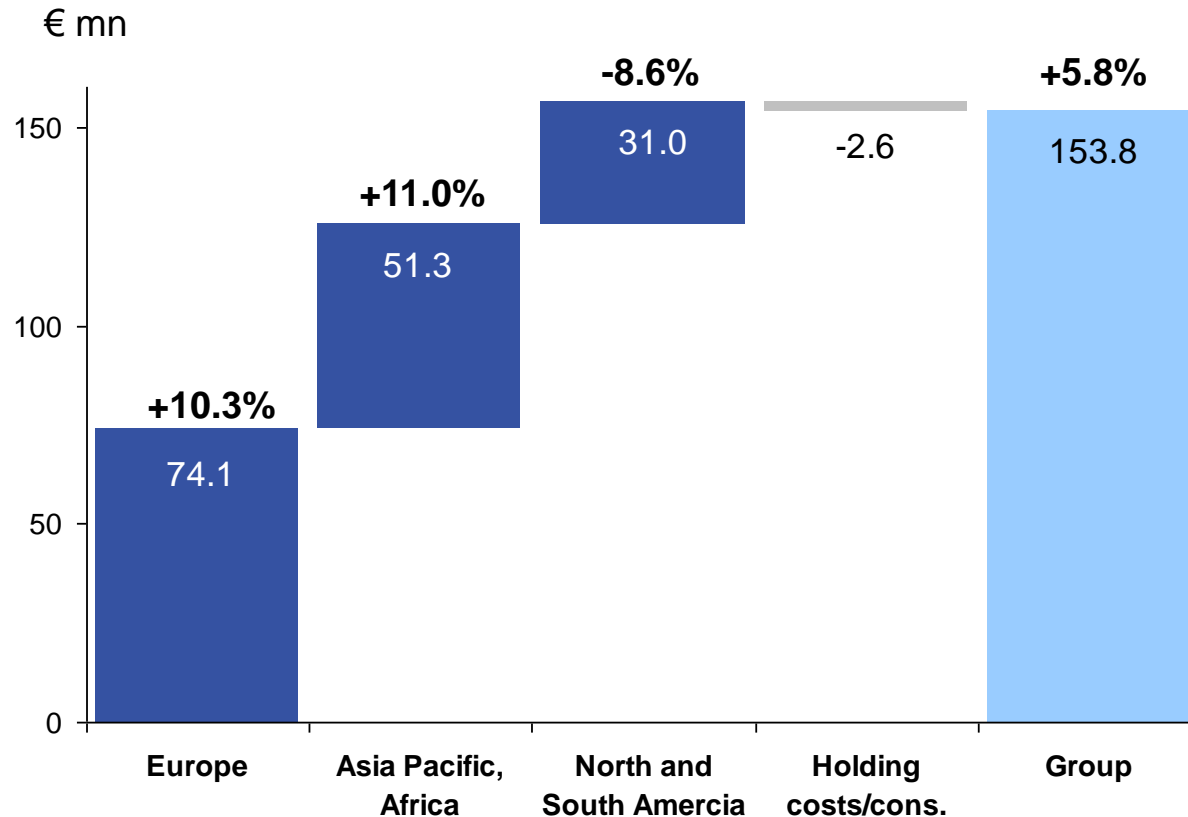
€ mn	1-6/2013	1-6/2012	Variance	
Sales revenues	910.3	910.0	0.3	0.0%
Gross profit	343.1	330.1	13.0	3.9%
<i>Gross profit margin</i>	<i>37.7%</i>	<i>36.3%</i>		
Admin., sales, R&D and other net operating expenses	196.1	192.2	3.9	2.0%
<i>Expenses as a percentage of sales</i>	<i>21.5%</i>	<i>21.1%</i>		
EBIT before at equity income	147.0	137.9	9.1	6.6%
<i>EBIT margin before at equity income</i>	<i>16.1%</i>	<i>15.2%</i>		
Income from participations	6.8	7.5	- 0.7	-9.3%
EBIT	153.8	145.4	8.4	5.8%
Earnings after tax	107.6	101.8	5.8	5.7%
<i>Net profit margin</i>	<i>11.8%</i>	<i>11.2%</i>		
Earnings per share				
Ordinary	1.51	1.42	0.09	6.3%
Preference	1.52	1.43	0.09	6.3%

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



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1st half year
2013



EBIT margin before
at equity income

13.4%

18.5%

20.0%

16.1%

Quarterly development



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Euro million	Q1 12	Q2 12	Q3 12	Q4 12	Q1 13	Q2 13
Sales revenues	448.4	461.6	469.2	439.9	442.0	468.3
Gross profit	161.9 (36.1%)	168.2 (36.4%)	172.9 (36.8%)	163.0 (37.1%)	165.6 (37.5%)	177.5 (37.9%)
Admin., sales, R&D and other net operating expenses	118.1 (26.3%)	122.8 (26.6%)	122.2 (26.0%)	122.8 (27.9%)	120.8 (27.3%)	126.1 (26.9%)
EBIT before at equity income	68.4 (15.3%)	69.5 (15.1%)	75.6 (16.1%)	65.3 (14.8%)	70.2 (15.9%)	76.8 (16.4%)
EBIT	72.5	72.9	78.8	68.8	73.4	80.4
Earnings after tax	51.4	50.4	54.9	50.4	51.6	56.0
Net profit margin	11.5 %	10.9 %	11.7 %	11.5 %	11.7 %	12.0 %

Free cash flow at previous year's level



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€ mn	1-6/2013	1-6/2012
Gross cash flow	107.6	105.5
Change in working capital	-23.0	-26.4
Other changes	-10.3	-2.5
Operating cash flow	74.3	76.6
Capex (incl. financial investment)	-33.6	-33.4
Other changes	4.1	1.8
Free cash flow	44.8	45.0

Future investment in R&D and growing markets according to plan

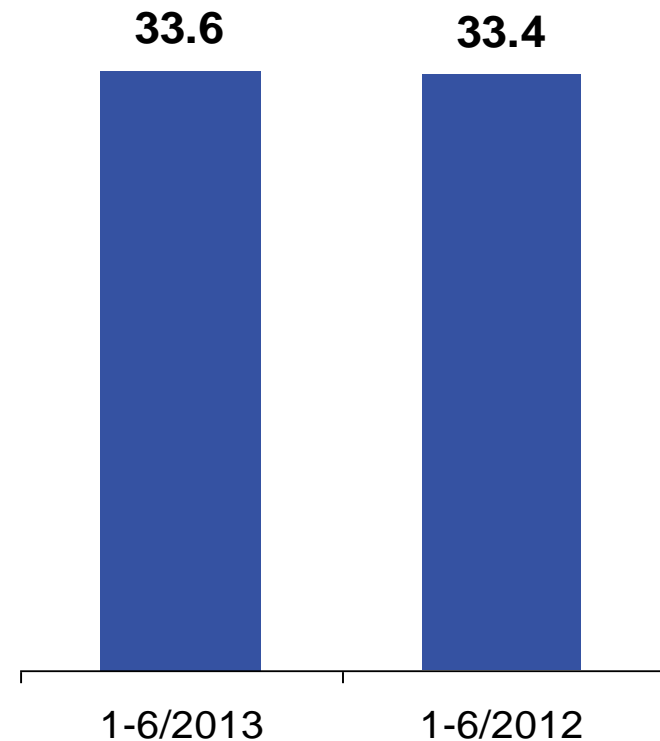


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Key investments

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 which are under construction in China and Russia (completion in the course of 2013).

€ mn

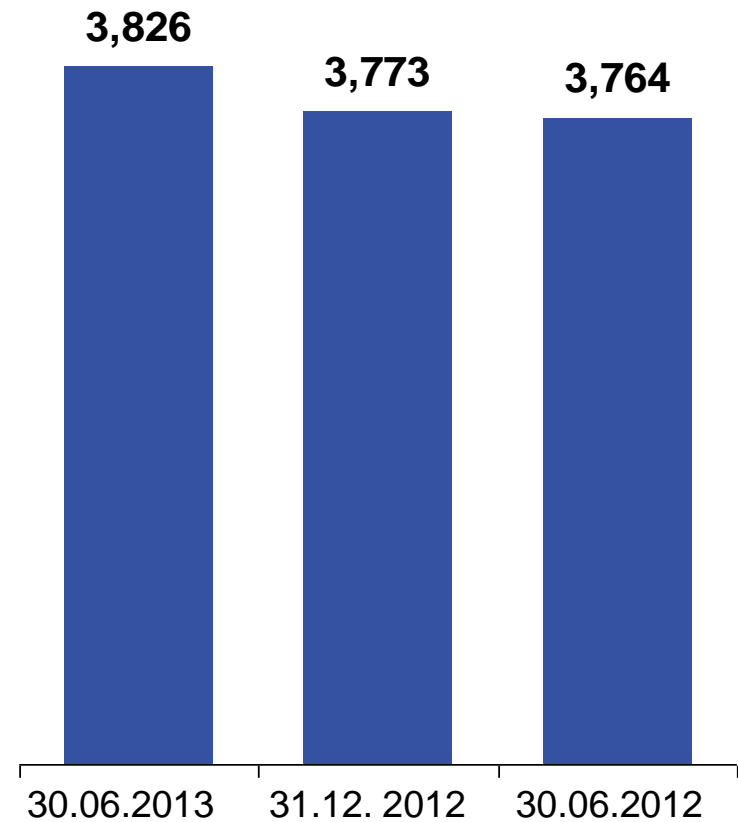


Increase in employees



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53 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, the development of currency exchange rates must be taken into account.
- In terms of earnings before interest and tax (EBIT), we are also expecting to record an increase for 2013, provided the overall economic situation does not change significantly.
- Capital expenditure was on budget in the first half of the year and is likely to remain at the previous year's level for 2013.

THANK YOU FOR YOUR ATTENTION



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