



**FUCHS PETROLUB / Q3/2015
Conference Call**

Dr. Alexander Selent, Vice Chairman & CFO
Dagmar Steinert, Head of Investor Relations

Mannheim, 3 November 2015



LUBRICANTS.
TECHNOLOGY.
PEOPLE.

The first nine months of 2015 at a glance



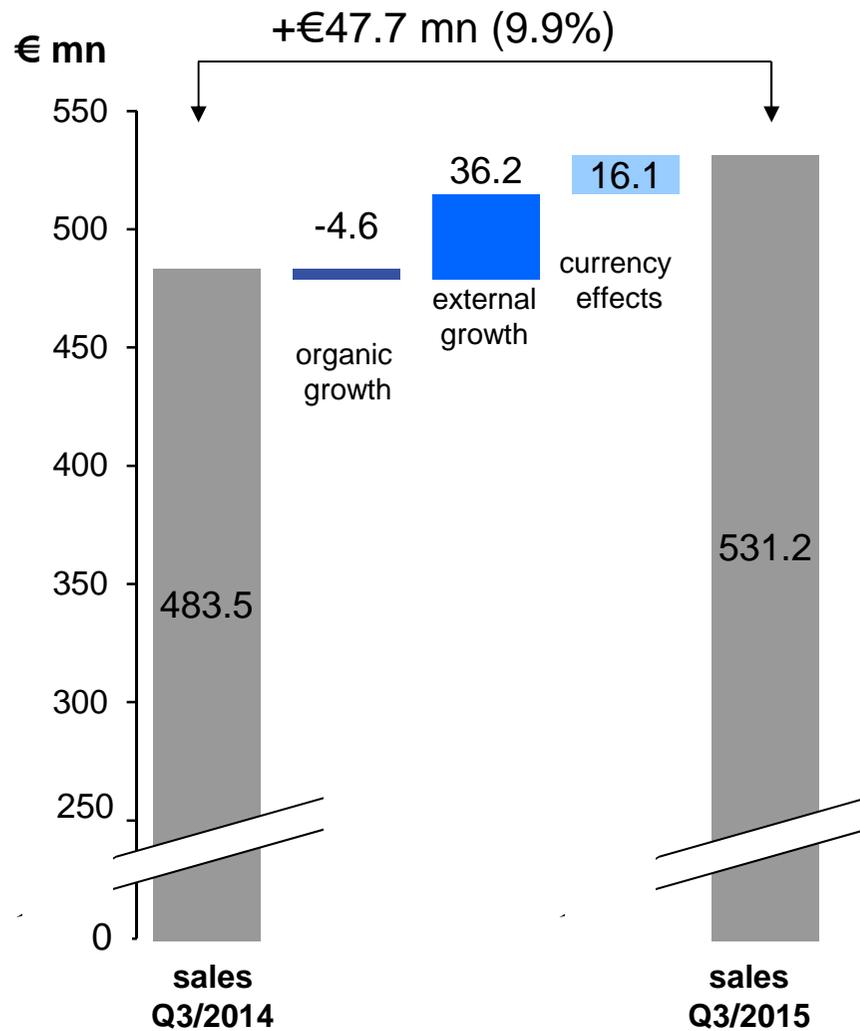
LUBRICANTS.
TECHNOLOGY.
PEOPLE.

- Sales revenues up 10% to €1.5 billion (currency +6%; acquisitions +4%)
- Earnings (EBIT) increase by 11% to €261 million
- Outlook for the financial year remains unchanged

Q3/2105: consolidation of PENTOSIN drives external growth



LUBRICANTS.
TECHNOLOGY.
PEOPLE.

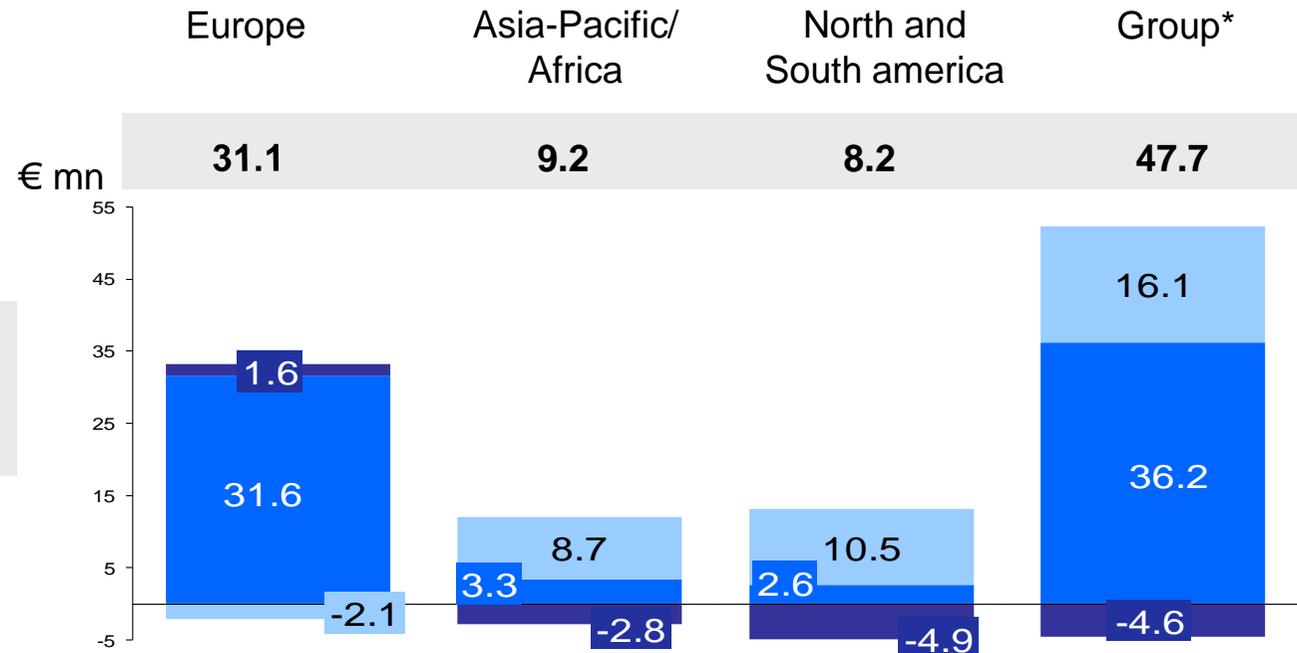


- Organic growth -1.0% or -€4.6 mn
- External growth 7.6% or €36.2 mn
- Currency effects 3.3% or €16.1 mn

Q3/2015: currency and acquisition drive growth in all regions



Regional sales growth
3rd quarter 2015



- Organic growth
- Currency effects
- External growth

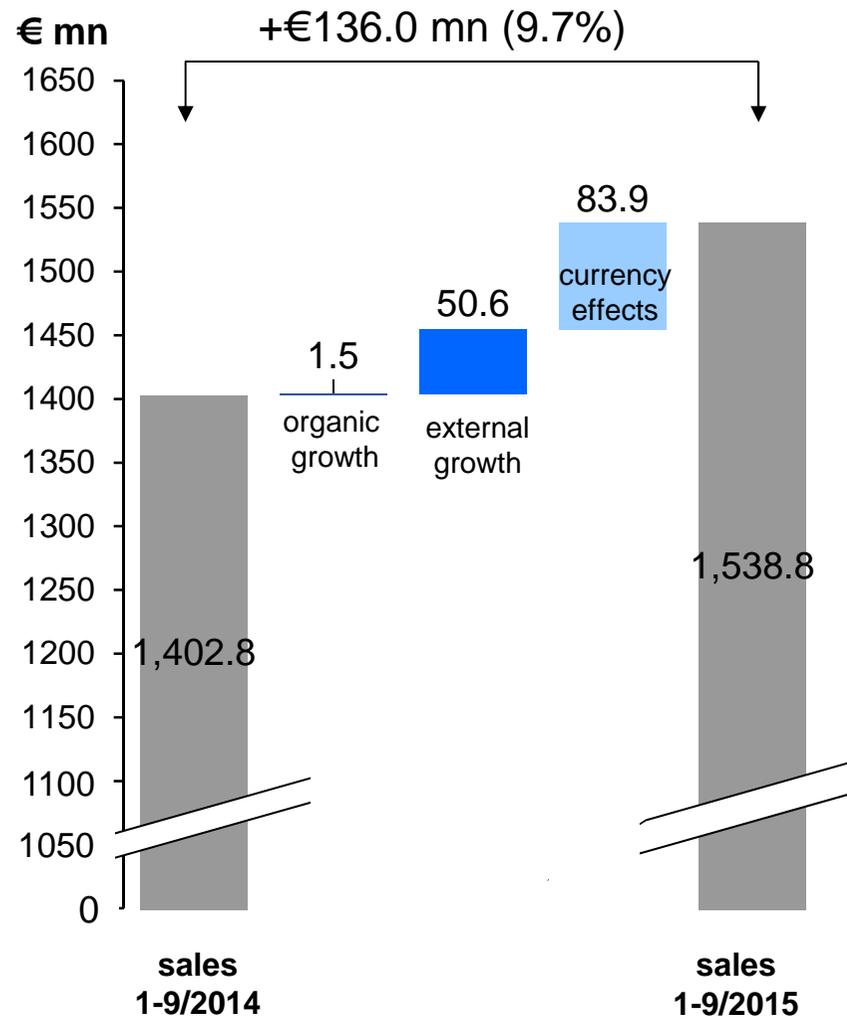
△ Total growth	+10.7%	+7.0%	+9.9%	+9.9%
△ Organic growth	+0.6%	-2.1%	-5.9%	-1.0%
△ External growth	+10.8%	+2.5%	+3.1%	+7.6%
△ Currency effects	-0.7%	+6.6%	+12.7%	+3.3%

* Consolidation effect (-€0.8 mn)



LUBRICANTS.
TECHNOLOGY.
PEOPLE.

1-9/2015: sales revenues increase by 9.7%



- Organic growth 0.1% or €1.5 mn
- External growth 3.6% or €50.6 mn
- Currency effects 6.0% or €83.9 mn

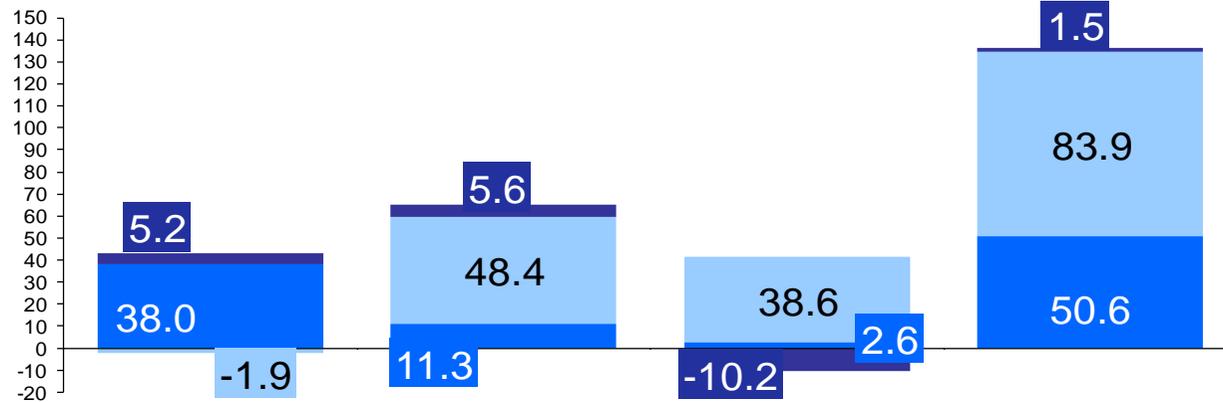
1-9/2015: growth in sales revenues broken down into regions



Regional sales growth
1-9/2015

	Europe	Asia-Pacific/ Africa	North and South America	Group*
€ mn	41.3	65.3	31.0	136.0

- Organic growth
- Currency effects
- External growth



△ Total growth	+4.9%	+17.3%	+13.1%	+9.7%
△ Organic growth	+0.6%	+1.5%	-4.3%	+0.1%
△ External growth	+4.5%	+3.0%	+1.1%	+3.6%
△ Currency effects	-0.2%	+12.8%	+16.3%	+6.0%

* Consolidation effect (-€1.6 mn)

1-9/2015: EBIT increase by 10.6%



LUBRICANTS.
TECHNOLOGY.
PEOPLE.

Euro mn	1-9/2015	1-9/2014	variance	
Sales revenues	1,538.8	1,402.8	136.0	9.7%
Gross profit	590.7	522.7	68.0	13.0%
<i>Gross profit margin</i>	<i>38.4%</i>	<i>37.3%</i>		
Sales, admin. R&D and other net expenses	341.3	295.8	45.5	15.4%
<i>Expenses as a percentage of sales</i>	<i>22.2%</i>	<i>21.1%</i>		
EBIT before income from at equity	249.4	226.9	22.5	9.9%
<i>EBIT margin before income from at equity</i>	<i>16.2%</i>	<i>16.2%</i>		
Income from at equity	11.5	9.0	2.5	27.8%
EBIT	260.9	235.9	25.0	10.6%
Earnings after tax	180.9	164.1	16.8	10.2%
<i>Net profit margin</i>	<i>11.8%</i>	<i>11.7%</i>		
Earnings per share in €				
Ordinary shares	1.30	1.17	0.13	11.1%
Preference shares	1.31	1.18	0.13	11.0%

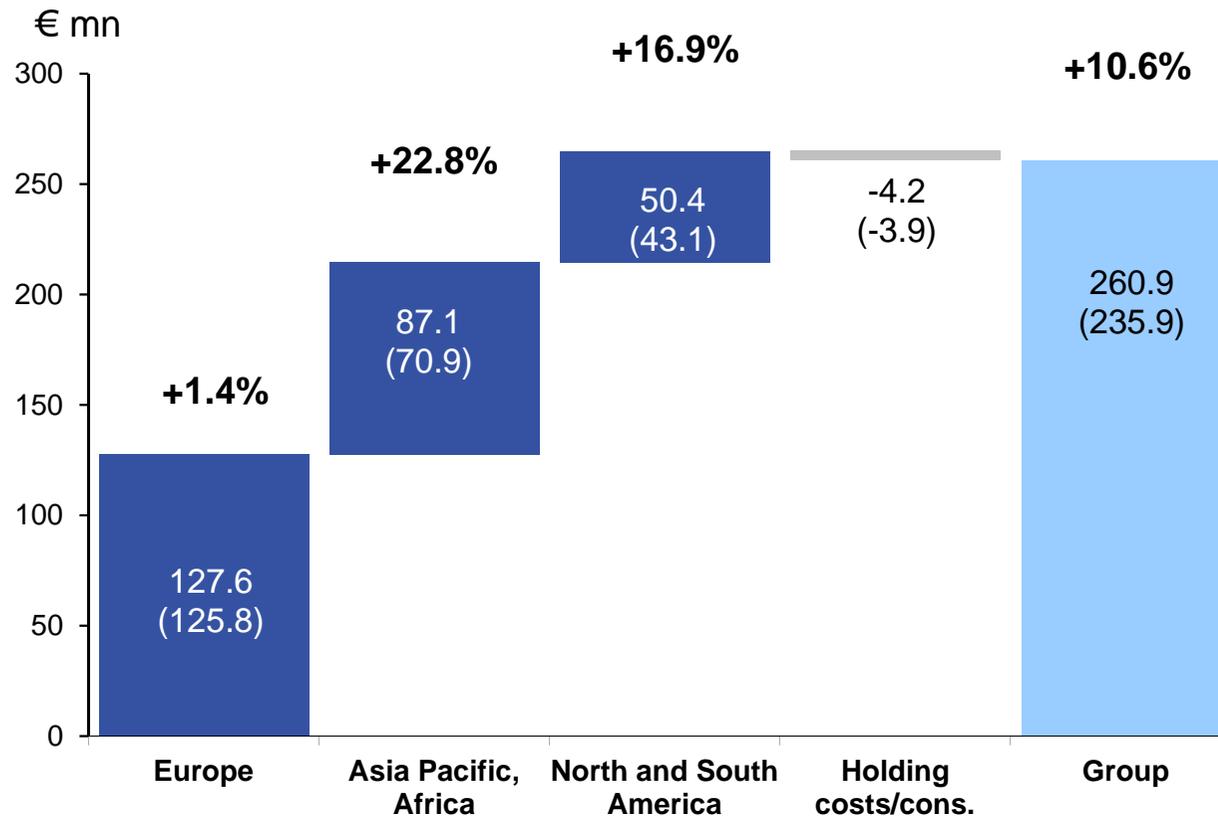
1-9/2015: segment earnings increased in all regions



LUBRICANTS.
TECHNOLOGY.
PEOPLE.

EBIT

1-9/2015



EBIT margin before

income from at equity 14.2%
(previous year) (14.6)

17.3%
(16.7)

18.9%
(18.3)

16.2%
(16.2)

Major acquisition fully financed by strong operating cash flow



€ mn	1-9/2015	1-9/2014
Gross cash flow	203.3	184.2
Changes in net operating working capital	-34,2	-40,9
Other changes	2,5	5,7
Operating cash flow	171,6	149,0
Capex	-29.1	-23.8
Cash paid for acquisitions	-112,3	-21,8
Other changes	3,2	4,5
Free cash flow	33.4	107.9

Investments according to plan

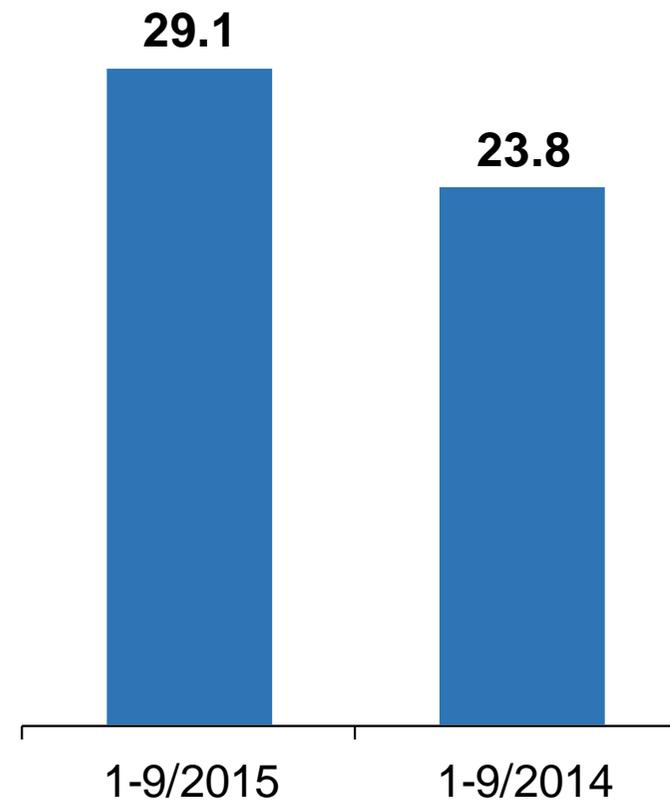


LUBRICANTS.
TECHNOLOGY.
PEOPLE.

€ mn

Key investments

Enlargement of the test field in Mannheim, new plants in the US and Australia.

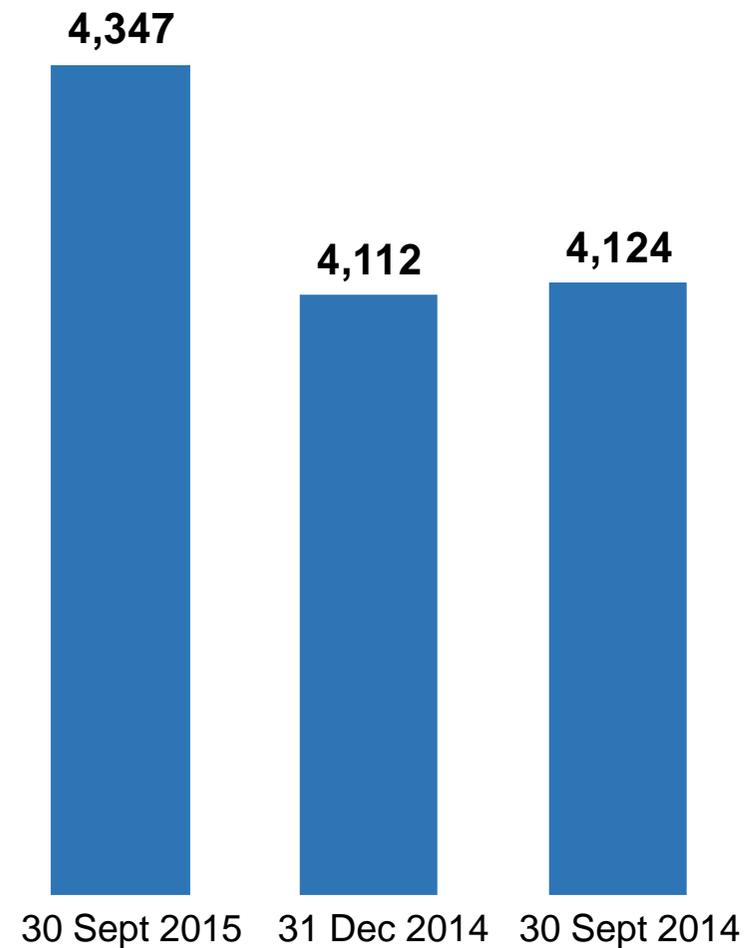


Number of employees increased



LUBRICANTS.
TECHNOLOGY.
PEOPLE.

The number of employees has grown by 235 people since the beginning of the year primarily due to acquisitions.



- We expect sales revenues to grow by around 10% for 2015
- We anticipate an increase in EBIT by a higher single-digit percentage for 2015
- We plan investments to exceed the previous year's value
- We stand by our forecast for 2015 of recording free cash flow in excess of €150 million before capital expenditure in connection with acquisitions

FUCHS PETROLUB SE

Investor Relations

Friesenheimer Str. 17

68169 Mannheim

Telefon 0621 3802 1105, Fax 0621 3802 7274

contact@fuchs-oil.de, www.fuchs-oil.de

FUCHS PETROLUB SE



Thank you for your attention



LUBRICANTS.
TECHNOLOGY.
PEOPLE.

Disclaimer

This presentation contains statements about future development that are based on assumptions and estimates by the management of FUCHS PETROLUB SE. 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, procurement prices, changes to exchange rates and interest rates, and changes in 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 presentation and assumes no liability for such.