

Financial Results - H1 2016

Analysts' Telephone Conference

| 1st August 2016 | Mannheim | Dagmar Steinert



H1 2016 Highlights

**Revenues +13%
to €1,136 mn**

- Europe €720.9 mn
- Asia-Pacific, Africa €298.4 mn
- Americas €171.9 mn

EBIT + 7%

to €183 mn

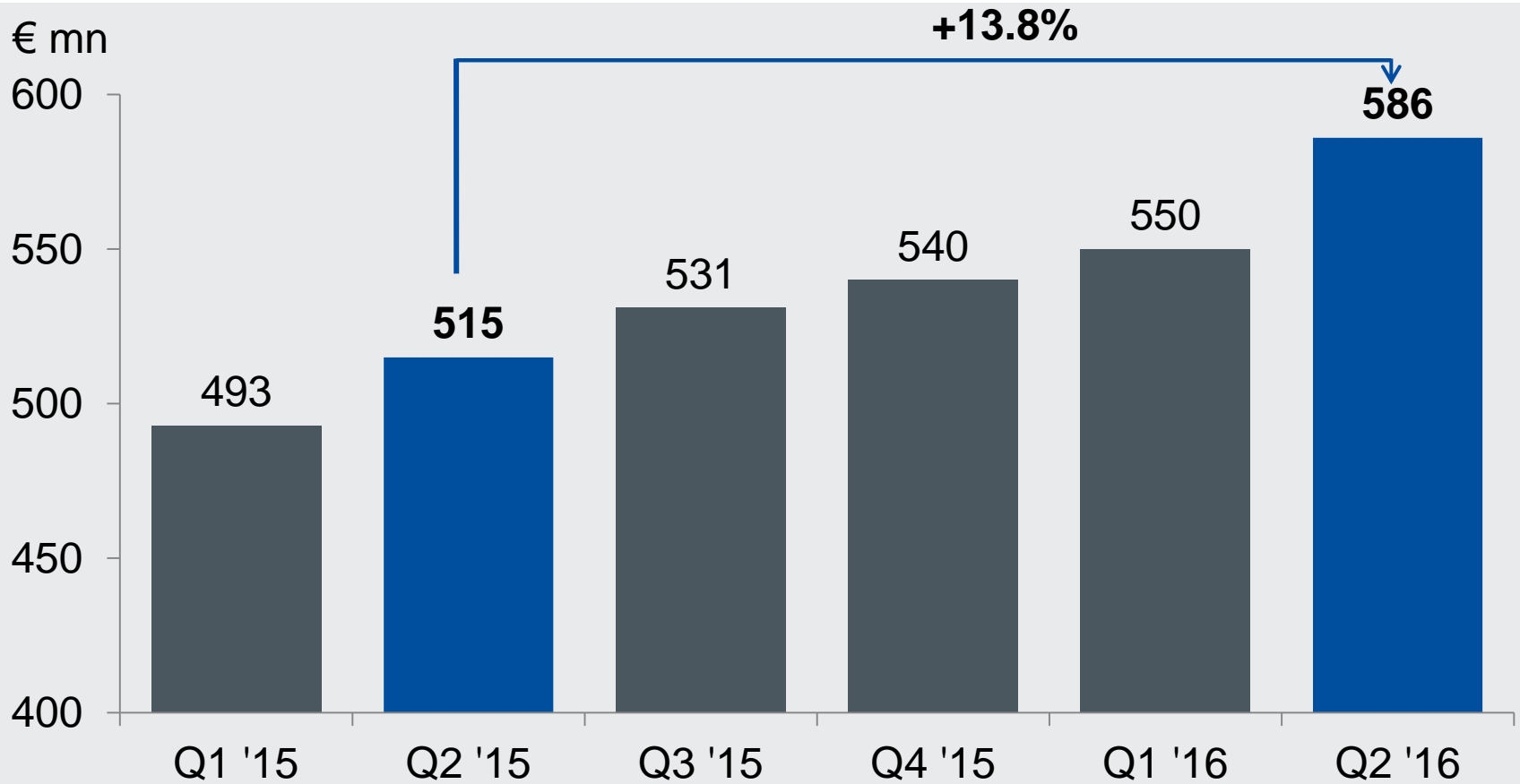
Outlook 2016 reaffirmed

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

*before currency translation effects

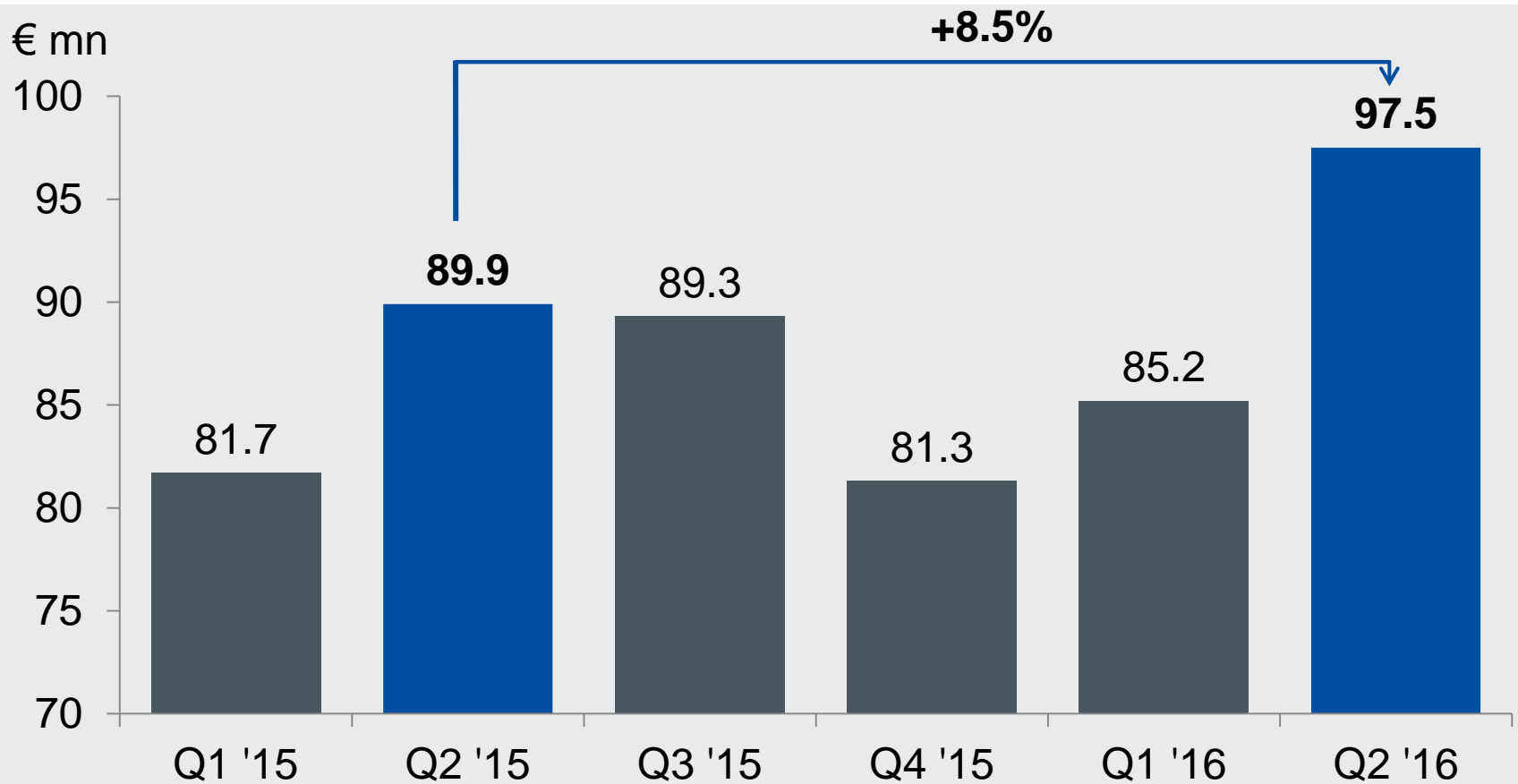
Sales performance Q1 15 – Q2 16

PENTOSIN included since Q3 15, STATOIL LUBRICANTS included since Q4 15



EBIT development Q1 15 – Q2 16

Q4 2015 includes integration costs (Acquisitions 2015)



Acquisitions 2016

Strategic Deals



Deal Structure	FUCHS acquires ULTRACHEM INC (Share Deal) Business will continue to be operated from Delaware location €15 mn in sales p.a.
Focus	Specialty Synthetic Lubricants for Compressor OEM and Industrial Maintenance Markets
Closing	Latest in Q4 2016



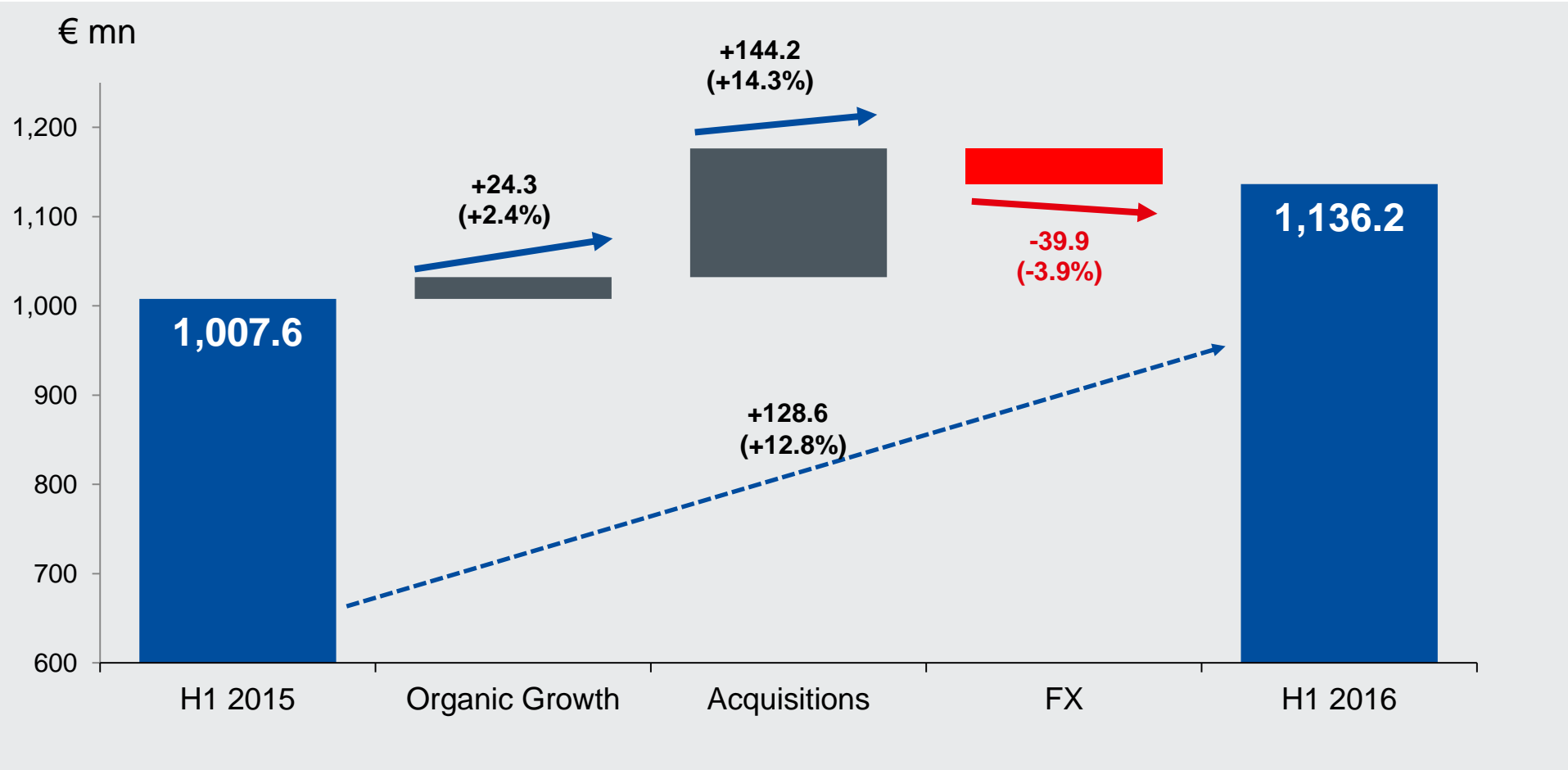
Deal Structure	FUCHS acquires lubricants business from CHEVRON (Asset Deal) €11 mn in sales p.a.; 85 % in North America
Focus	White Oils and Food Machinery Lubricants
Closing	1st June 2016

4,869 employees globally

Increase by 46



H1 2016 Group Sales



H1 2016 - Regional Sales

Organic growth in Europe and Asia-Pacific, Africa

	H1 2015 (€ mn)	H1 2016 (€ mn)	Total Growth	Organic Growth	External Growth	Currency Effects
Europe	571.2	720.9	+26.2%	+3.3%	+24.7%	-1.8%
Asia-Pacific, Africa	302.2	298.4	-1.3%	+2.3%	+3.8%	-7.4%
Americas	176.1	171.9	-2.4%	-0.8%	+2.7%	-4.3%

Q1, Q2 2016 - Regional Sales

Headwind from Currency

	Q1 2015 (€ mn)	Q1 2016 (€ mn)	Total Growth	Organic Growth	External Growth	Currency Effects
Europe	278.3	349.4	+25.5%	+1.8%	+24.9%	-1.2%
Asia-Pacific, Africa*	146.5	144.4	-1.4%	+2.0%	+2.9%	-6.3%
Americas	88.3	84.5	-4.3%	-3.4%	+2.0%	-2.9%

* Adjustment organic/external growth

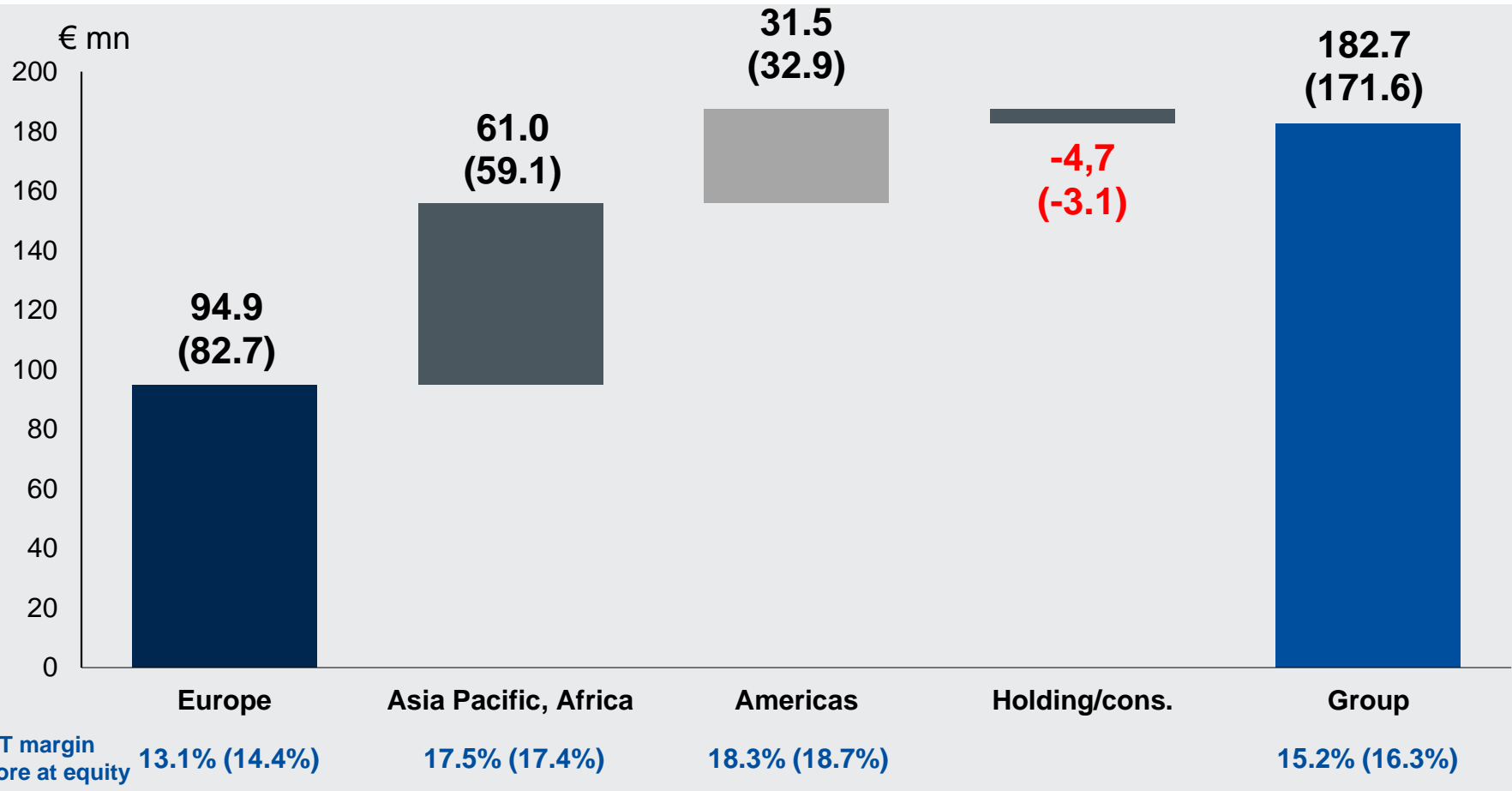
	Q2 2015 (€ mn)	Q2 2016 (€ mn)	Total Growth	Organic Growth	External Growth	Currency Effects
Europe	292.9	371.5	+26.8%	+4.7%	+24.4%	-2.3%
Asia-Pacific, Africa	155.7	154.0	-1.1%	+2.5%	+4.8%	-8.4%
Americas	87.8	87.4	-0.5%	+1.8%	+3.4%	-5.7%

H1 2016 – Income Statement

€ mn	H1 2015	H1 2016	Δ Mio. €	Δ in %
Sales	1,008	1,136	128	12.8%
Gross Profit	388	427	39	10.1%
<i>Margin</i>	38.5%	37.6%		
Selling, admin., R&D expenses, others	223	254	31	13.7%
EBIT before at Equity	165	173	8	5.2%
At Equity	7	10	3	36.6%
EBIT	172	183	11	6.5%
Earnings after tax	119	127	8	6.6%

H1 2016 - EBIT by regions

H1 2016 (H1 2015)



H1 2016 - Free cash flow

mn €	H1 2015	H1 2016
Earnings after tax	119	127
Amortisation/Depreciation	17	23
Net operating working capital (NOWC)	-29	-46
Other changes	-16	0
Capex	-16	-32
Free cash flow before acquisitions	75	72
Acquisitions	-	-20
Free cash flow	75	52

Outlook 2016

Performance indicators	Actual 2015		Outlook 2016
Sales*	€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%		
EBIT	€342 mn	↑	3% to 7%
FVA	€246 mn	↑	Low single-digit %
Free cash flow before acquisitions	€232 mn		€170 mn to €200 mn

*before currency translation effects

Further Investments

2016 – 2018: Planned investments of €300mn

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

FUCHS PETROLUB SE
Thank you



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.

FUCHS PETROLUB SE

Investor Relations

Financial Calendar

August 1, 2016	H1 Results
September 8, 2016	Capital Market Day
November 3, 2016	Q3 Results
March 22, 2017	Annual Report 2016
May 5, 2017	Annual General Meeting

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