

# FUCHS Group

## Financial Results Q1 2017

| Analysts' Telephone Conference, 28<sup>th</sup> April 2017, Mannheim

| Dagmar Steinert, CFO



**Sales +12%**  
**to €618 mn**

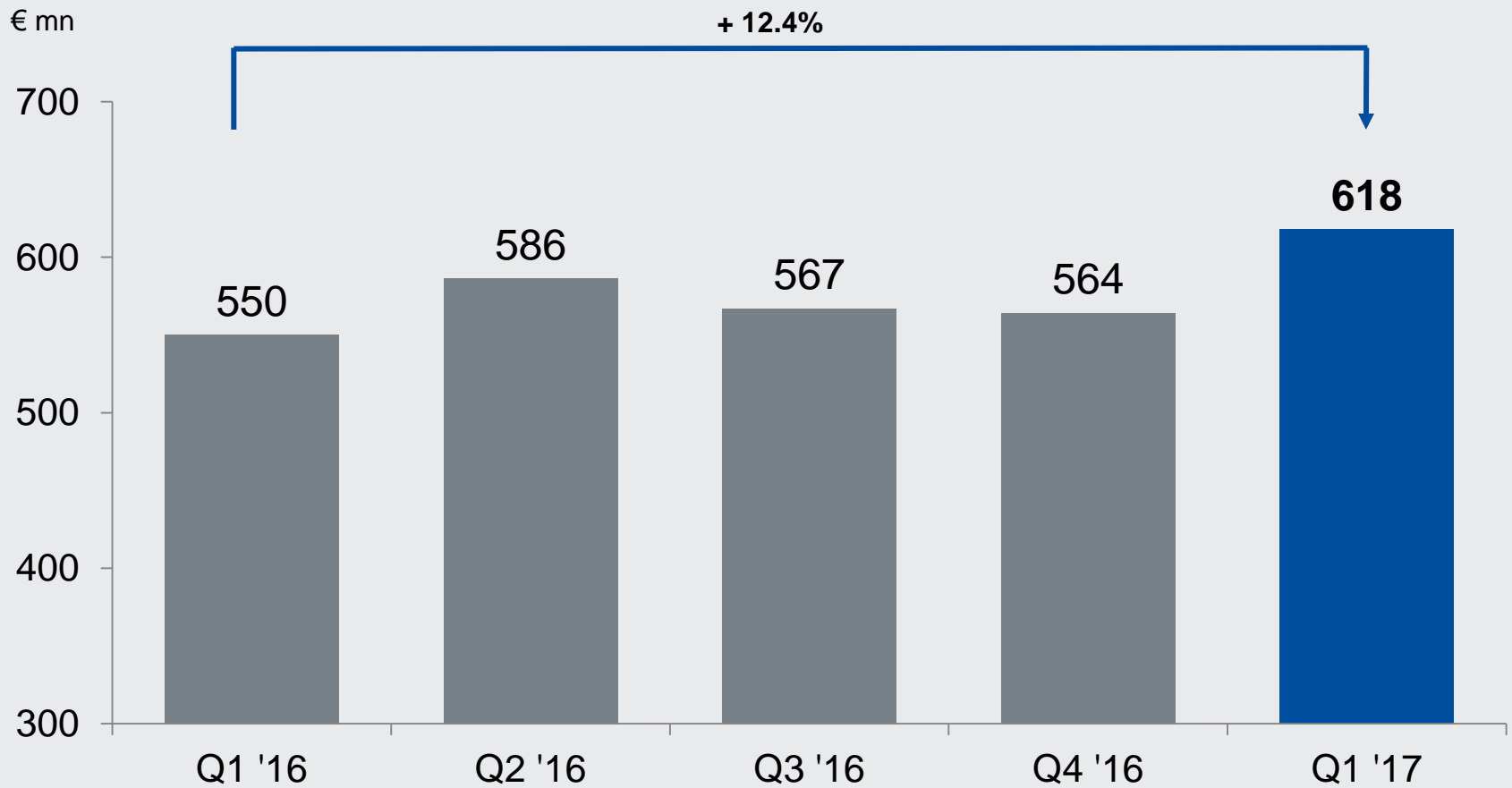
- Organic growth in all regions
- Slight external growth
- Tailwind from FX

**EBIT +11%**  
**to €94 mn**

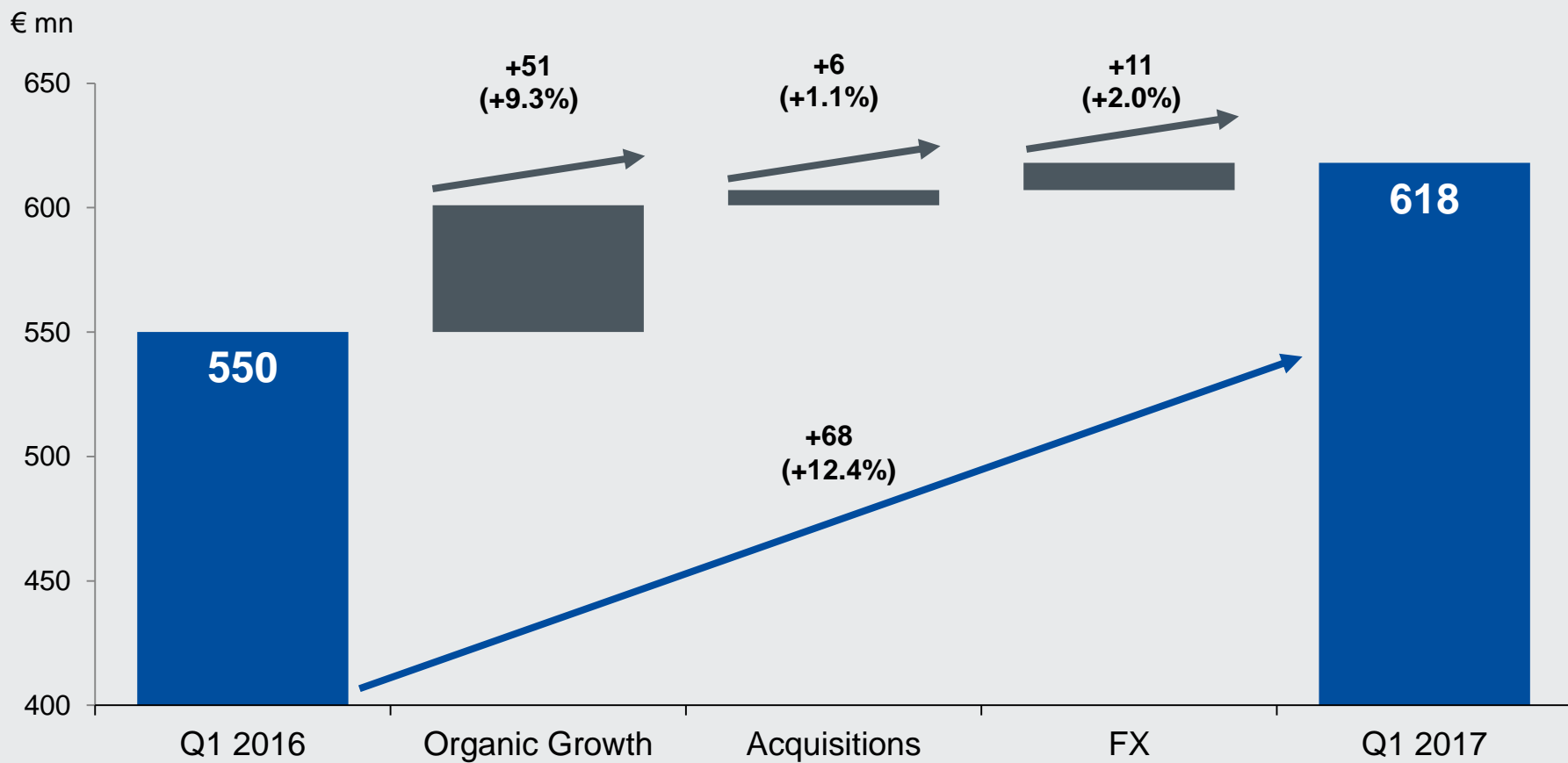
**Outlook 2017**  
**unchanged**

- Sales growth 4% - 6%
- EBIT growth 1% - 5%

# Sales Development



# Q1 Group Sales



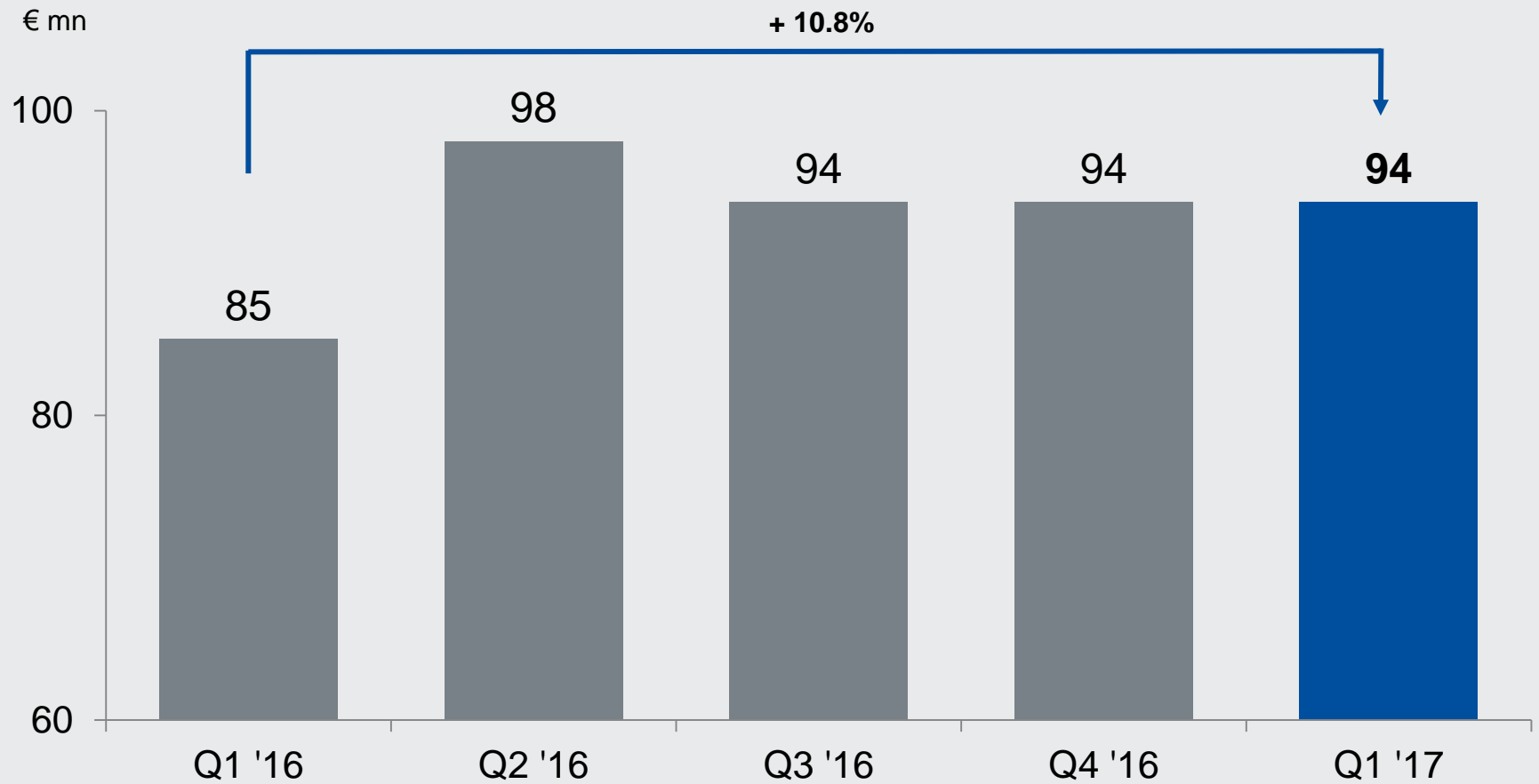
# Regional sales growth Q1 2017

	Q1 2016 (€ mn)	Q1 2017 (€ mn)	Growth	Organic	External	FX
Europe	349	368	+5.3%	+5.5%	-	-0.2%
Asia-Pacific, Africa	144	181	+25.1%	+20.9%	-	+4.2%
Americas	85	104	+22.7%	+9.0%	+7.4%	+6.3%
Consolidation	-28	-35	-	-	-	-
<b>Total</b>	<b>550</b>	<b>618</b>	<b>+12.4%</b>	<b>+9.3%</b>	<b>+1.1%</b>	<b>+2.0%</b>

# Income Statement Q1 2017

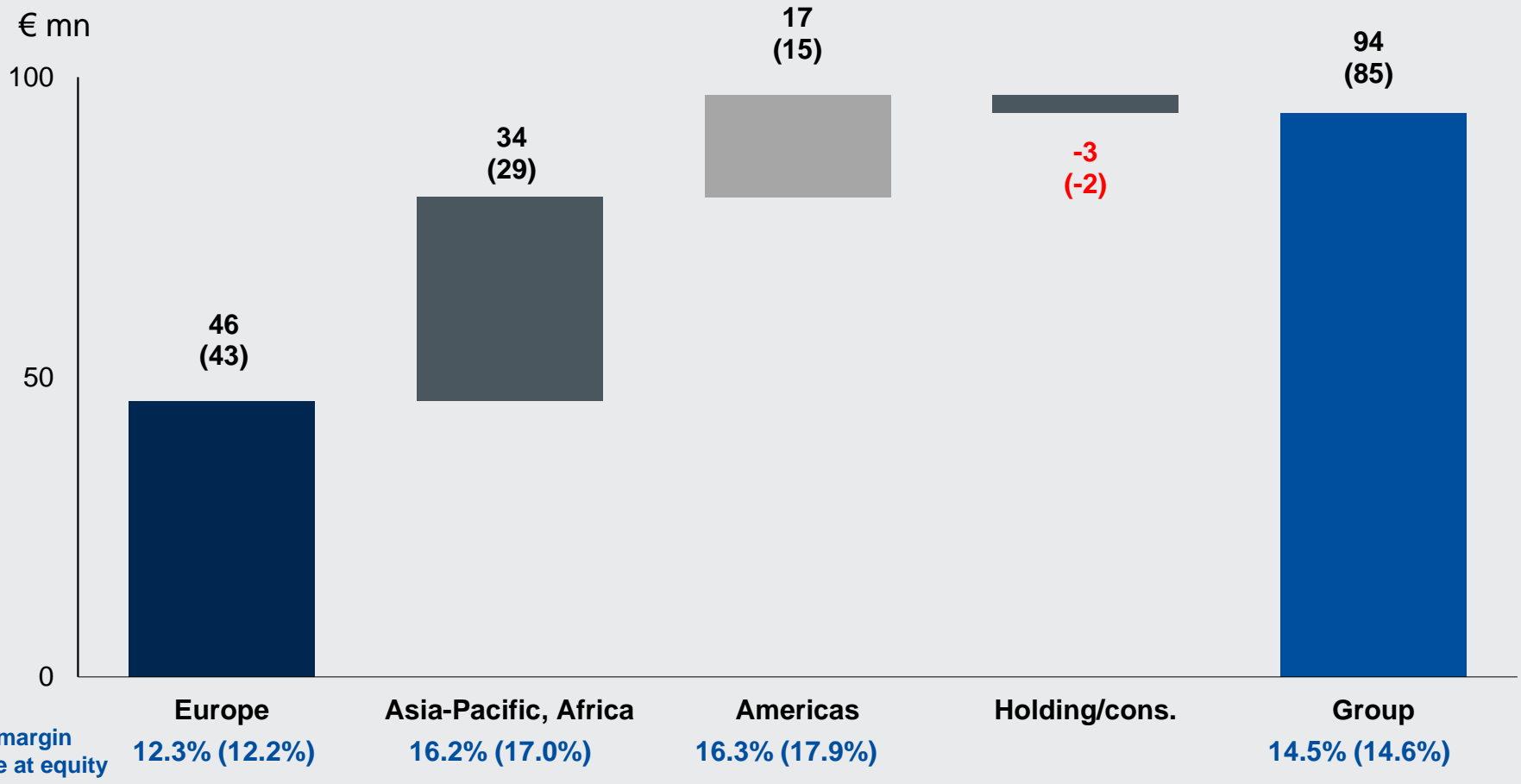
€ mn	Q1 2016	Q1 2017	Δ € mn	Δ in %
<b>Sales</b>	<b>550</b>	<b>618</b>	<b>68</b>	<b>12.4%</b>
Gross Profit	206	226	20	10.0%
<i>Gross Profit margin</i>	<i>37.4%</i>	<i>36.6%</i>	-	<i>-0.8%-points</i>
Selling, admin., R&D expenses, others	-126	-137	-11	-9.1%
<b>EBIT before at Equity</b>	<b>80</b>	<b>89</b>	<b>9</b>	<b>11.3%</b>
At Equity	5	5	-	-
<b>EBIT</b>	<b>85</b>	<b>94</b>	<b>9</b>	<b>10.8%</b>
Earnings after tax	59	66	7	12.6%

# EBIT Development



# EBIT by regions

Q1 2017 (Q1 2016)

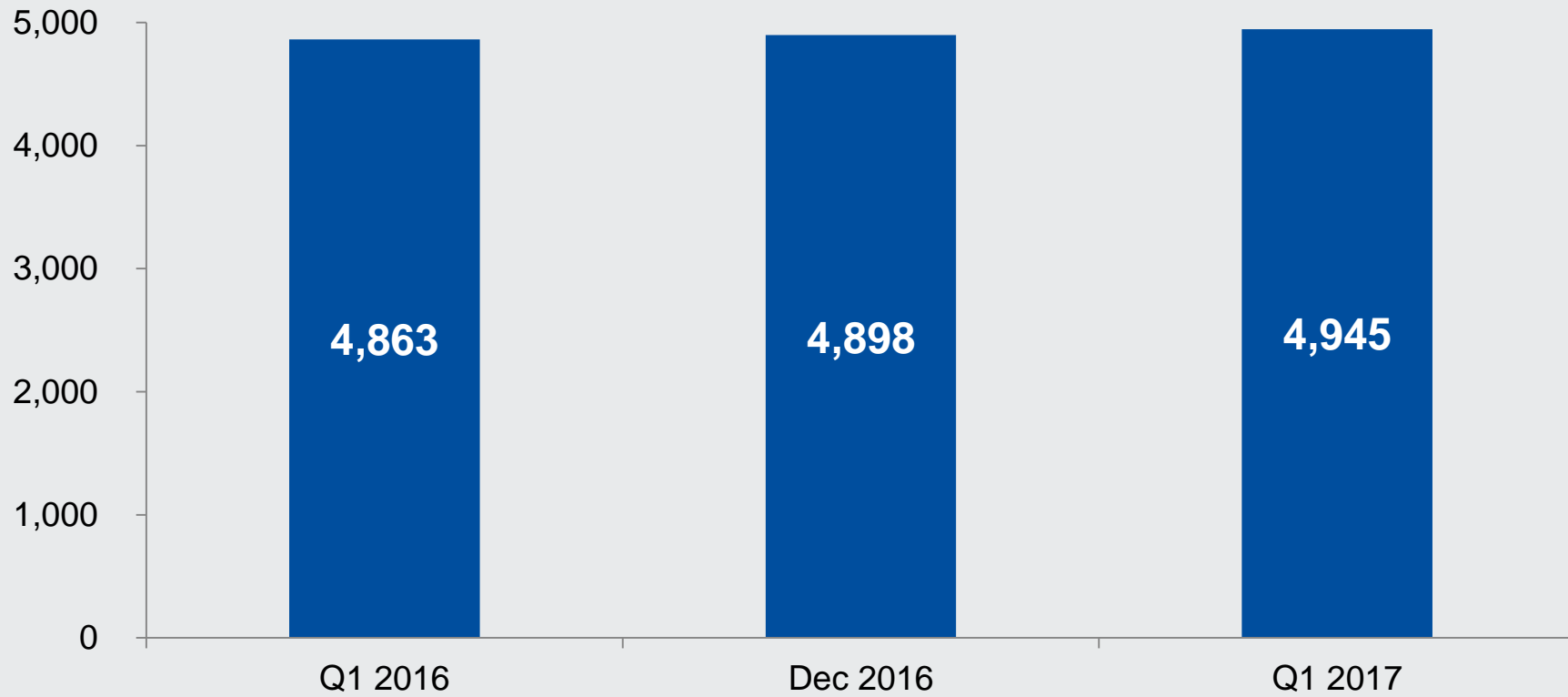




# Cash flow Q1 2017

€ mn	Q1 2016	Q1 2017
<b>Earnings after tax</b>	<b>59</b>	<b>66</b>
Amortisation/Depreciation	11	13
Changes in net operating working capital (NOWC)	-32	-25
Other changes	3	2
Capex	-14	-14
<b>Free cash flow before acquisitions</b>	<b>27</b>	<b>42</b>
Acquisitions	-	-
<b>Free cash flow</b>	<b>27</b>	<b>42</b>

# 4,945 employees globally



# Outlook 2017

Performance indicator	Actual 2016		Outlook 2017
<b>Sales</b>	<b>2,267 Mio €</b>	<b>↑</b>	<b>+4% to +6%</b>
Organic Growth	+3.3%		
External Growth	+8.6%		
Currency	-2.9%		
<b>EBIT</b>	<b>371 Mio €</b>	<b>↑</b>	<b>+1% to +5%</b>
<b>FUCHS Value Added</b>	<b>257 Mio €</b>	<b>↑</b>	<b>Low single-digit percentage range</b>
<b>Free cash flow before acquisitions</b>	<b>205 Mio €</b>		<b>~200 Mio €</b>

Thank you for your attention



# 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.

# Financial Calendar & Contact

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## Financial Calendar

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March 21, 2017	Full Year Results 2016
April 28, 2017	Quarterly Statement Q1 2017
May 5, 2017	Annual General Meeting
August 1, 2017	Financial Report H1 2017
October 27, 2017	Quarterly Statement Q1-3 2017

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## Contact

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FUCHS PETROLUB SE  
Friesenheimer Str. 17  
68169 Mannheim

### Investor Relations

Thomas Altmann  
Tel. +49 621 3802 1201  
[thomas.altmann@fuchs-oil.de](mailto:thomas.altmann@fuchs-oil.de)  
[www.fuchs.com/investor](http://www.fuchs.com/investor)