

Press release

FUCHS with strong first half-year

"FUCHS PETROLUB had a good first half-year and achieved its sales revenue and earnings targets. We are making good progress with our ambitious investment program, and a small acquisition in the US in June is also strengthening the specialty business. Once again we generated a considerable level of free cash flow," comments Stefan Fuchs, Chairman of the Executive Board at FUCHS PETROLUB SE.

- Sales revenues: up 13% to EUR 1,136 million
- Earnings (EBIT): up 7% to EUR 183 million
- Outlook reaffirmed

The first six months of 2016 at a glance

in EUR million	H1 2016	H1 2015	Dev. in %
Sales revenues ⁽¹⁾	1,136.2	1,007.6	12.8
Europe	720.9	571.2	26.2
Asia-Pacific, Africa	298.4	302.2	-1.3
North and South America	171.9	176.1	-2.4
Consolidation	-55.0	-41.9	
Earnings before interest and tax (EBIT)	182.7	171.6	6.5
Earnings after tax	126.6	118.8	6.6
Capital expenditures	32.4	16.0	>100.0
Free cash flow before acquisitions	72.4	75.2	-3.7
Earnings per share in EUR			
Ordinary share	0.90	0.85	5.9
Preference share	0.91	0.86	5.8
Employees as at June 30	4,869	4,158	17.1

(1) By company location

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Sales revenues and earnings

FUCHS PETROLUB increased its sales revenues by 13% to EUR 1,136 million in the first half of the year. External growth resulting from the two acquisitions made in 2015 was 14%. Organic growth of almost 3% was offset by negative currency effects of -4%.

As with sales revenues, the income statement is also significantly influenced by the acquisitions of the previous year. The earning power of the companies acquired in 2015 is still below the Group average. In total, EBIT grew by 7% to EUR 183 million (172). Earnings after interest and tax also increased by 7% and reached a value of EUR 127 million (119). Earnings per ordinary and preference share rose to EUR 0.90 (0.85) and EUR 0.91 (0.86) respectively.

Despite the considerably increased capital expenditure, the free cash flow before acquisitions is only slightly lower than in the previous year at EUR 72 million (75).

Segments: Sales revenues and earnings

From a regional perspective, growth achieved in Europe is attributable to acquisitions (+25%). Organic sales revenues increased by 3% – primarily in Germany, Central, Eastern and Southern Europe. The Asia-Pacific, Africa region recorded organic growth in virtually every country (+2%), but is slightly below the previous year due to currency effects. North and South America remains around 2% below the previous year due to weak South American currencies.

In Europe, EBIT grew by EUR 12 million to EUR 95 million. The Asia-Pacific, Africa region recorded an increase in EBIT of 3% to EUR 61 million. At EUR 32 million, EBIT recorded in North and South America was around 4% lower than the previous year's result.

Outlook

FUCHS PETROLUB reaffirms the outlook for the financial year. The company expects acquisition-based and organic growth in sales revenues in the range of 7% to 11% for the financial year. The sales revenue forecast does not account for currency translation effects. Sales revenues related to the PENTOSIN acquisition will no longer be reported as

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external growth in the second half of 2016; however, sales revenues generated through the STATOIL LUBRICANTS business will continue to be reported as external growth for a further three months. The Group anticipates EBIT growth to be between 3% and 7%.

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The following information can be accessed on the internet:

Half-Year Financial Report 2016:

www.fuchs.com/group/financial-reports

Press photos: www.fuchs.com/group/photogallery/

About FUCHS

The FUCHS Group develops, produces and markets high-grade lubricants and related specialties for virtually all industries and areas of application. The company, which was founded in Mannheim in 1931, employs around 5,000 people worldwide at 60 operating companies. FUCHS is the world's largest independent lubricant manufacturer. The most important markets in terms of sales revenues are Western Europe, Asia and North America.

Important note

This press release contains statements about future developments 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, for example, include changes in the overall economic climate, changes in procurement prices, changes to exchange rates and interest rates, and changes

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within 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 press release and assumes no liability for such.