



**FUCHS PETROLUB / Q2/2015
Conference Call**

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Mannheim, 4 August 2015



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For the first time FUCHS generates group sales of €1 billion in the first six months of 2015



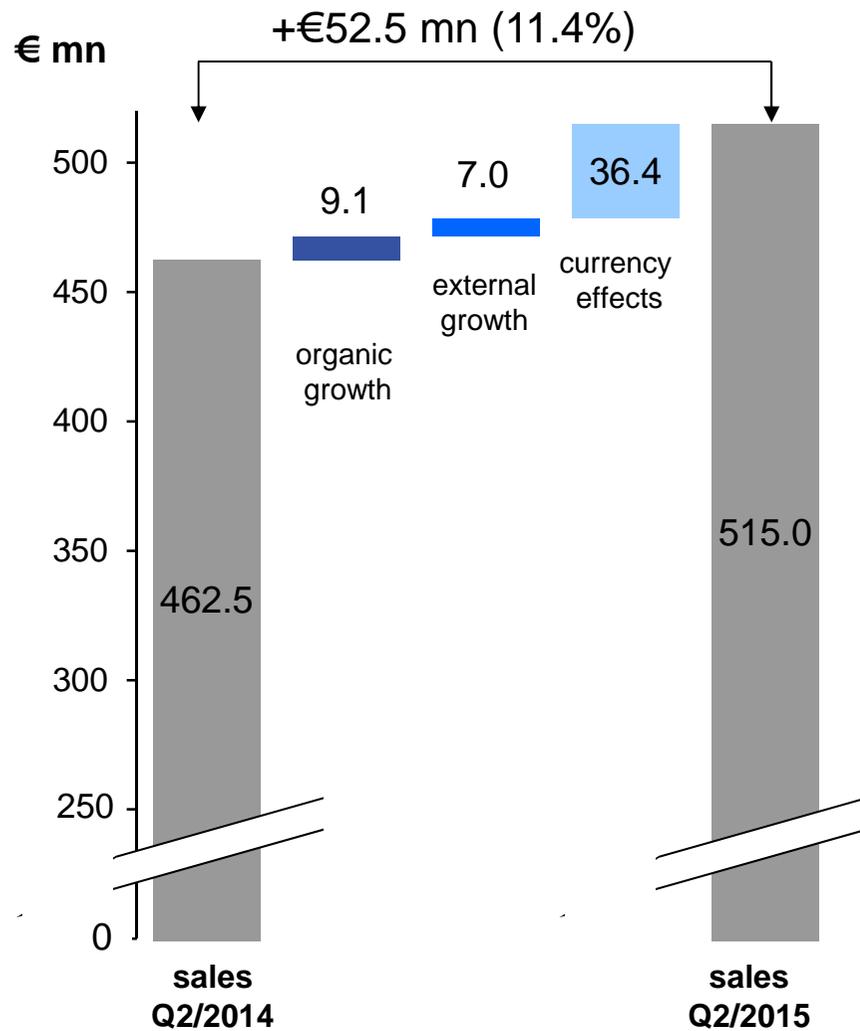
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- Sales revenues up 10% to €1 billion (currency adjusted: +2%)
- Earnings (EBIT) increase by 13% to €172 million
- Positive outlook for the financial year reaffirmed
- Second largest acquisition – expansion to Scandinavia and Eastern Europe



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Q2/2105: sales revenues increase by 11.4%

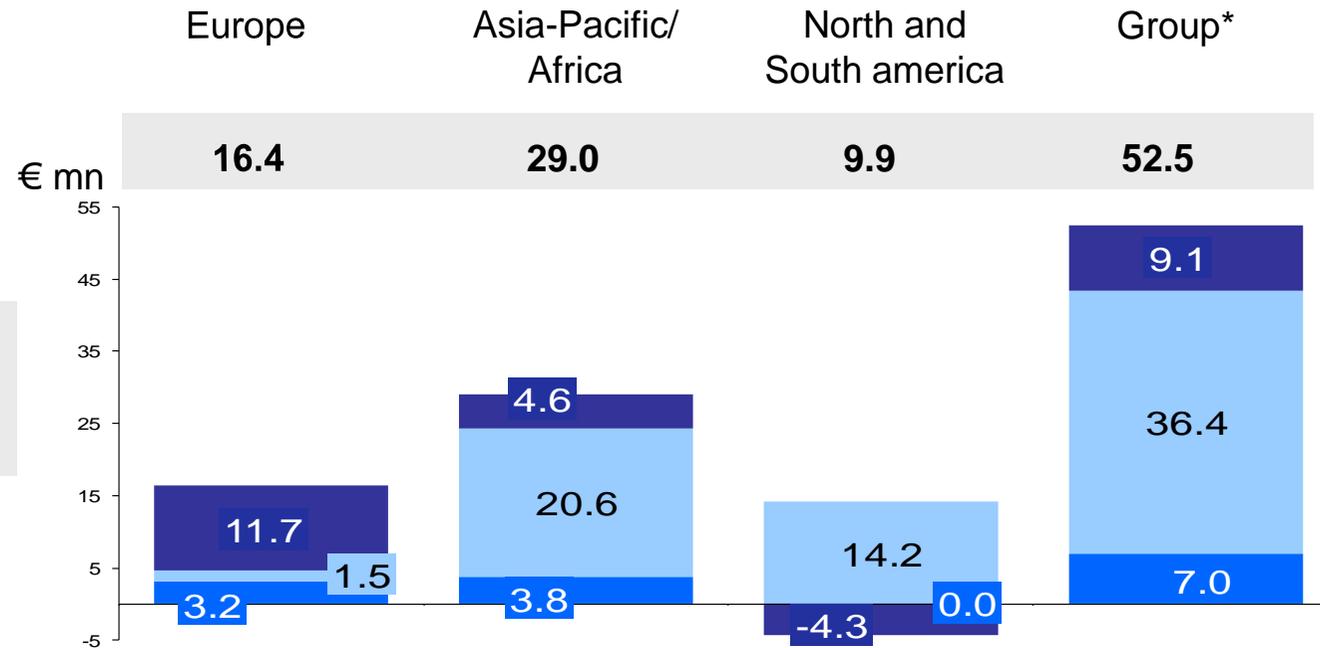


- Organic growth 2.0% or €9.1 mn
- External growth 1.5% or €7.0 mn
- Currency effects 7.9% or €36.4 mn

Q2/2015: good organic growth in Europe and Asia



Regional sales growth
2nd quarter 2015



■ Organic growth
■ Currency effects
■ External growth

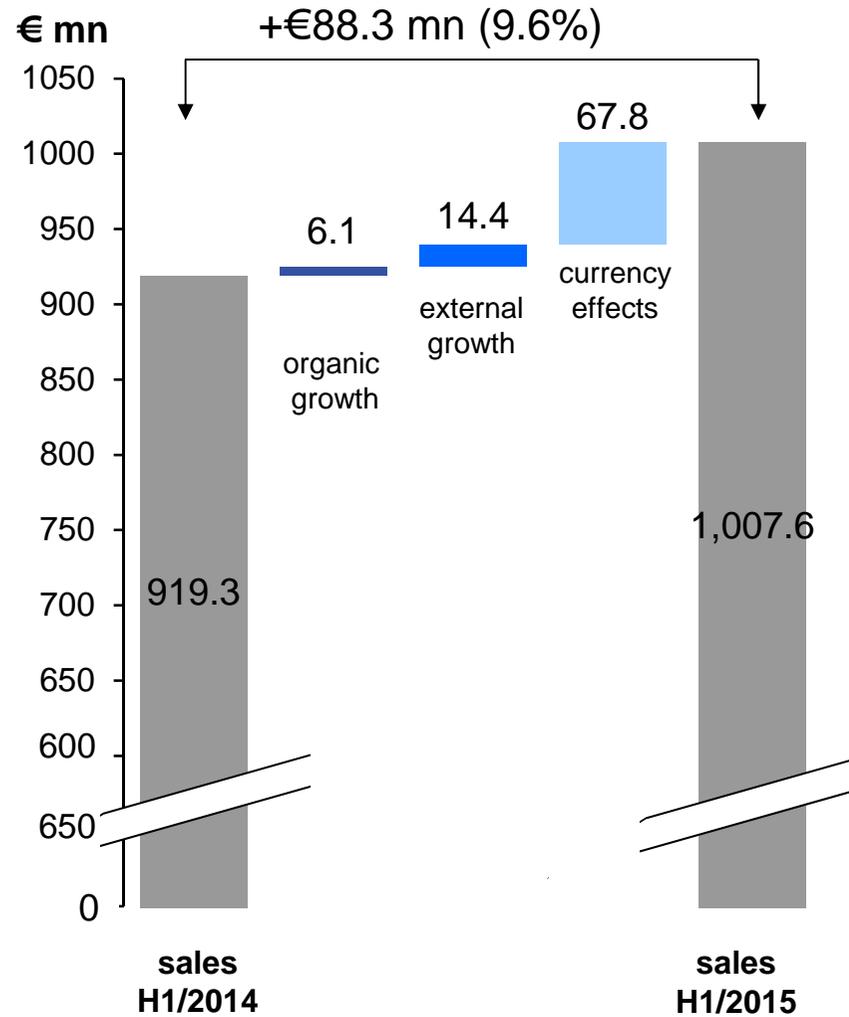
△ Total growth	+5.9%	+22.9%	+12.7%	+11.4%
△ Organic growth	+4.2%	+3.6%	-5.5%	+2.0%
△ External growth	+1.2%	+3.0%	0.0%	+1.5%
△ Currency effects	+0.5%	+16.3%	+18.2%	+7.9%

* Consolidation effect (€2.8 mn)



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H1/2015: sales revenues increase by 9.6%

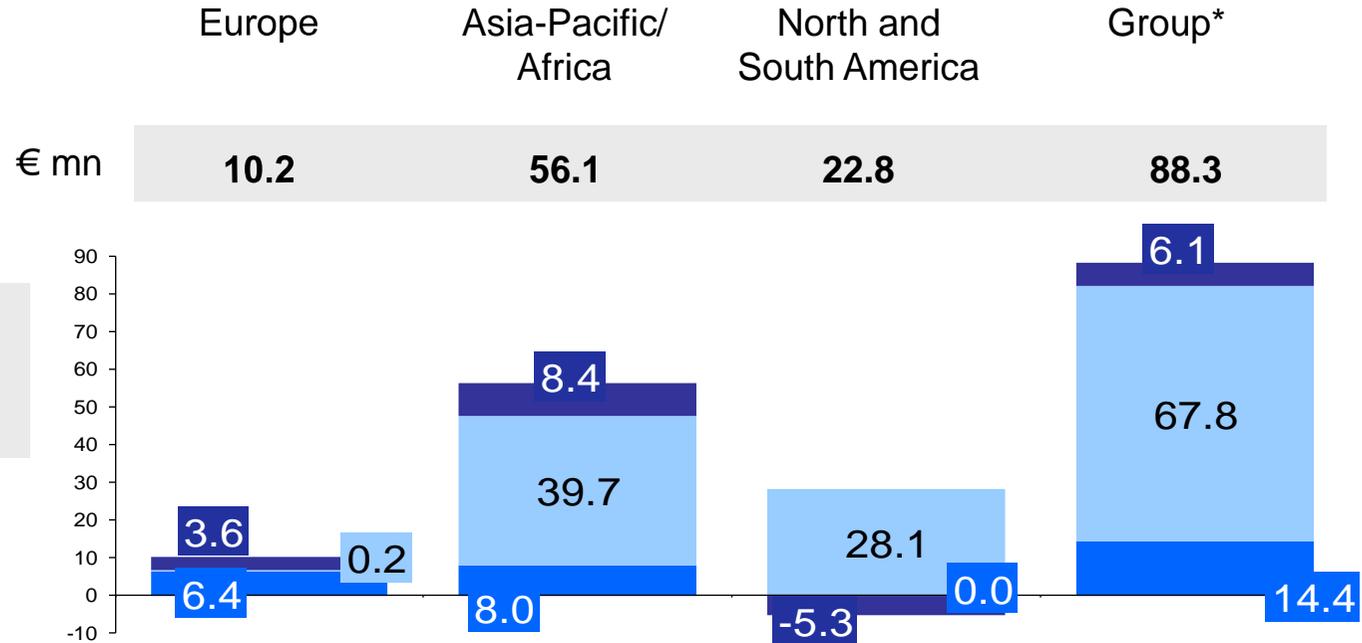


- Organic growth 0.7% or €6.1 mn
- External growth 1.6% or €14.4 mn
- Currency effects 7.3% or €67.8 mn

H1/2015: good organic growth in Asia



Regional sales growth
1st half 2015



■ Organic growth
■ Currency effects
■ External growth

△ Total growth	+1.8%	+22.8%	+14.9%	+9.6%
△ Organic growth	+0.6%	+3.4%	-3.4%	+0.7%
△ External growth	+1.2%	+3.3%	0.0%	+1.6%
△ Currency effects	+0.0%	+16.1%	+18.3%	+7.3%

* Consolidation effect (€0.8 mn)

H1/2015: EBIT increased disproportionately by 13.4%



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Euro mn	H1/2015	H1/2014	variance	
Sales revenues	1,007.6	919.3	88.3	9.6%
Gross profit	387.9	343.0	44.9	13.1%
<i>Gross profit margin</i>	<i>38.5%</i>	<i>37.3%</i>		
Sales, admin. R&D and other net expenses	223.4	198.0	25.4	12.8%
<i>Expenses as a percentage of sales</i>	<i>22.2%</i>	<i>21.5%</i>		
EBIT before income from at equity	164.5	145.0	19.5	13.4%
<i>EBIT margin before income from at equity</i>	<i>16.3%</i>	<i>15.8%</i>		
Income from at equity	7.1	6.2	0.9	14.5%
EBIT	171.6	151.2	20.4	13.5%
Earnings after tax	118.8	105.4	13.4	12.7%
<i>Net profit margin</i>	<i>11.9%</i>	<i>11.5%</i>		
Earnings per share in €				
Ordinary shares	0.85	0.75	0.10	13.3%
Preference shares	0.86	0.76	0.10	13.2%

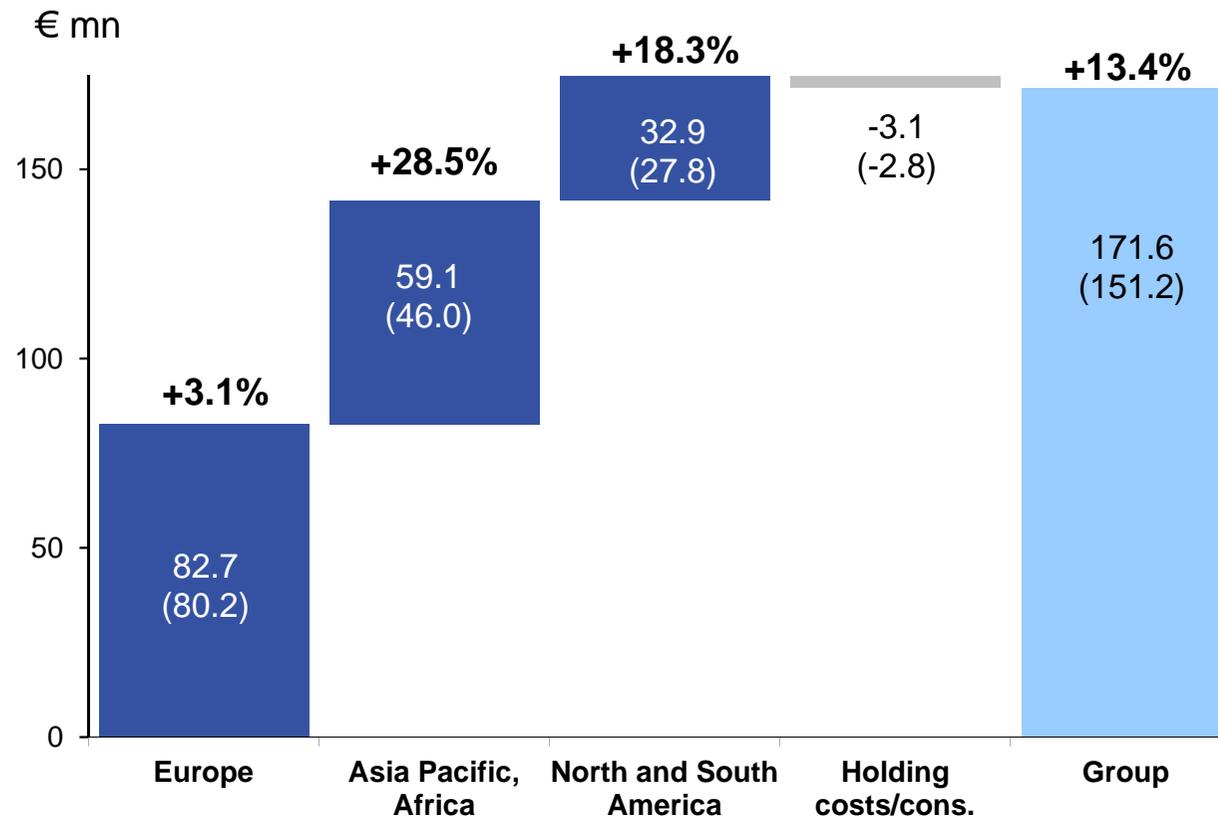
H1/2015: segment earnings increased in all regions



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EBIT

1st half 2015



EBIT margin before

income from at equity 14.4%
(previous year) (14.2)

17.4%
(16.5)

18.7%
(18.1)

16.3%
(15.8)

Free cash flow increased by 67.5%



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€ mn	H1/2015	H1/2014
Gross cash flow	134.5	116.5
Changes in net operating working capital	-28.7	-45.0
Other changes	-14.6	-2.1
Operating cash flow	91.2	69.4
Capex	-16.0	-25.1
Other changes	0.0	0.6
Free cash flow	75.2	44.9

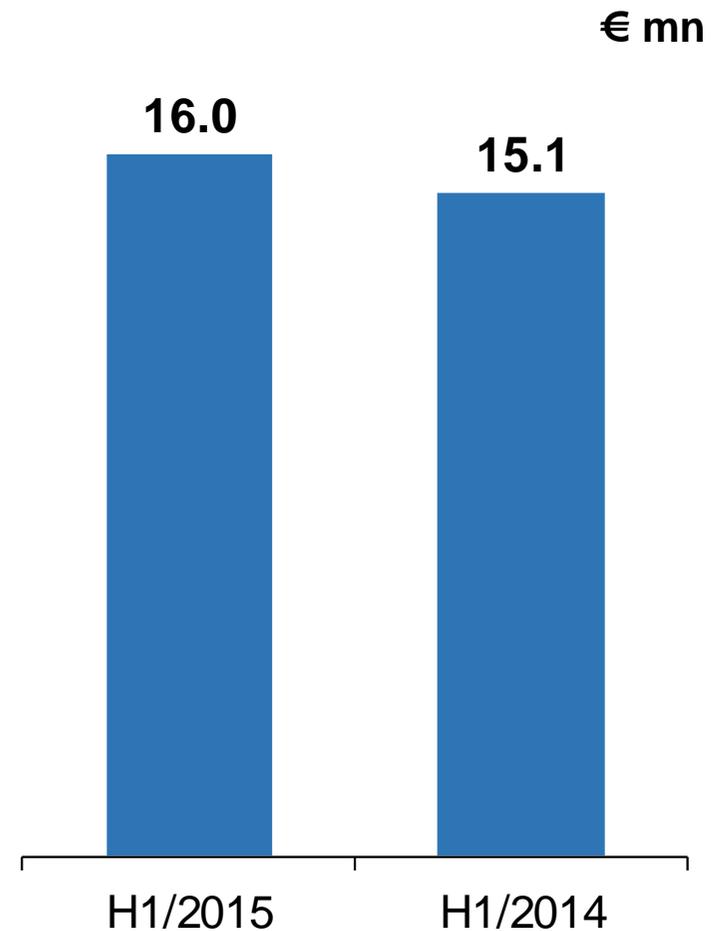
Investments according to plan



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Key investments

Primarily for the enlargement of the test field in Mannheim and construction of the grease plant in the US.





- Acquisition of Deutsche Pentosin-Werke GmbH on 1 July 2015
- Founded in 1927 and based in Wedel near Hamburg
- 2 plants in Germany: Wedel and Dormagen
- Subsidiary in Sao Paulo, Brazil
- Sales revenues in 2014: approximately €135 million
- 190 employees
- Leading manufacturer of quality products for the international automotive industry



STATOIL

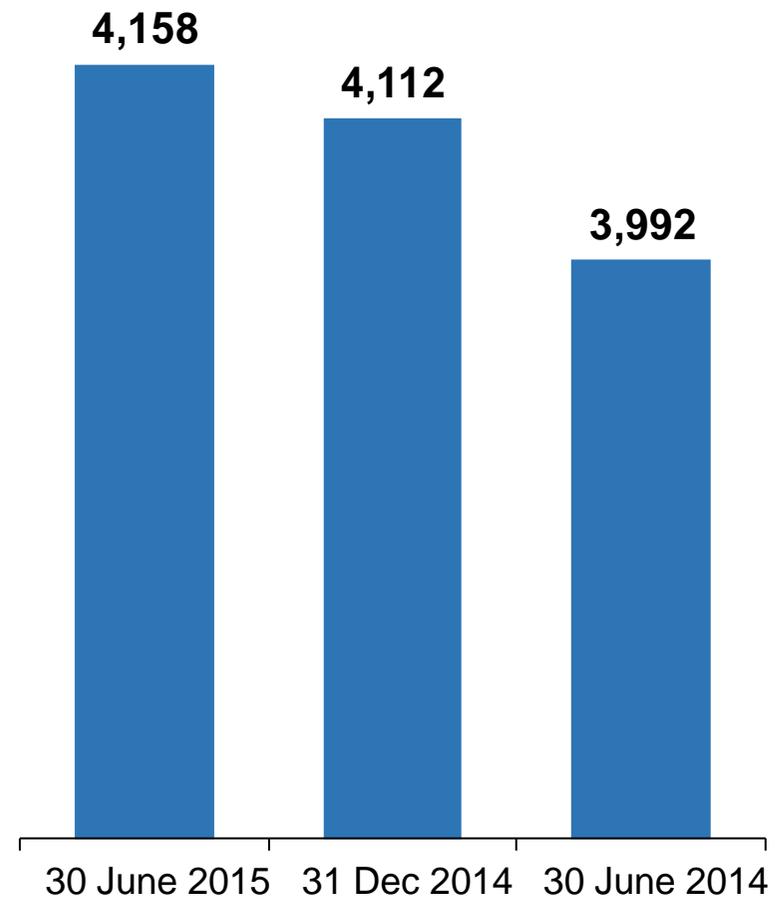
- Acquisition of Statoil Fuel & Retail Lubricants AB, Sweden, from Couche-Tard
- Signing of contract on 1 August 2015; approval of the antitrust authorities still pending
- Based in Stockholm
- Plant in Nynäshamn, Sweden
- Operating in Scandinavia, Poland, Russia and Baltic states
- Sales revenues in the financial year 2014/15: approximately €140 million
- 470 employees

Number of employees increased



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The number of employees has grown by 46 people since the beginning of the year.



- FUCHS intends to further increase sales volumes and sales revenues in 2015
- We reaffirm our expectations of achieving a higher single-digit percentage increase in EBIT
- We plan investments to exceed the previous year's value and reach up to the investments of 2012 and 2013
- We stand by our forecast for 2015 of recording free cash flow in excess of €150 million before capital expenditure in connection with acquisitions

Thank you for your attention



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