

FUCHS PETROLUB / Q1 2015 Conference Call

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Mannheim, 30 April 2015



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- Sales revenues up 8% to €493 million (currency adjusted +1%)
- Earnings before interest and tax (EBIT) up 8% to €82 million
- Outlook for the financial year improved due to currency effects

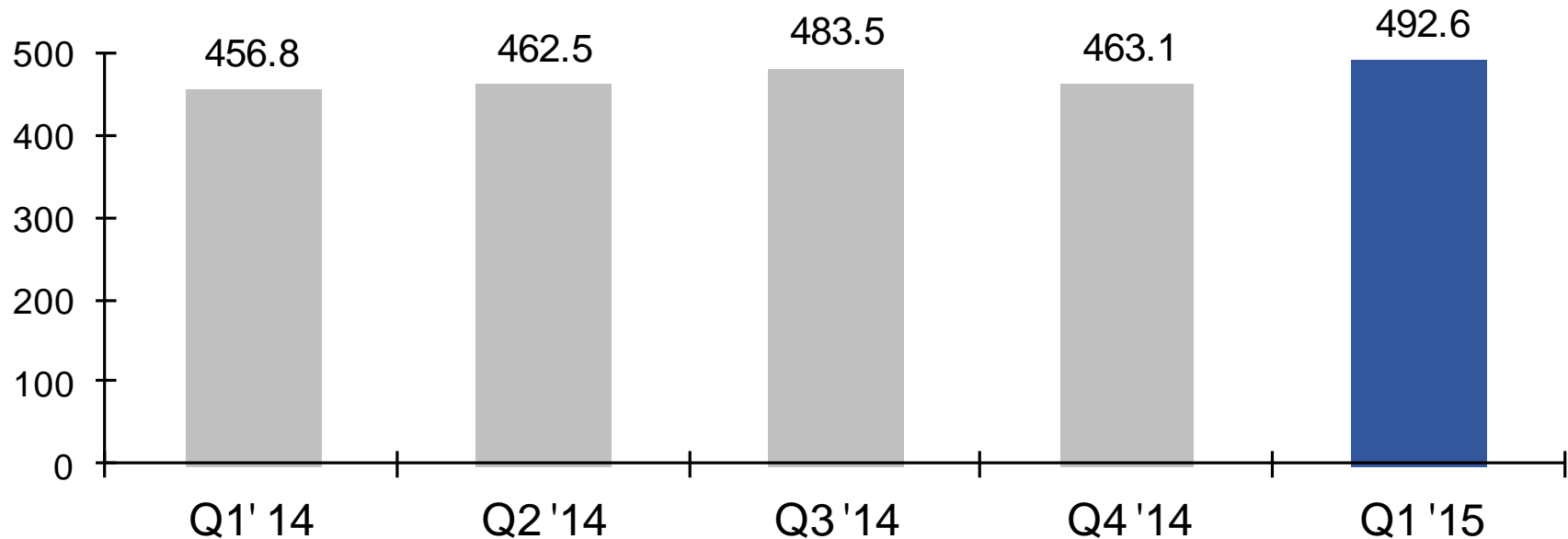
Q 1/2015: Sales revenues up 7.8%



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Sales revenues – quarterly development

€ mn



+7.8% YoY

+6.4% QoQ

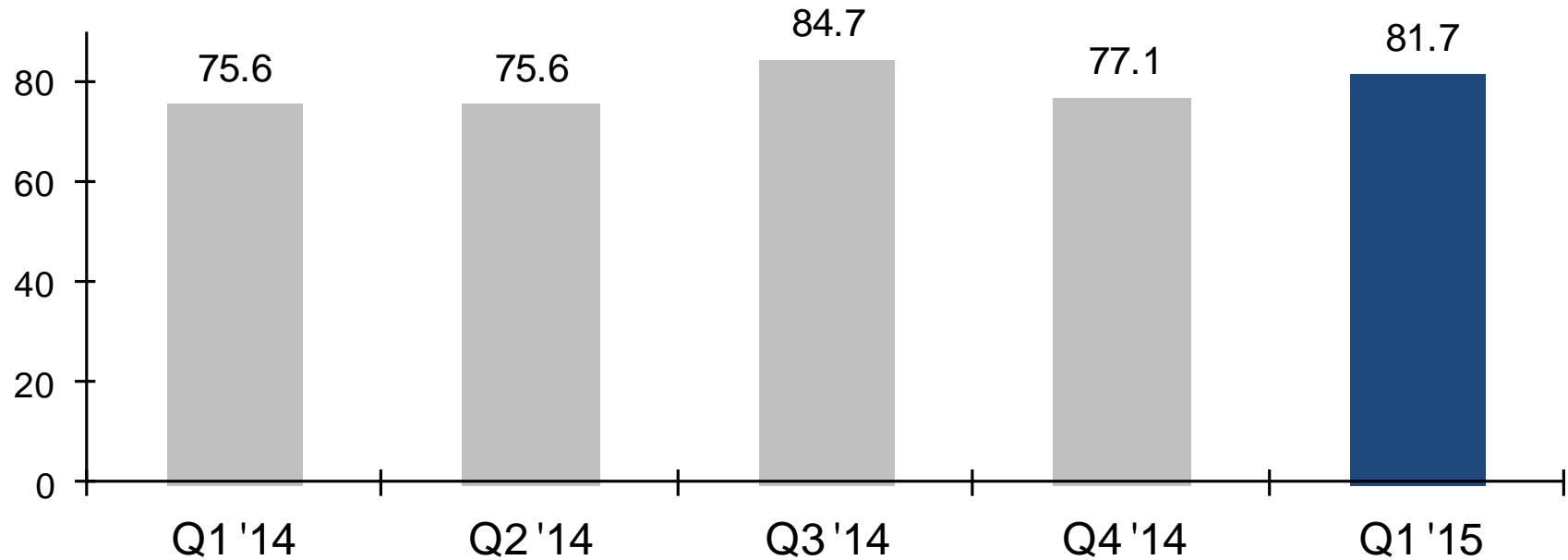
Q 1/2015: EBIT increased by 8.1%



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EBIT – quarterly development

€ mn



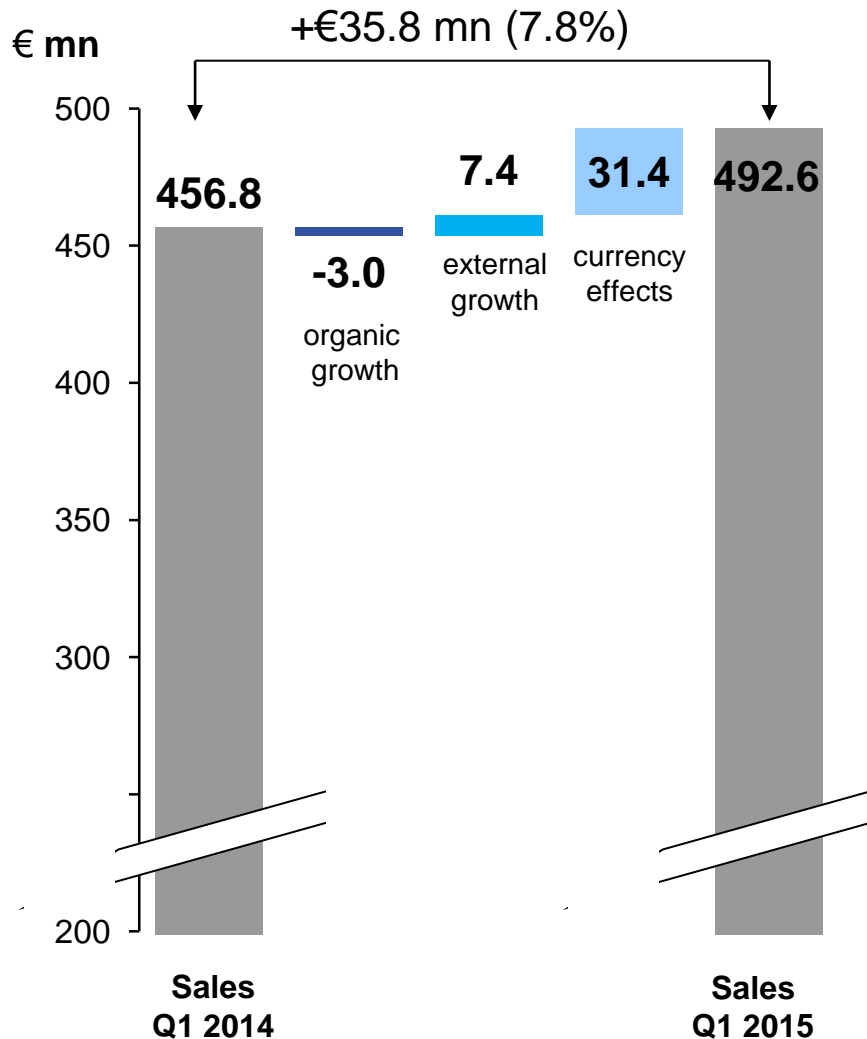
+8.1% YoY

+6.0% QoQ

Sales revenues increased by 1% adjusted for currency effects



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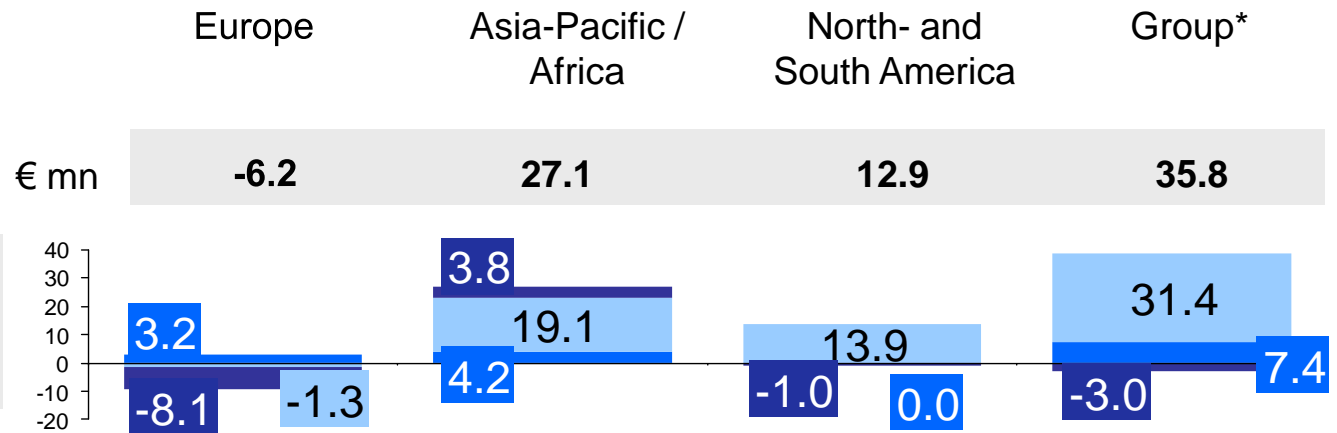
- Organic growth -0.7% or -€3.0 mn
- External growth 1.6% or €7.4 mn
- Currency effects 6.9% or €31.4 mn

Organic growth in Asia



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Regional sales growth 1st quarter 2015



△ Total growth	-2.2%	+22.7%	+17.1%	+7.8%
▲ Organic growth	-2.8%	+3.2%	-1.3%	-0.7%
▲ External growth	+1.1%	+3.5%	0.0%	+1.6%
△ Currency effects	-0.5%	+16.0%	+18.4%	+6.9%

* Consolidation effect €2.0 mn

EBIT rose by 8% to €82 mn



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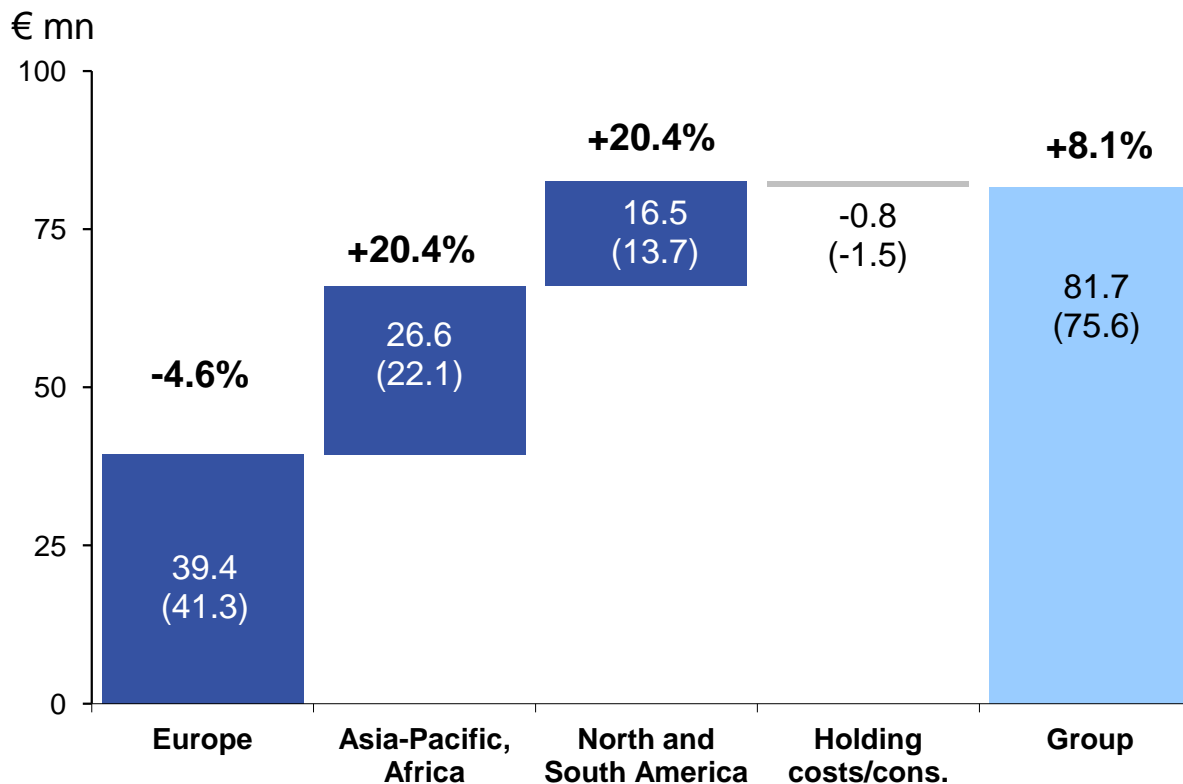
€ mn	Q1/2015	Q1/2014	Variance	
Sales revenues	492.6	456.8	35.8	7.8%
Gross profit	187.9	170.9	17.0	9.9%
<i>Gross profit margin</i>	<i>38.1%</i>	<i>37.4%</i>		
Sales, admin., R&D and other net expenses	110.0	98.3	11.7	11.9%
<i>Expenses as a percentage of sales</i>	<i>22.3%</i>	<i>21.5%</i>		
EBIT before income from at equity	77.9	72.6	5.3	7.3%
<i>EBIT margin before income from at equity</i>	<i>15.8%</i>	<i>15.9%</i>		
Income from at equity	3.8	3.0	0.8	26.7%
EBIT	81.7	75.6	6.1	8.1%
Earnings after tax	56.8	52.8	4.0	7.6%
<i>Net profit margin</i>	<i>11.5%</i>	<i>11.6%</i>		
Earnings per share				
Ordinary	0.41	0.38	0.03	7.9%
Preference	0.41	0.38	0.03	7.9%

Increased segment earnings for Asia-Pacific, Africa and North and South America



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1st quarter 2015



EBIT margin before

income from at equity
(previous year)

14.0%
(14.3)

15.8%
(16.4)

18.7%
(18.2)

15.8%
(15.9)

As expected, net operating working capital increased



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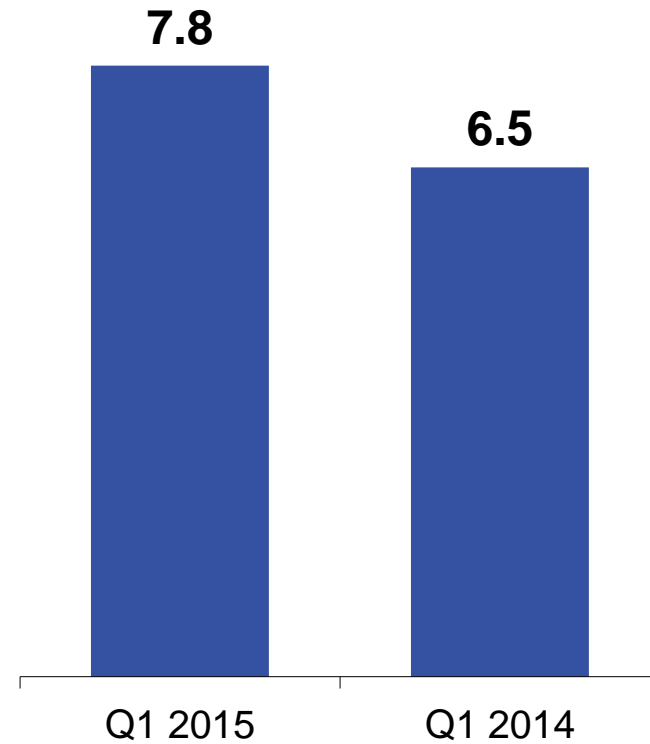
€ mn	Q2/2015	Q1/2014
Gross cash flow	59.6	60.6
Changes in net operating working capital	-17.9	-32.1
Other changes	-3.7	3.6
Operating cash flow	38.0	32.1
Capex	-7.8	-6.5
Other changes	0.0	0.2
Free cash flow	30.2	25.8



Key investments

enlargement of the test field in Germany and construction of the grease plant in the US

€ mn



Number of employees increased



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The number of employees has grown by 29 people since the beginning of the year with the focus on sales and technical.





- FUCHS plans further growth in sales and volume in 2015
- Should the euro remain weak, EBIT is expected to increase by a mid to higher single-digit percentage.
- We plan investments to exceed the previous year's value and reach up to the investments of 2012 and 2013
- Free cash flow is again expected to exceed € 150 million

Thank you for your attention



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