

# Financial Results – Q1 2016

Analysts' Telephone Conference

| 29<sup>th</sup> April 2016 | Mannheim | Dagmar Steinert



# Key developments Q1 2016

**Revenues +11,7%**  
**to €550,2 mn**

- Europe +25,5% to €349,4 mn
- Asia-Pacific, Africa -1,4% to €144,4 mn
- Americas -4,3% to €84,5 mn

**EBIT + 4,3%**  
to €85,2 mn

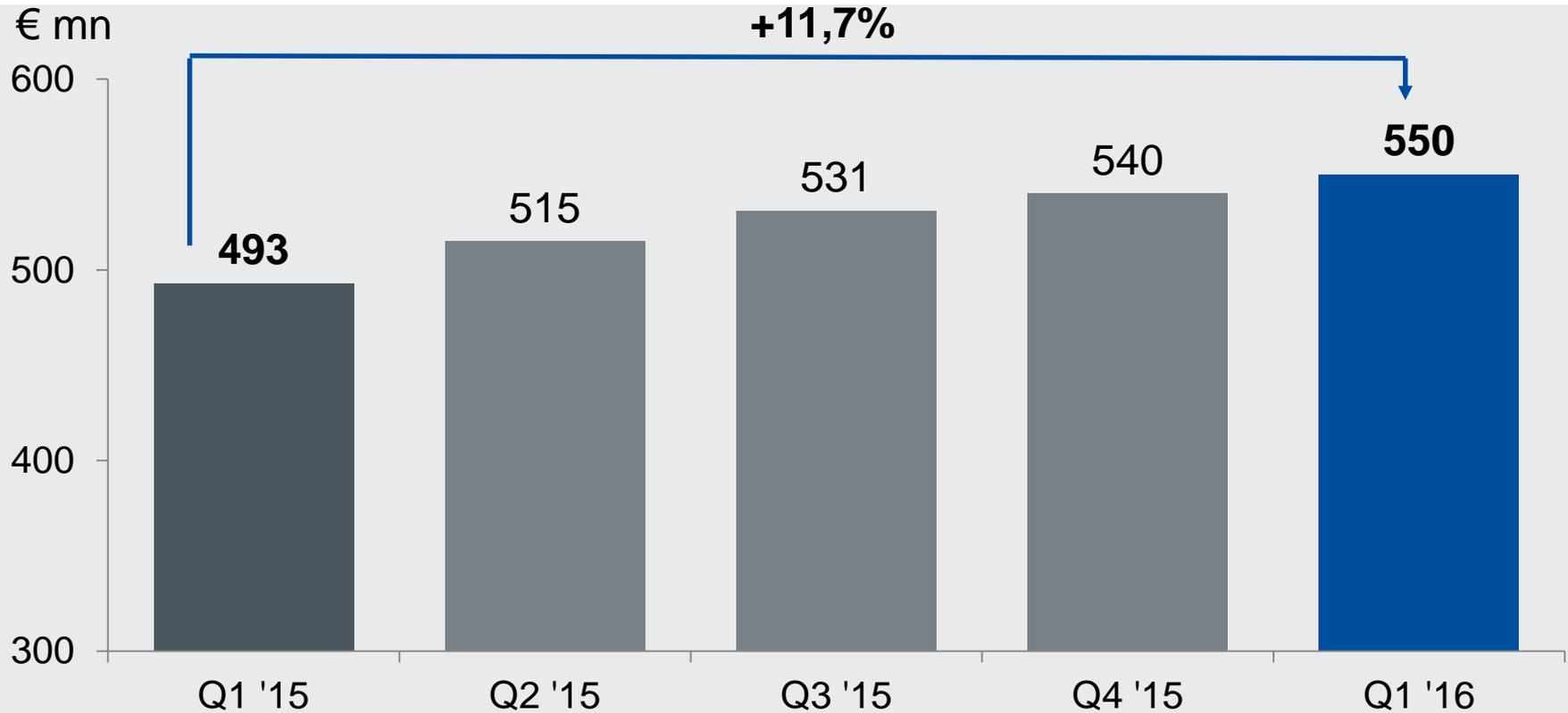
## Outlook 2016

- **Projected Growth of 7-11%**
- **Projected EBIT of 3-7%**

(before currency translation effects)

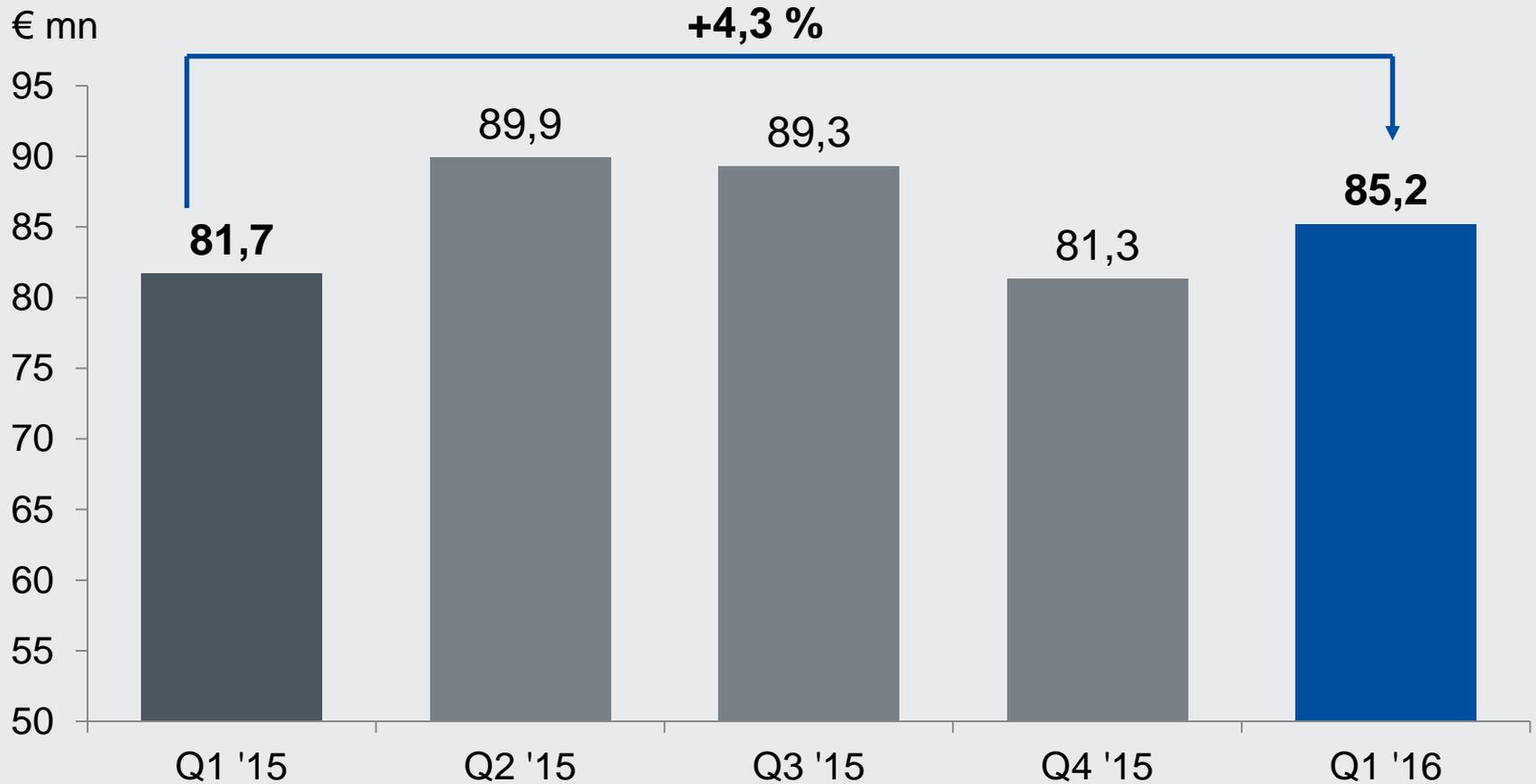
# Sales Performance

Pentosin numbers are included since Q3 '15 and Statoil Lubricants since Q4 '15



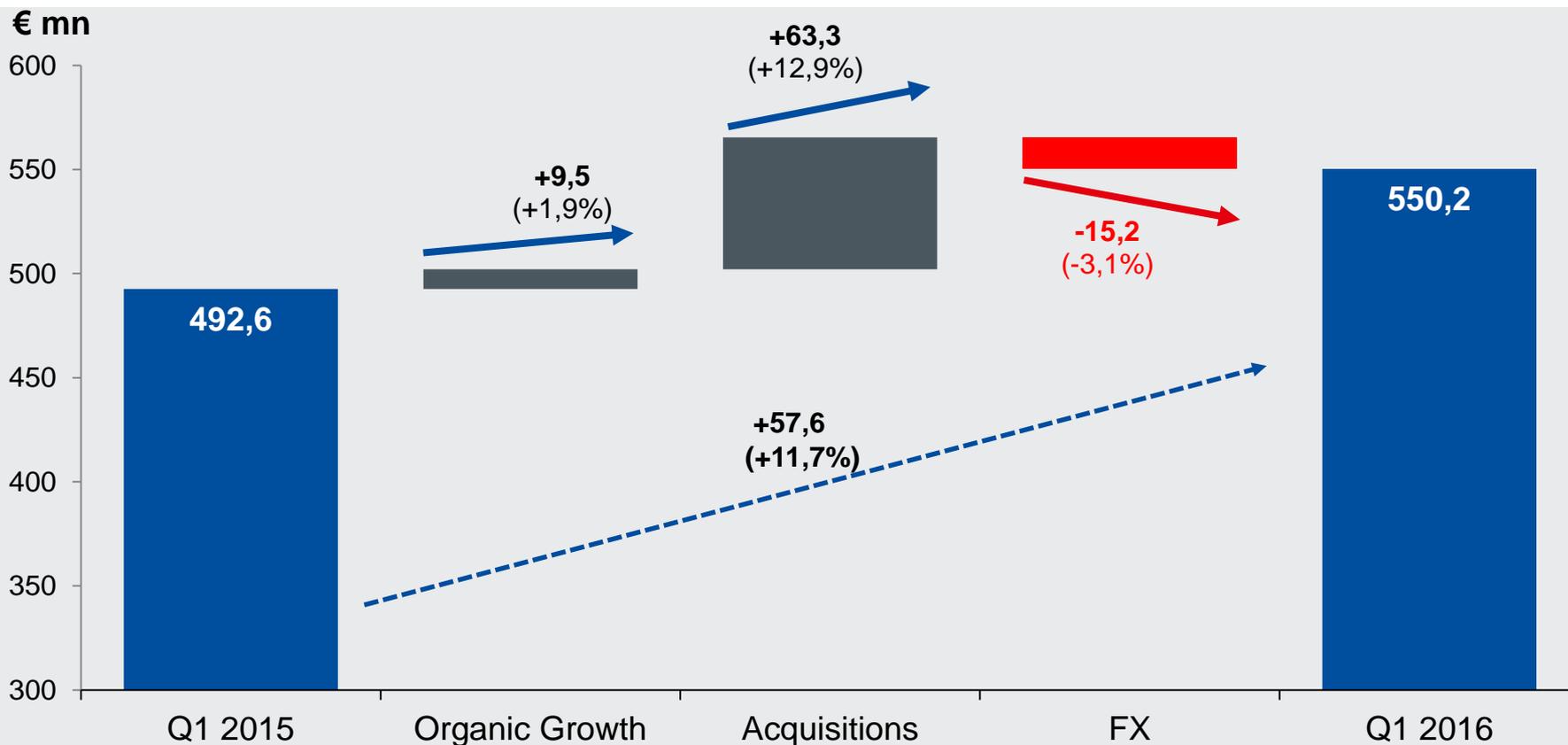
# EBIT development

Q4 2015 includes integration costs (Acquisitions 2015)



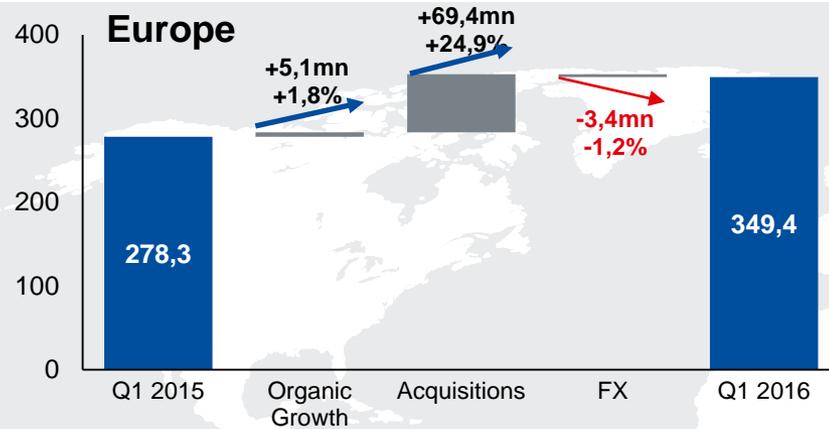
# FUCHS Group

## Q1 2016 Headwind from FX

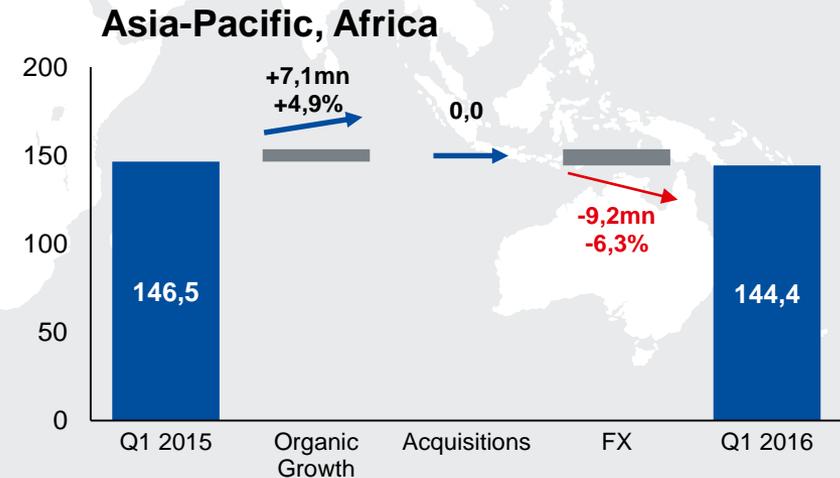
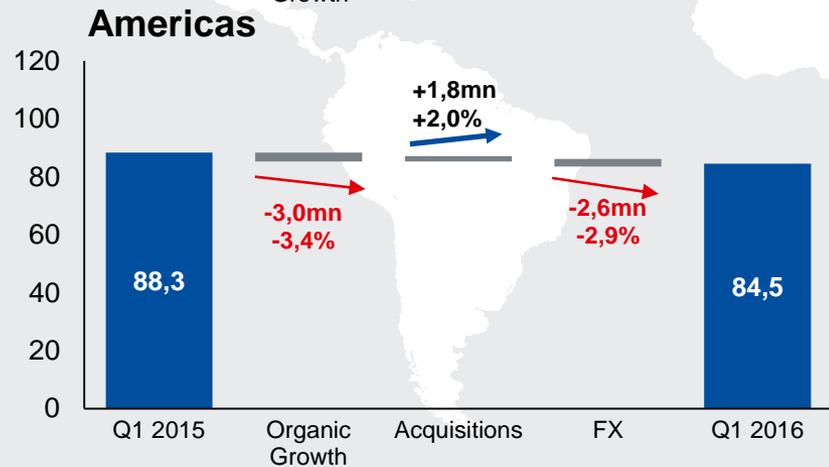


# FUCHS Group – Regional Sales in €mn

## Q1 2016: Organic Growth in Europe & Asia Pacific, Africa



- Europe + 71,1 mn (+25,5%)
- Americas - 3,8 mn (-4,3%)
- Asia-Pacific, Africa - 2,1 mn (-1,4%)



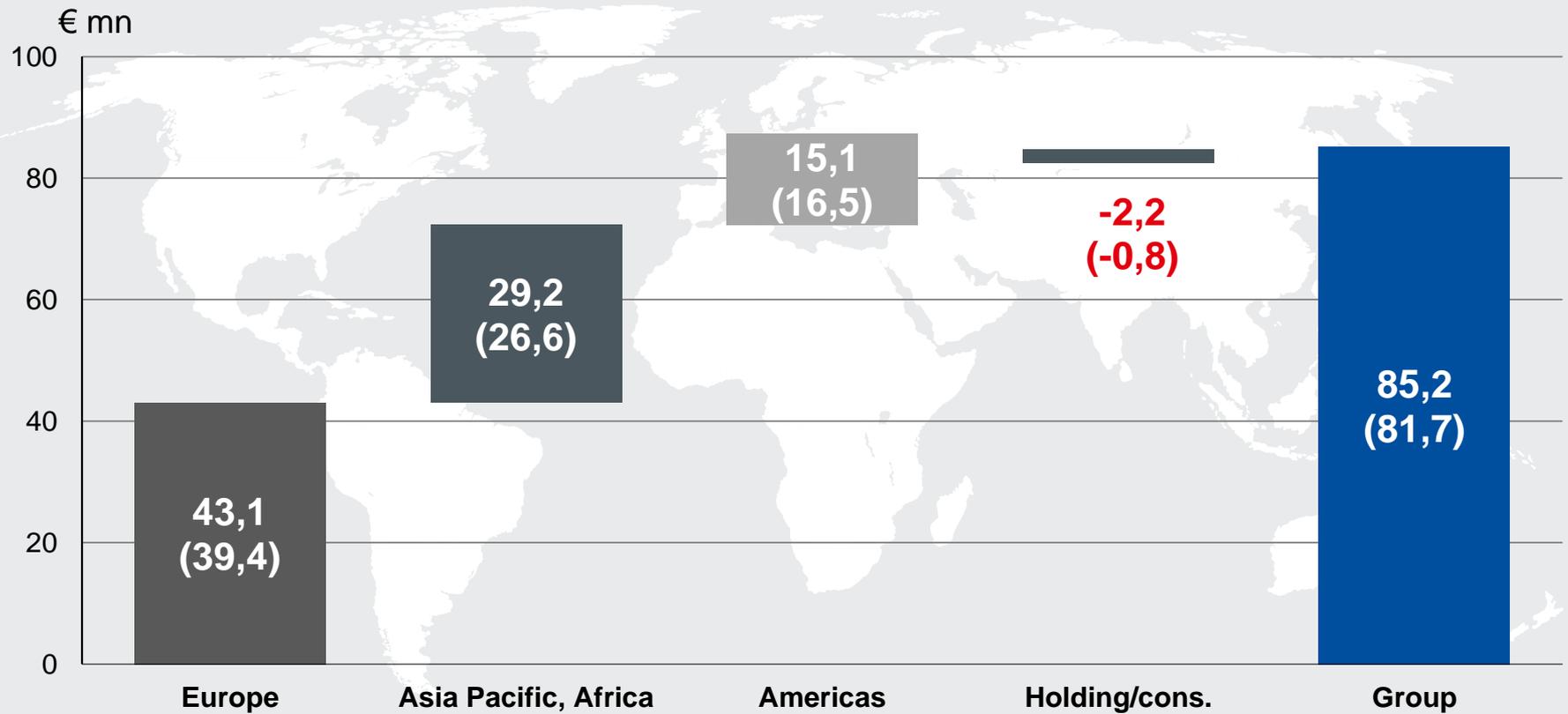
# EBIT development

## Q1 2015 / Q1 2016

€ mn	Q1 2015	Q1 2016	Δ Mio. €	Δ in %
Sales	492.6	550.2	57.6	11,7
Gross Profit	187.9	205.8	17.9	9,5%
<i>Margin</i>	<i>38,1%</i>	<i>37,4%</i>		<i>-0,7% points</i>
Selling, admin., R&D expenses, others	110.0	125.5	15.5	14,1%
<b>EBIT before at Equity</b>	<b>77.9</b>	<b>80.3</b>	<b>2.4</b>	<b>3,1%</b>
At Equity	3.8	4.9	1.1	28,9%
<b>EBIT</b>	<b>81.7</b>	<b>85.2</b>	<b>3.5</b>	<b>4.3</b>
Earnings after tax	56.8	58.7	1.9	3,3%

# EBIT by regions

## Q1 2016 (Q1 2015)



# Free Cash Flow

mn €	Q1 2015	Q1 2016
<b>Gross cash flow</b>	<b>59,6</b>	<b>64,2</b>
Changes in net operating working capital	-17,9	-31,8
Other changes	-3,7	10,9
<b>Operating cash flow</b>	<b>38,0</b>	<b>43,3</b>
Capex	-7,8	-14,4
Other changes	0	-1,6
<b>Free cash flow before acquisitions</b>	<b>30,2</b>	<b>27,3</b>
Acquisitions	-	-
<b>Free cash flow</b>	<b>30,2</b>	<b>27,3</b>

# Outlook 2016

(before currency translation effects)

Performance indicators	Actual 2015		Forecast 2016
<b>Sales</b>	€2.079 mn		
Total Growth	+11,4%	↑	7% to 11%
Organic Growth	+0,3%	↑	Low single-digit %
External Growth (Acquisitions 2015)	+6,0%	↑	High single-digit %
Currency	+5,1%		
<b>EBIT</b>	€342 mn	↑	3% to 7%
<b>FVA</b>	€246 mn	↑	Low single-digit %
<b>Free cash flow before acquisition</b>	€232 mn		€170 mn to €200 mn

## 2016 – 2018: Planned investments of €300mn

- Expansion of the Mannheim site
- Expansion of the Kaiserslautern site
- New plant in WuJiang, China
- Expansion of the Chicago site
- New plants in Australia and Sweden

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# Thank you for your attention

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