

Press Release

FUCHS increases sales revenues and earnings in the first quarter – outlook remains unchanged

“As expected, the start to 2017 was very good. For the year as a whole we are anticipating a pleasant business development overall, even if the rates of increase in the first quarter will not be continued at the same level. Organic growth across all regions, but primarily in China, is strengthening our global position. Our investment and innovation initiative supports this growth,” states Stefan Fuchs, Chairman of the Executive Board of FUCHS PETROLUB SE.

- Sales revenues: +12% to EUR 618 million
- Earnings (EBIT): +11% to EUR 94 million
- Outlook for the full year remains unchanged

FUCHS at a glance

In EUR million	Q1 2017	Q1 2016	Change in %
Sales revenues⁽¹⁾	618	550	12.4
Europe	368	349	5.3
Asia-Pacific, Africa	181	144	25.1
North and South America	104	85	22.7
Consolidation	-35	-28	
Earnings before interest and tax (EBIT)	94	85	10.8
Earnings after tax	66	59	12.6
Capital expenditure	14	14	–
Free cash flow before acquisitions	42	27	52.4
Earnings per share in EUR			
Ordinary share	0.47	0.42	11.9
Preference share	0.48	0.42	14.3
Employees as at March 31	4,945	4,863	1.7

(1) By company location

Press Release

Sales revenues and earnings

In the first three months of 2017, FUCHS PETROLUB increased its sales revenues by 12% to EUR 618 million (550). The Group's organic growth amounted to 9%. All regions contributed to this growth, in particular Asia-Pacific, Africa. The company's acquisitions in 2016 in North America made a contribution of one percentage point to increased sales revenues, while positive currency effects had an impact of +2%.

The company also achieved strong growth in earnings. Overall, EBIT improved by 11% to EUR 94 million (85) and earnings after tax rose by 13% to EUR 66 million (59). Earnings per ordinary and preference share increased to EUR 0.47 (0.42) and EUR 0.48 (0.42) respectively.

At EUR 42 million, free cash flow before acquisitions was considerably higher than in the previous year (27).

Sales revenues and earnings in the regions

Sales revenues in the Europe region increased by 5% to EUR 368 million (349). The region's organic growth amounted to +5%, and was particularly notable in Germany and the UK. The Asia-Pacific, Africa region posted very strong organic growth (+21%). Especially in China a strong growth in sales revenues was recorded, but also in Australia and South Africa. Overall, the region's sales revenues increased by 25% to EUR 181 million (144). The North and South America region generated organic growth of 9%, and was supported by the economic recovery in Brazil and North America. Taking into account external growth and currency effects, sales revenues were 23% higher than in the previous year at EUR 104 million (85).

EBIT in the Europe region rose by 6% to EUR 46 million (43), while EBIT in Asia-Pacific, Africa increased by 15% to EUR 34 million (29). In the North and South America region, EBIT went up by 12% to EUR 17 million (15). The positive earnings trend in the USA continued and Brazil is also picking up slightly.

Outlook

The outlook for the entire year for FUCHS PETROLUB remains unchanged in view of the progressively challenging environment. The Group is anticipating growth in sales revenues of between 4% and 6%. The anticipated business expansion is based largely on planned organic growth. FUCHS PETROLUB is anticipating a rise in EBIT of between 1% and 5%.

Press Release

Mannheim, April 28, 2017

FUCHS PETROLUB SE

Public Relations

Friesenheimer Str. 17

68169 Mannheim

Tel. +49 621 3802-1104

tina.vogel@fuchs-oil.de

www.fuchs.com/group

The following information is available online:

Quarterly Statement as at March 31, 2017: 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 57 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 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.