

FUCHS PETROLUB SE

Roadshow Presentation

| 23rd March 2016 | Frankfurt | Dagmar Steinert / Thomas Altmann



Agenda

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Our company

02

Consolidated Financial Statements 2015

03

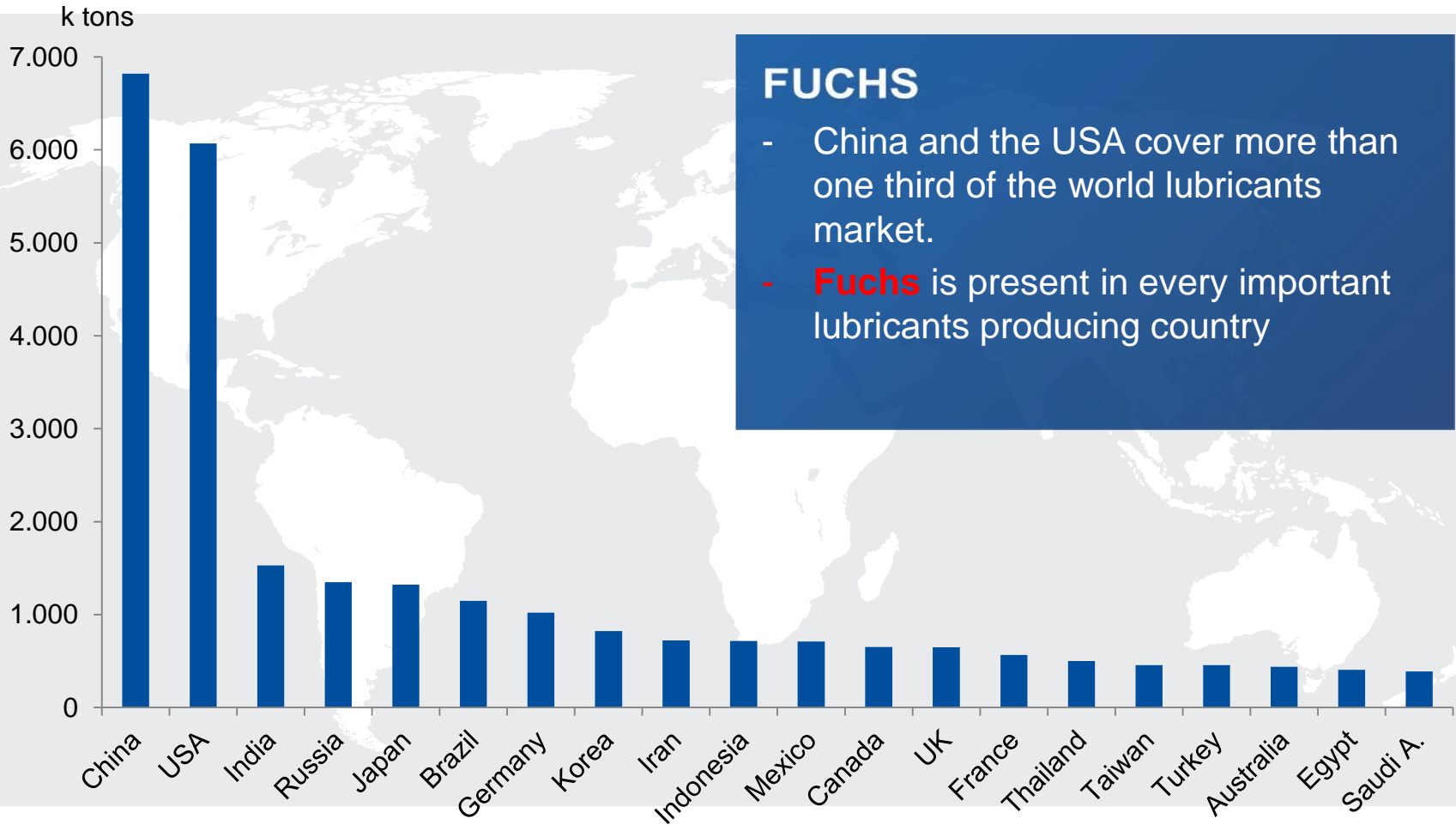
Balance Sheet, Cash flow, FVA 2015

04

Outlook 2016

A leading global lubricants company

Top-20 lubricants producing countries



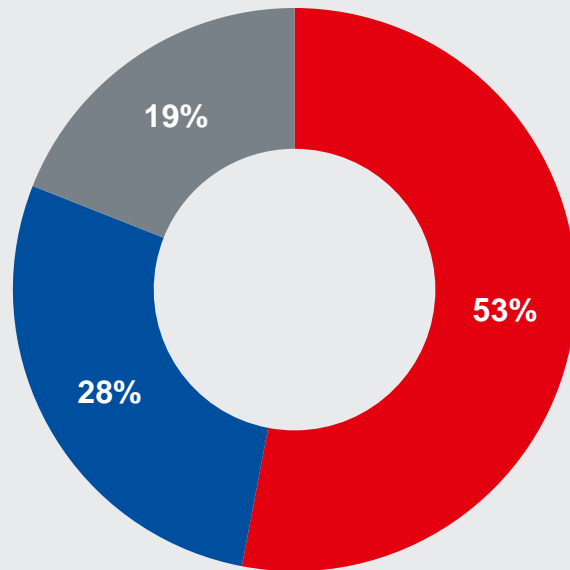
FUCHS

- China and the USA cover more than one third of the world lubricants market.
- **Fuchs** is present in every important lubricants producing country

World lubricant market 2015

Regional breakdown

35.6 million tons
total market volume



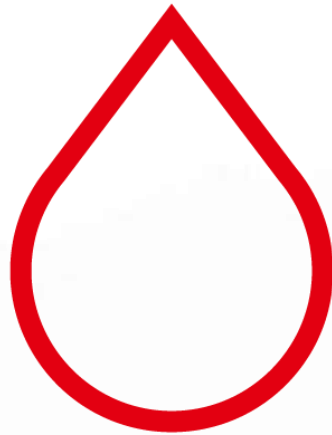
■ Asia-Pacific/Africa ■ North- & South America
■ Europe

The largest and fastest-growing regional lubricant market is in the Asian-Pacific region.

North America and Western Europe are mature markets. The main focus is on higher-quality lubricants and specialties.

The main industries

Over 100,000 customers worldwide



Mechanical engineering

Construction sector

Mining and exploration

Glass industry

Agriculture and forestry

Accessories sector

Transportation sector

Food industry

Energy generation

Cement, lime and gypsum industry

Steel and metals industry

Forging industry

Foundry industry

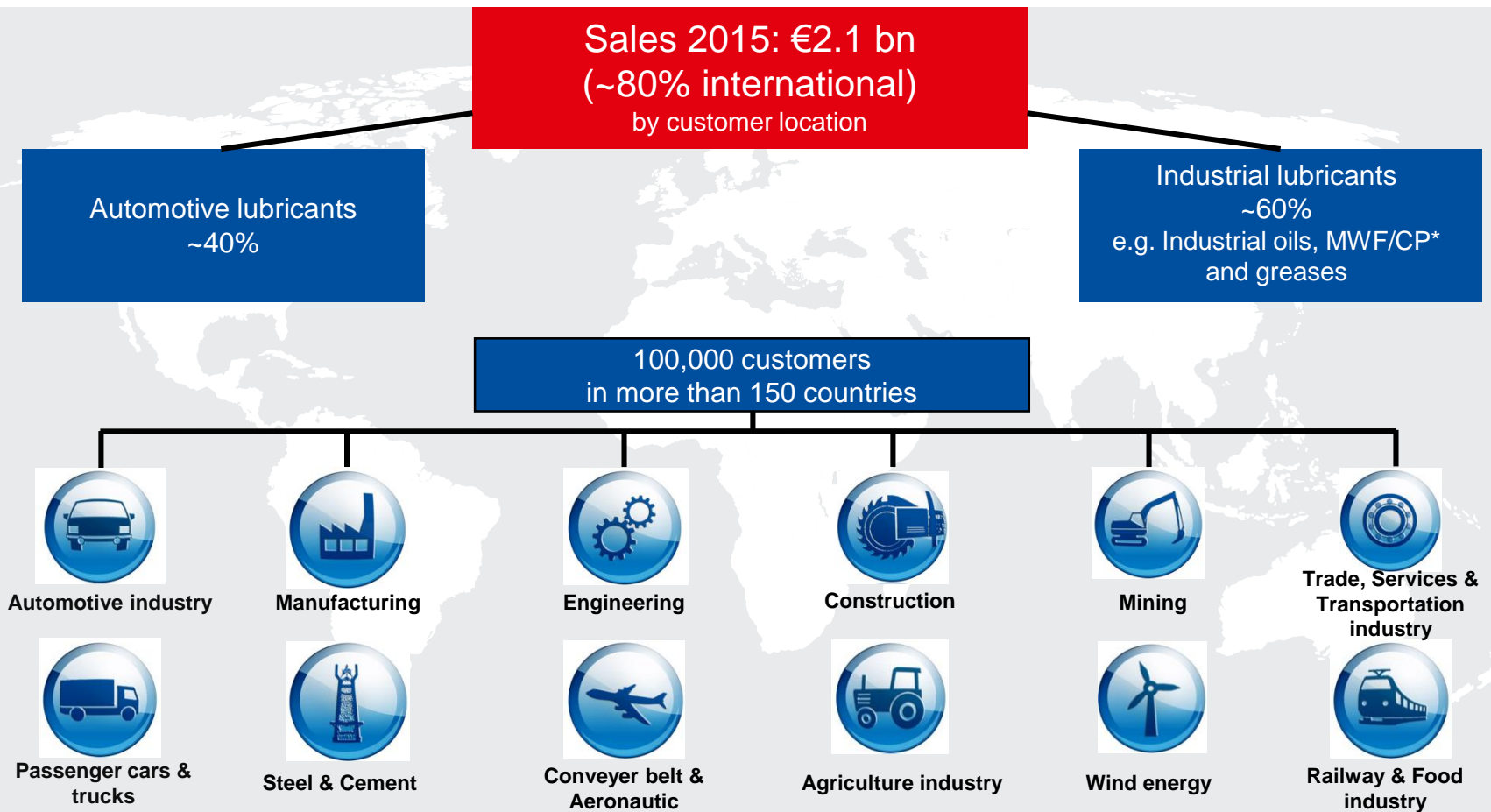
Metal working sector

Automobile sector

Others

A leading global lubricants company

Full-line supplier advantage



*metalworking fluids/corrosion preventives

FUCHS at a glance



Established **3**
generations ago as a
family-owned business

No. 1
among the independent
suppliers of
lubricants

The Fuchs family
holds **54%** of
ordinary shares

€2.1 bn sales
in 2015

Almost **5,000**
employees

Preference share is
listed in the MDAX

50 companies
worldwide

A full range
of over

10,000
lubricants and
related specialties

02 Consolidated Financial Statements 2015



Key developments 2015

**Revenues +11%
to over €2 bn**

- Europe up 10% to €1.23 bn
- Asia-Pacific, Africa up 13% to €583 mn
- Americas up 12% to €353 mn

EBIT

+9%

to €342 mn

+7%

higher dividend
payment proposed

2

acquisitions were completed:
Pentosin & Statoil

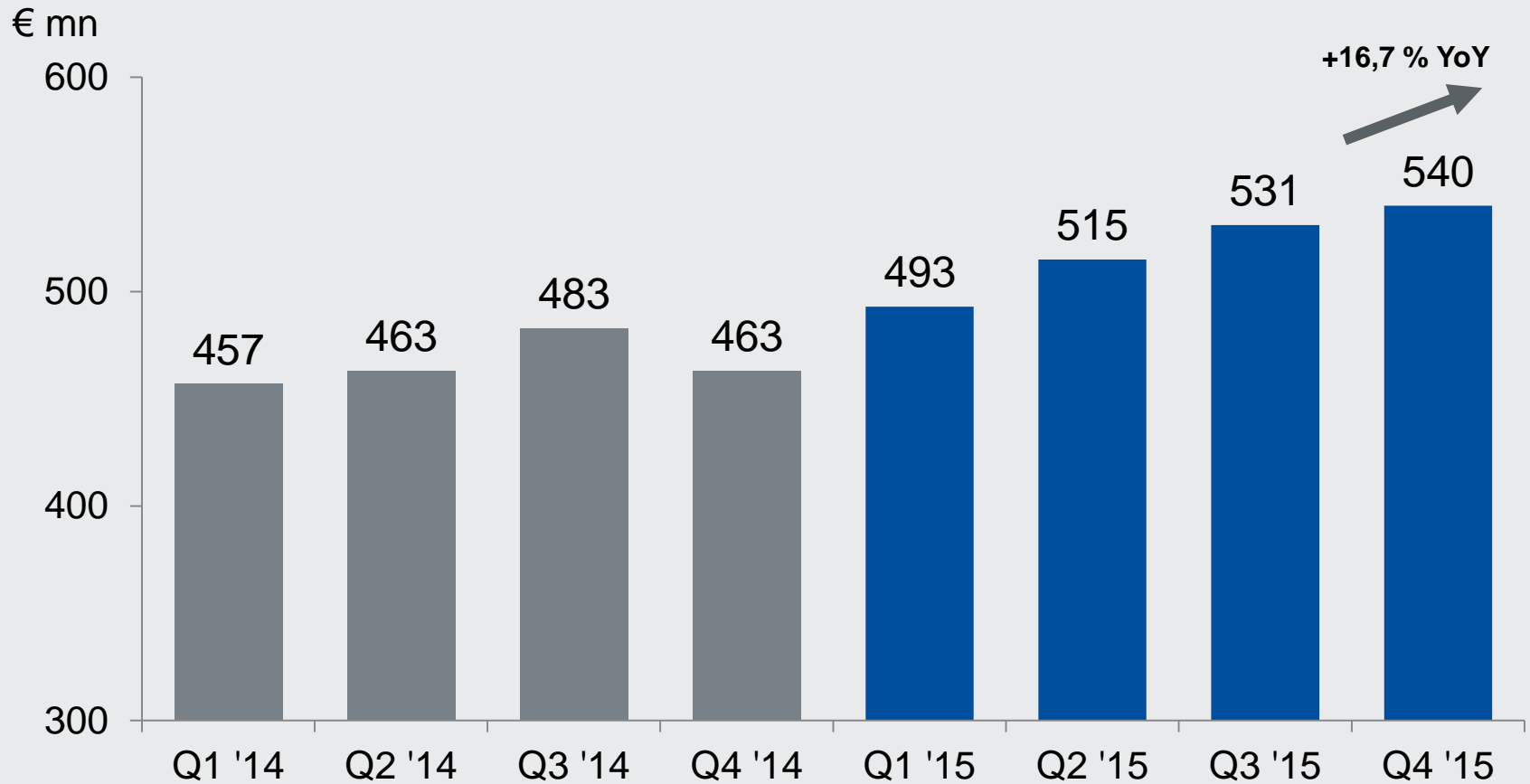
FUCHS managed to meet all of its key targets for 2015

Sales	Forecast 2015	2015	
Organic Growth	Turnover similar to or slightly above the previous year	0,3%	✓
External Growth	In a mid single-digit percentage range	6,0%	✓
Total Growth	Around the 10% mark	11,4%	✓
EBIT	Increase in a mid to high single-digit percentage range	9,3%	✓
FVA	Increase in a low single-digit percentage range	7,2%	✓
Free cash flow before acquisitions	> €150 mn	€232 mn	✓

Revenue Performance (Sales Development)

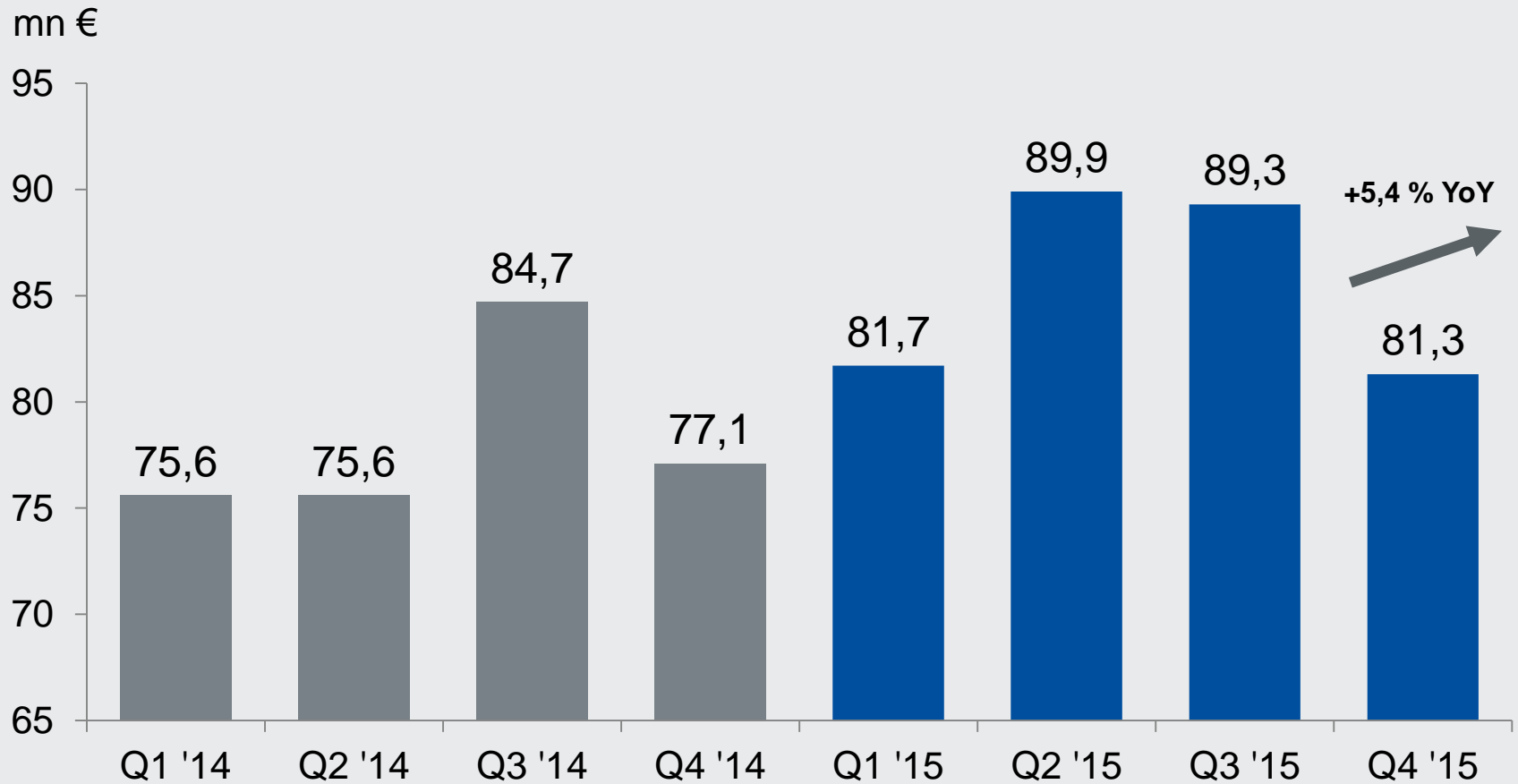
Q3 2015: First-time consolidation of Pentosin: 33 mn € / Q4 €24 mn

Q4 2015: First-time consolidation of Statoil: €37 mn



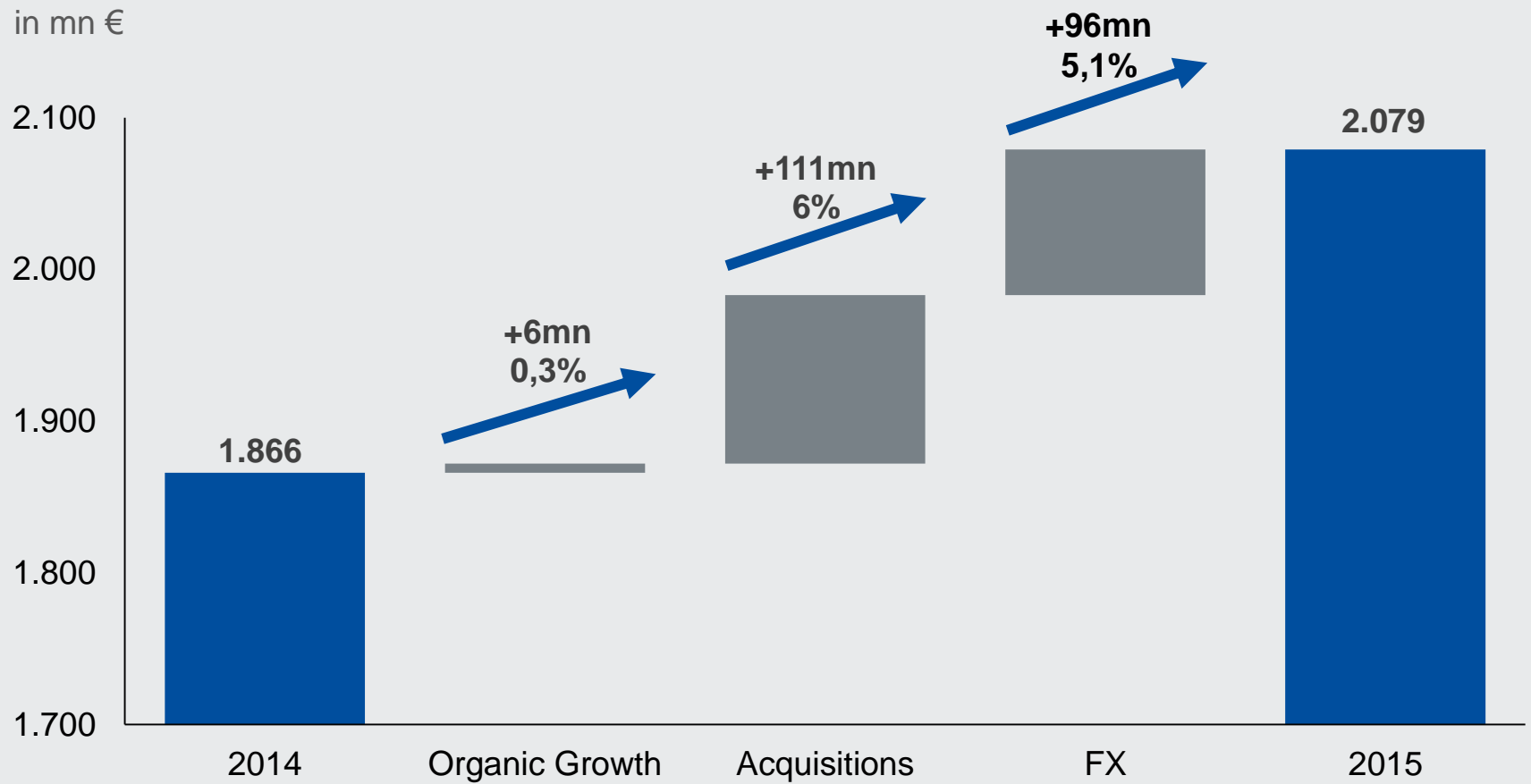
EBIT development

Q4 2015 includes integration costs



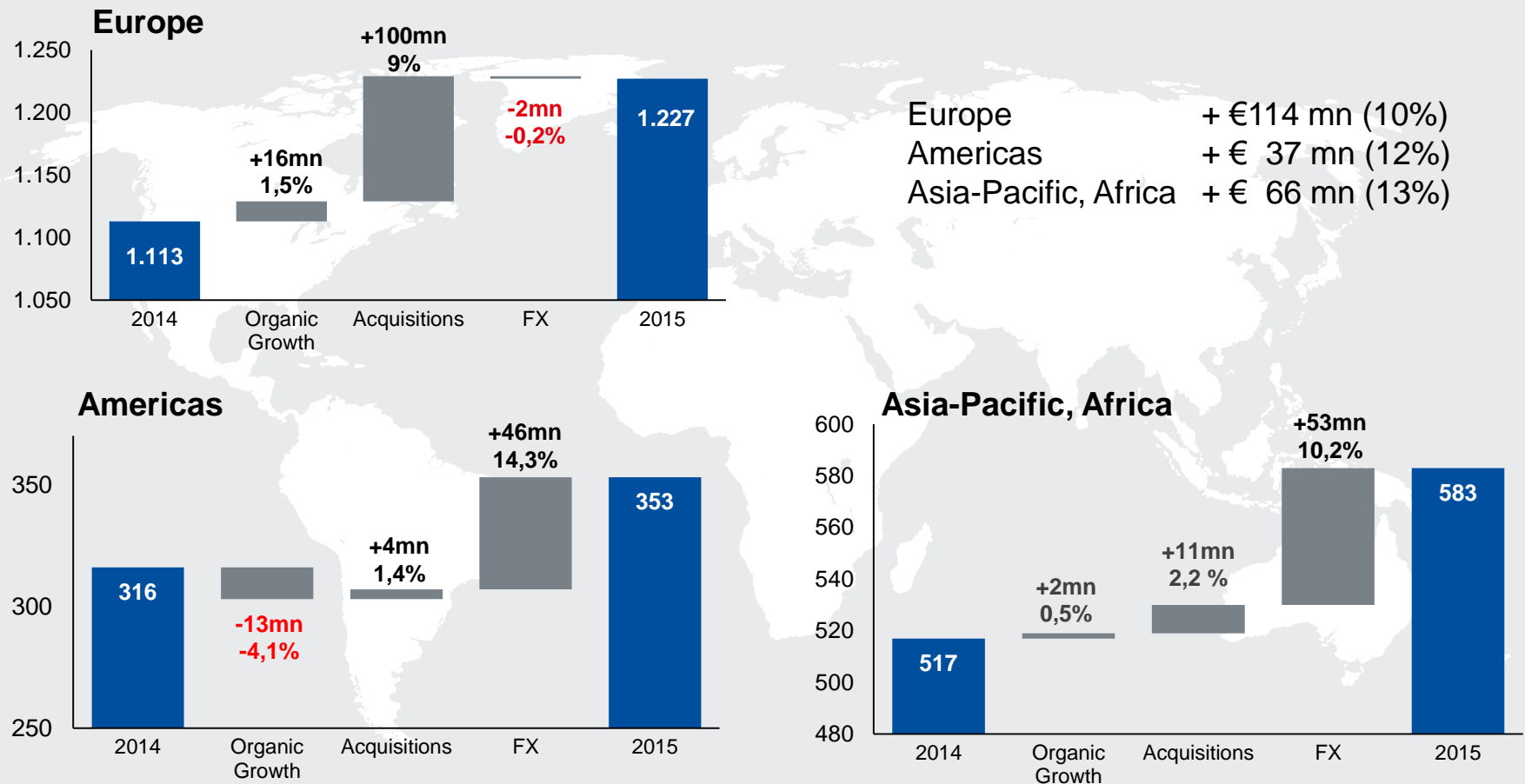
FUCHS Group

Increase in sales by 11,4 %



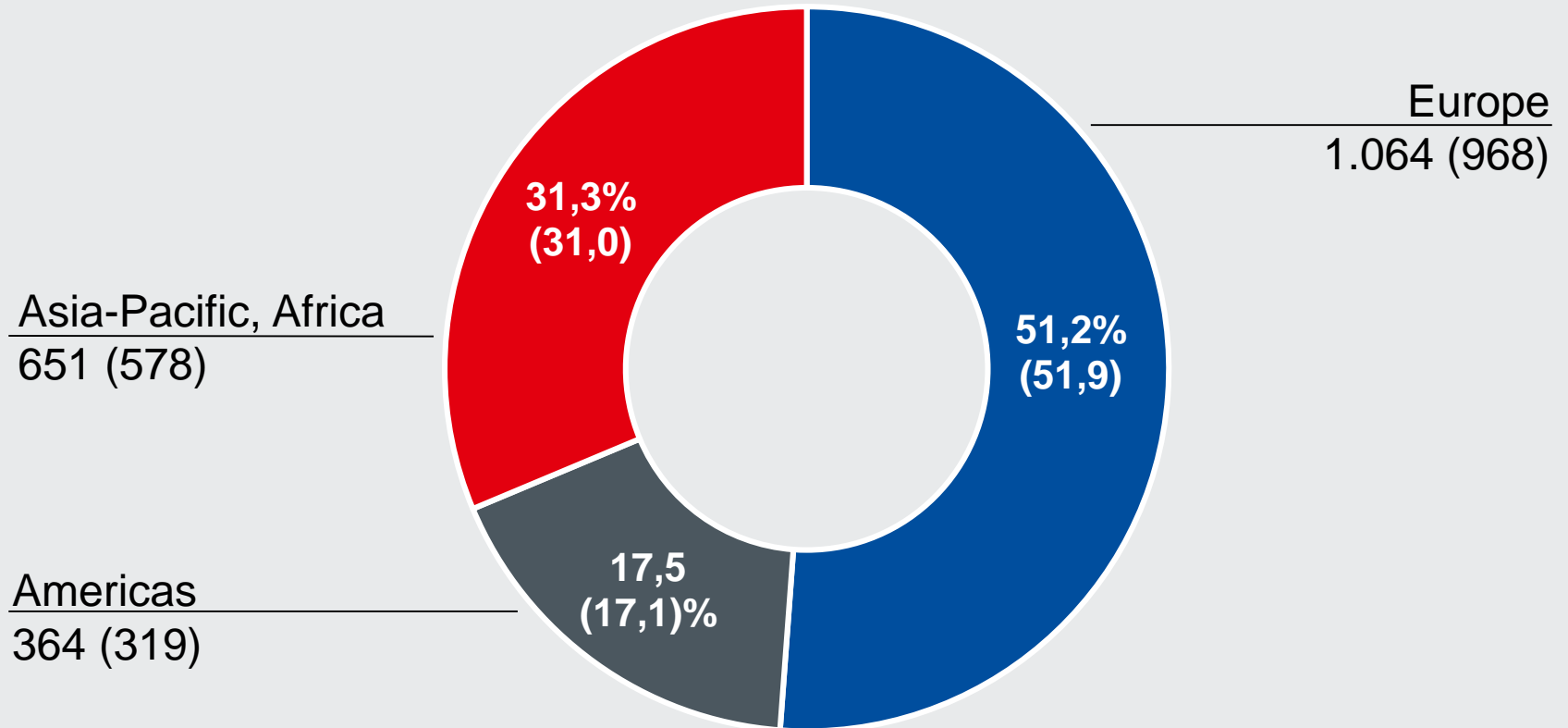
FUCHS Group – Regions in €mn

Increase in sales by 11,4 %



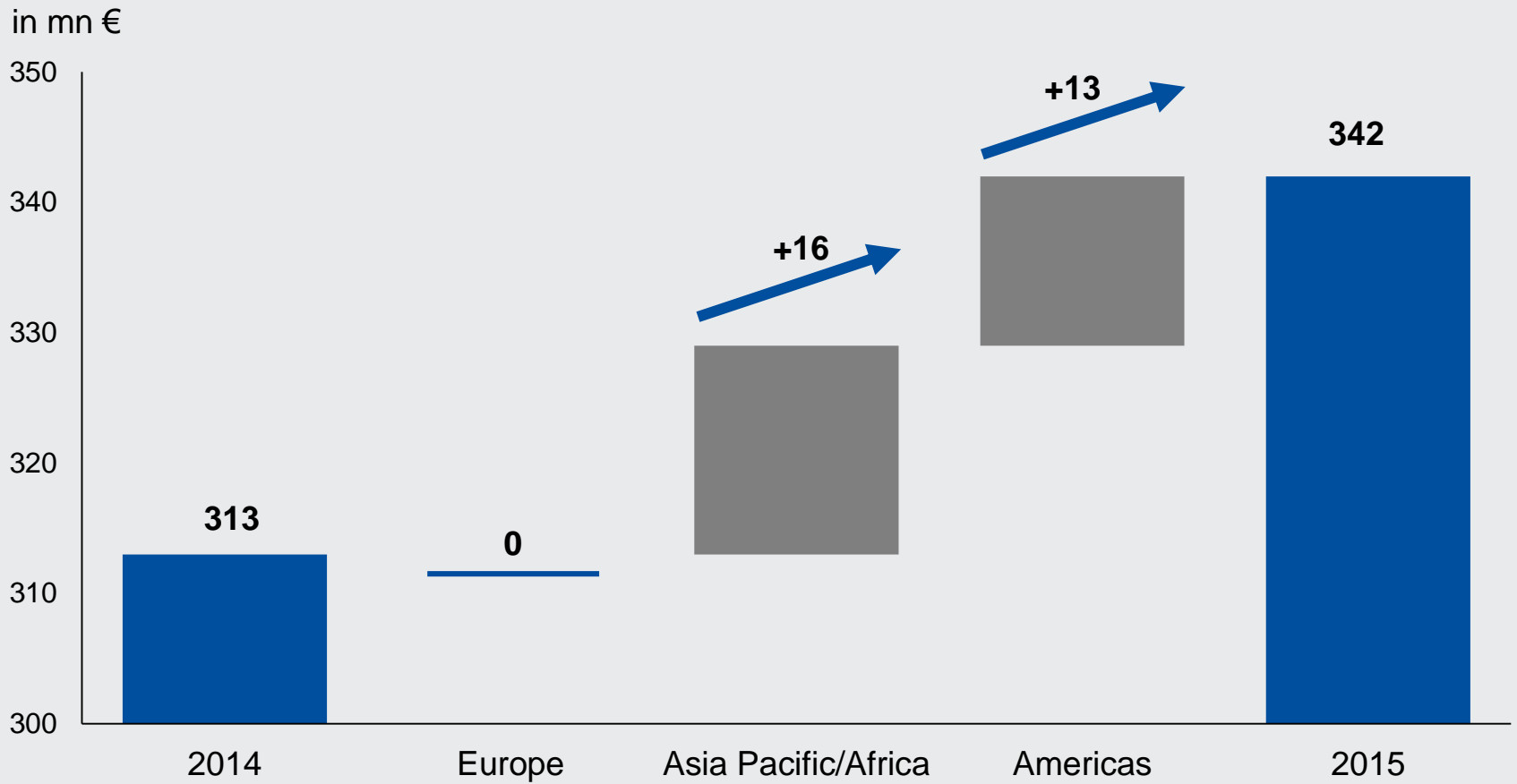
Sales by location of customer 2015 & (2014)

Sales FUCHS 2015: €2.079 mn

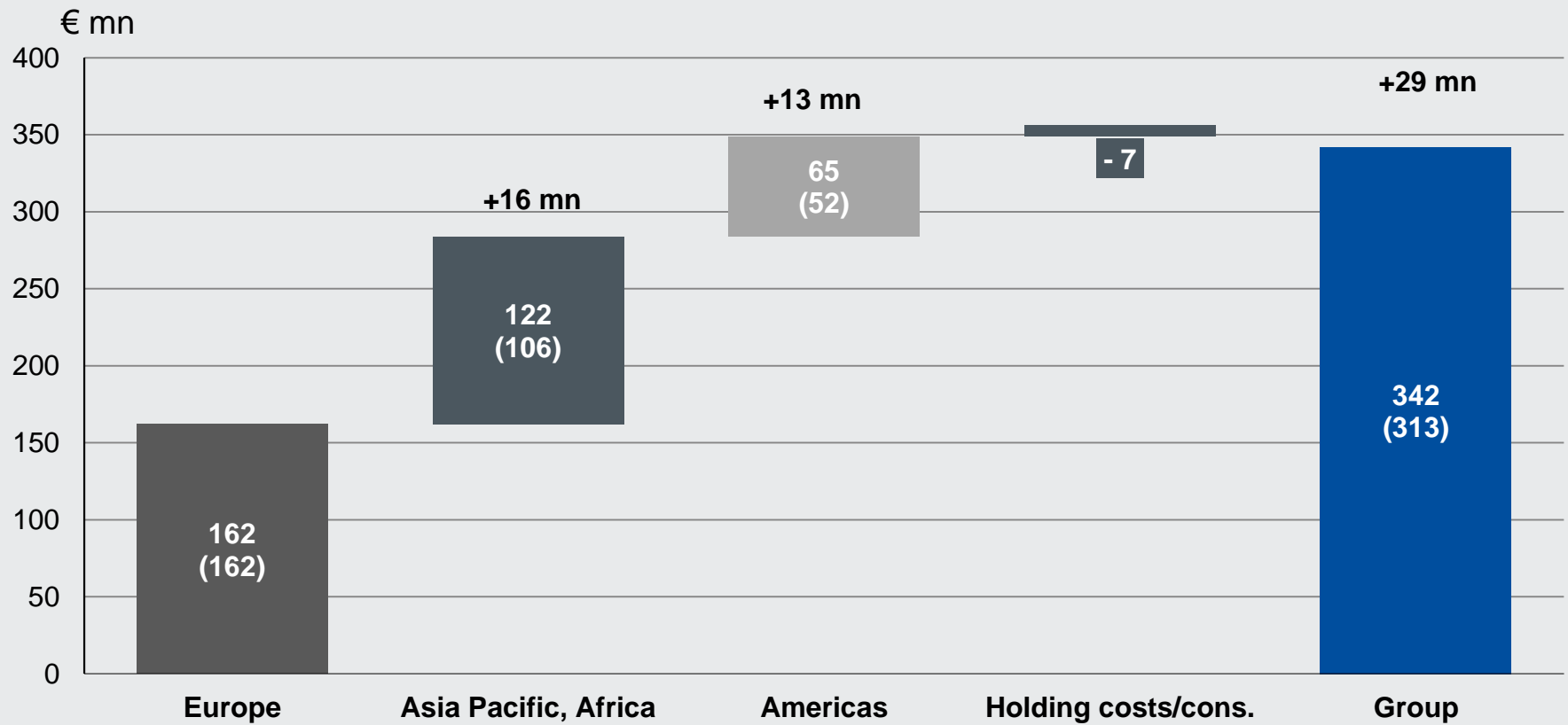


FUCHS Group - Regions

EBIT Increase



FUCHS Group EBIT 2015 (EBIT 2014)

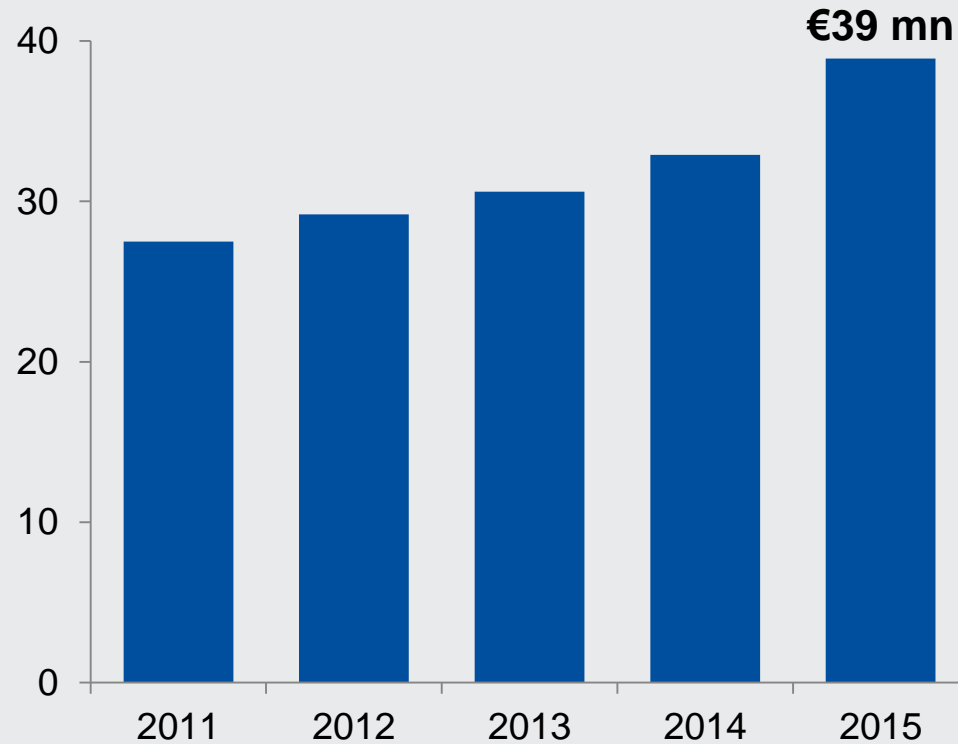


EBIT increase of more than 9%

€ mn	2014	2015	Δ Mio. €	Δ in %
Sales	1.866	2.079	213	11,4
Gross Profit	693	791	98	14,2
<i>Margin</i>	37,2%	38,1%		+0,9% points
Selling, admin., R&D expenses, others	-400	-467	-67	16,6
EBIT before at Equity	293	324	31	10,9
At Equity	20	18	-2	-12,7
EBIT	313	342	29	9,3
Earnings after tax	220	236	16	7,4

Expert know-how of our staff results in the technological lead over our competitors

R&D expenditure



Research and development

Application-oriented

416

engineers and
scientists in R&D worldwide

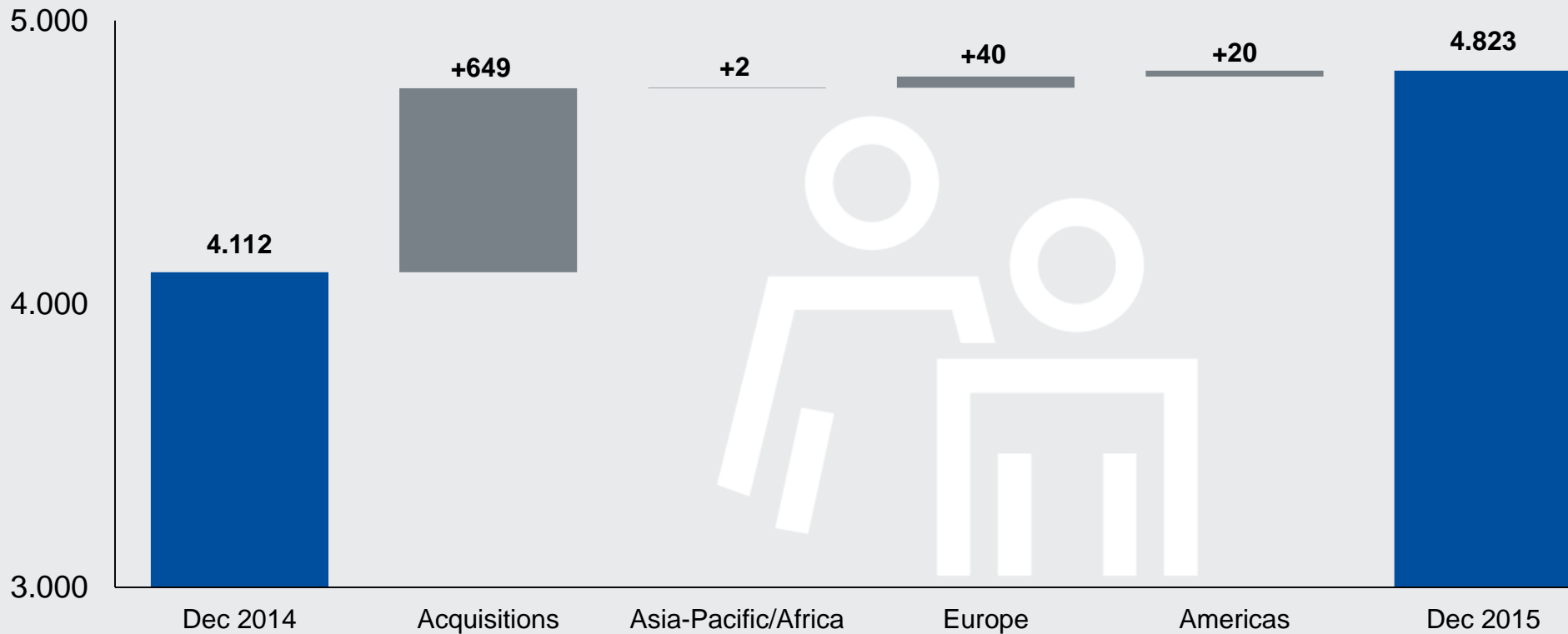
Over **600**
R&D projects

€39 mn
R&D budget

24
laboratory locations worldwide

4.823 employees globally

Increase of 17,3%

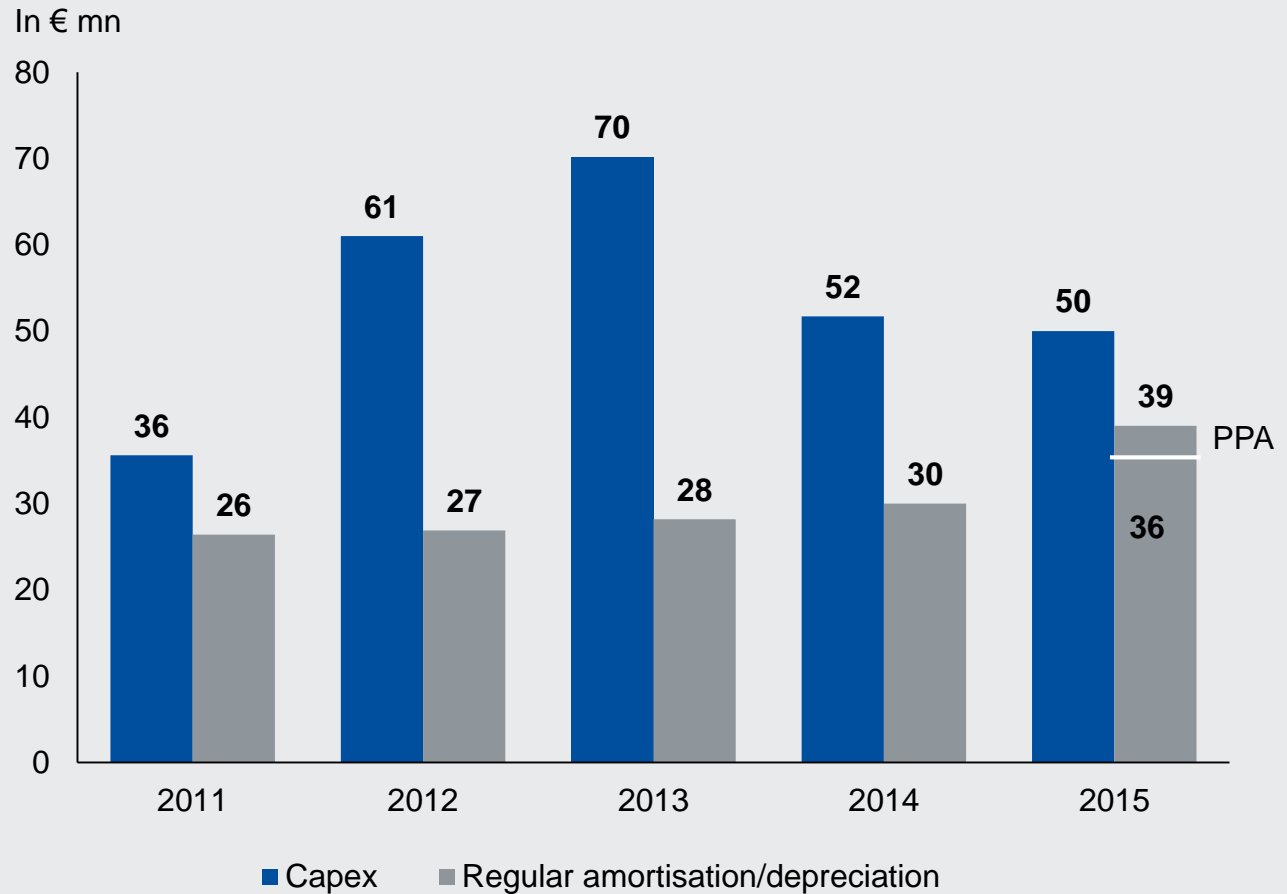


2015

Growth initiative

Investment focus on...

- Construction of new plants in growth regions
- Modernisation and expansion of existing plants
- Expansion of R&D capacities

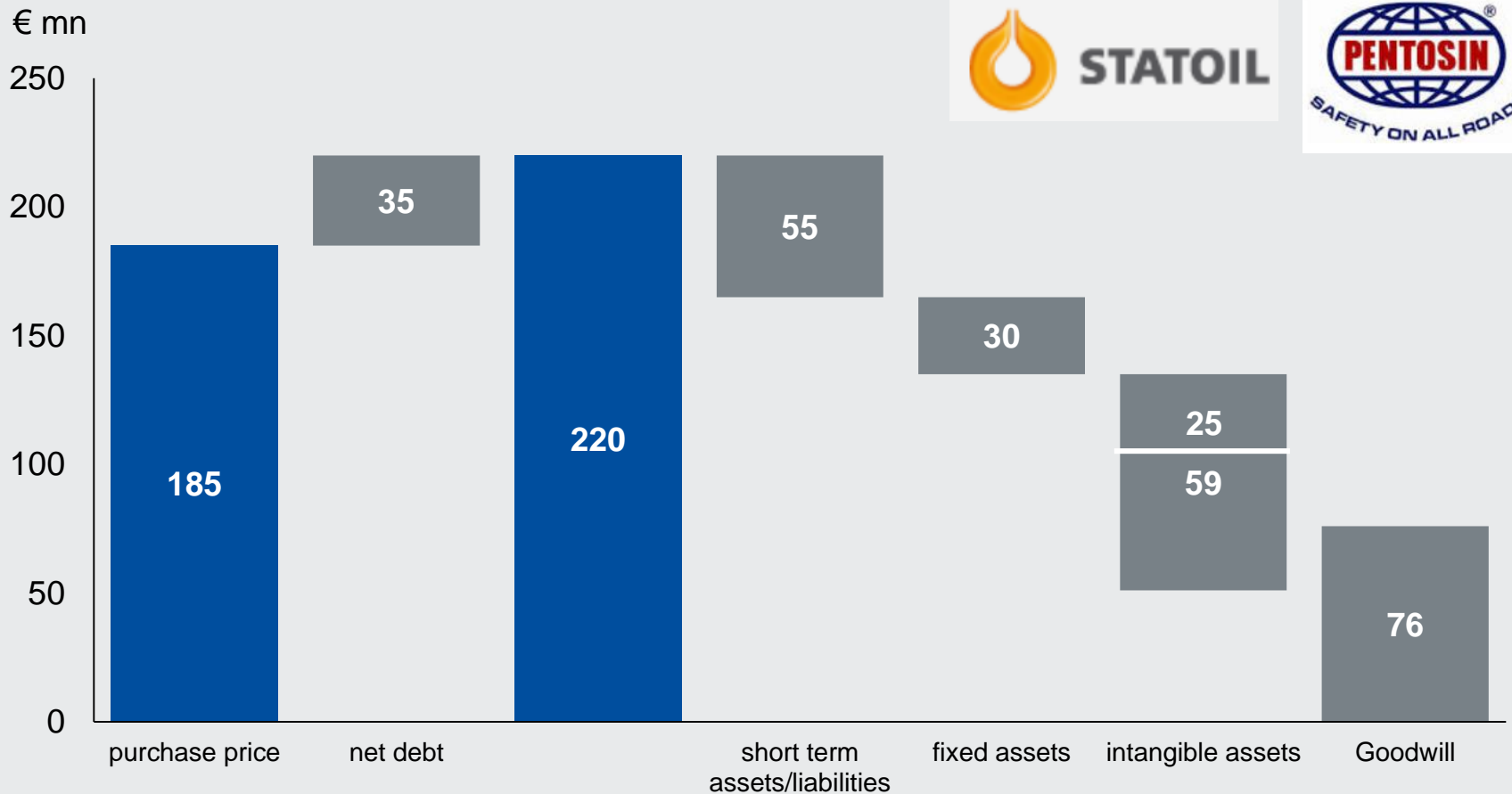


Strong track record in efficiently integrating acquired companies

			Revenues
2015		Statoil Fuel & Retail Lubricants AB (SVE)	€140 mn
		Deutsche Pentosin-Werke GmbH (GER)	€135 mn
2014		Lubritene (ZA)	€ 15 mn
		Batoyle (UK)	€ 15 mn
2010		Cassida (global)	€ 21 mn
2009		Dylon (USA)	
2008		MS Fluid (USA)	

Acquisitions 2015

Purchase Price Allocation



03 Balance Sheet, Cash flow, FVA 2015



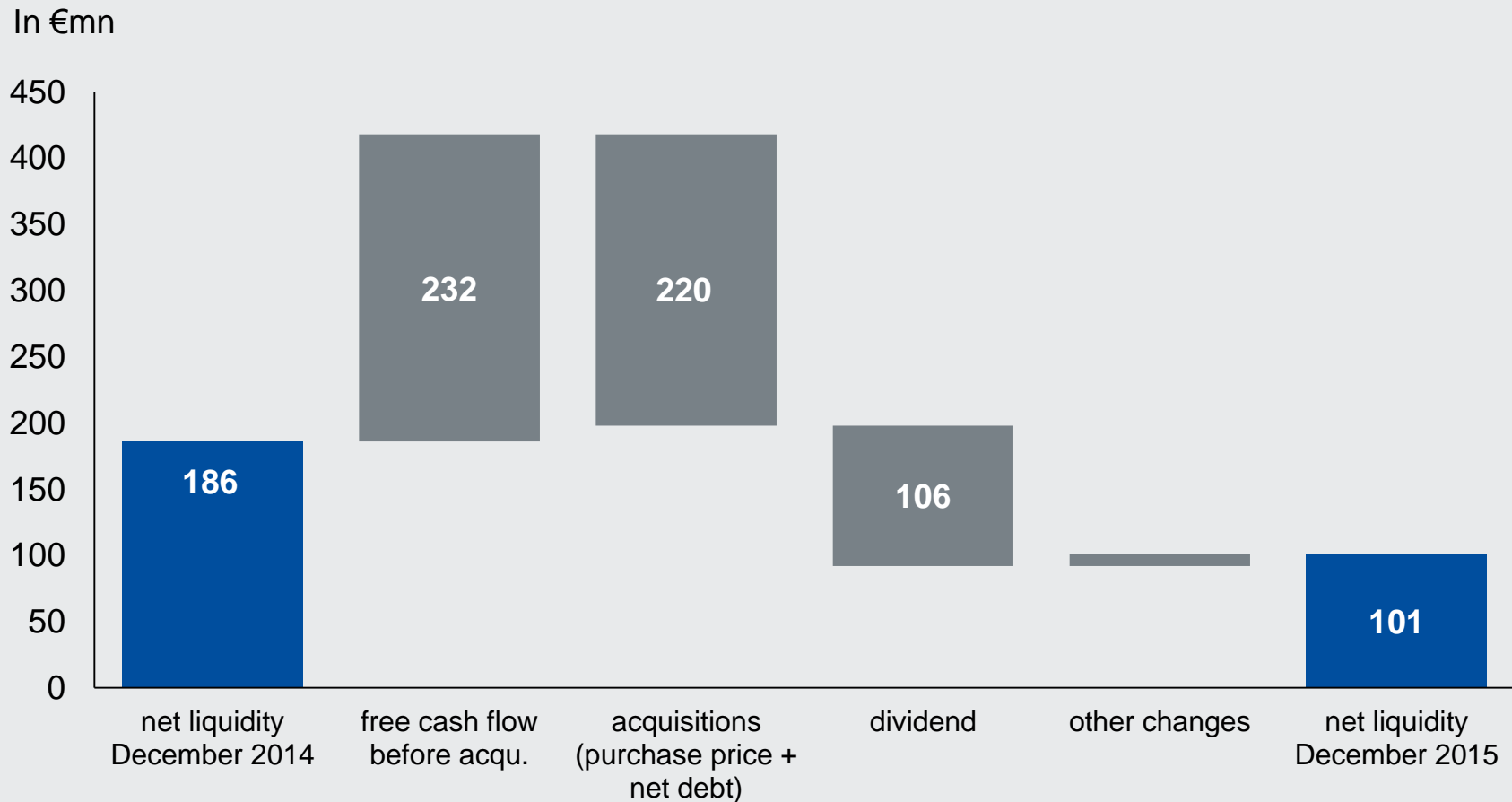
Solid balance sheet

€ mn	2011	2012	2013	2014	2015
Total assets	985	1.109	1.162	1.276	1.490
Equity	658	782	854	916	1.070
Equity ratio	67%	71%	74%	72%	72%
Net liquidity	65	135	167	186	101

Free Cash Flow

mn €	2014	2015
Gross cash flow	258	274
Changes in net operating working capital	-14	0
Other changes	11	7
Operating cash flow	255	281
Capex	-52	-50
Other changes	7	1
Free cash flow before acquisitions	210	232
Acquisitions	-22	-170
Free cash flow	188	62

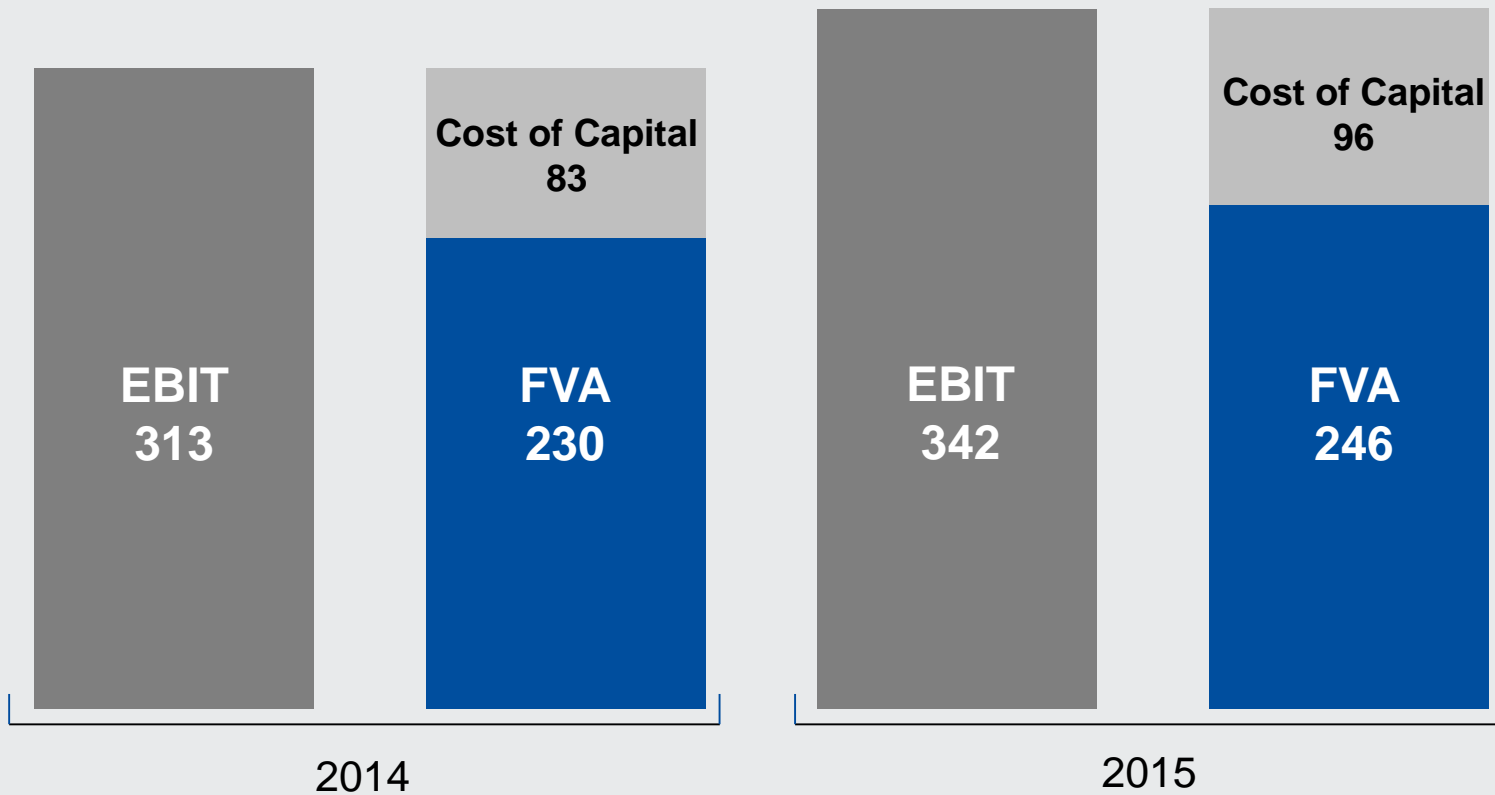
Net liquidity



FUCHS Value Added (FVA)

Increase by 7,2%

€ mn



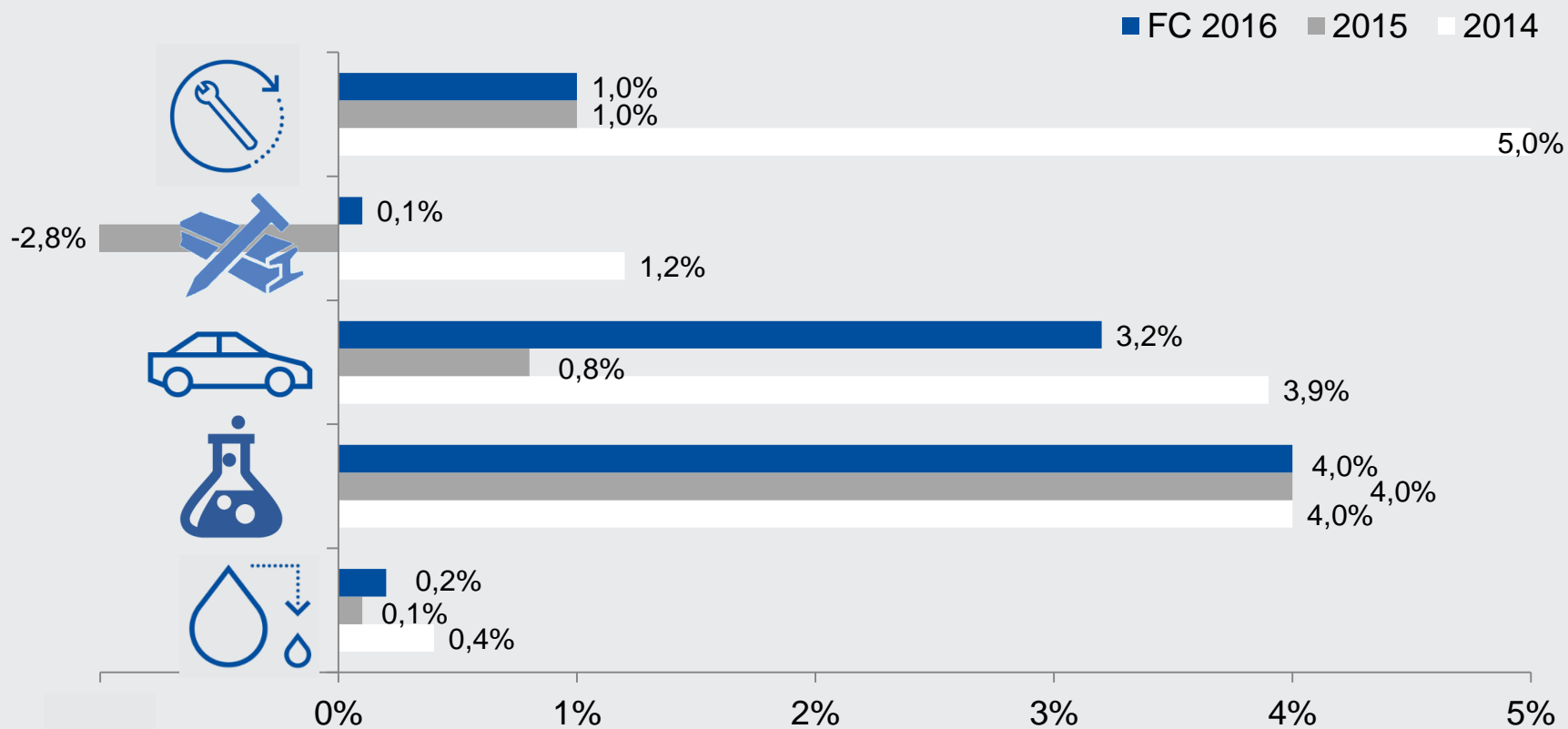
Cost of Capital = CE (2014: €833 mn; 2015: €960 mn) x WACC (10%)

2016 – 2018: Planned investments of €300mn

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

Key Industry Growth

Global forecast of 2015 production



04 Outlook 2016



Outlook 2016

Performance indicators	Actual 2015		Forecast 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 acquisition	€232 mn		€170 mn to €200 mn

Dividend Proposal



0,82 €
(0,77)

per preference share

The Executive and Supervisory Board will propose an increase of **0.05 €** to the Annual General Meeting to be held on 4th May 2016

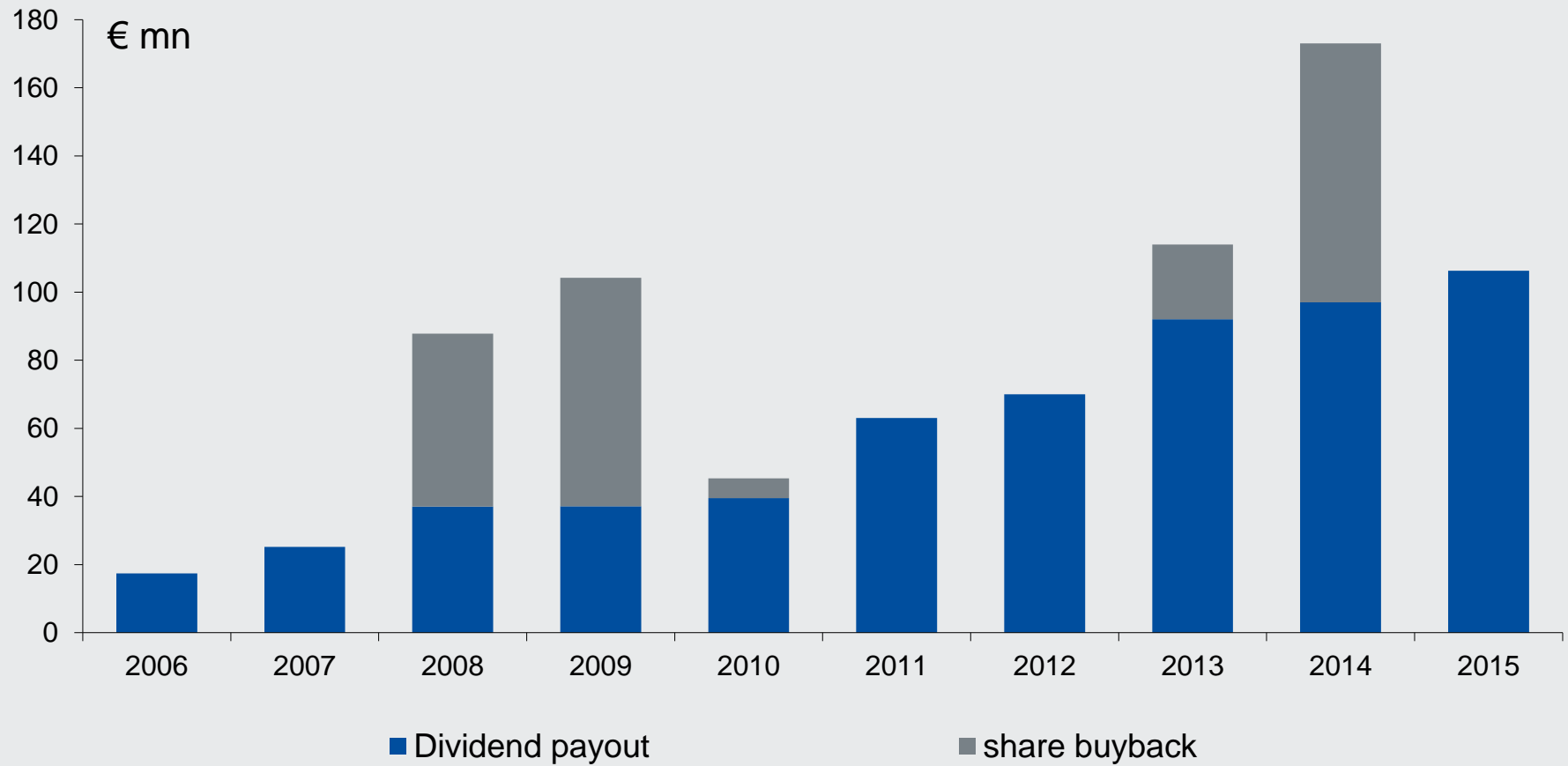
7%

**higher dividend
payment proposed**

0,81 €
(0,76)

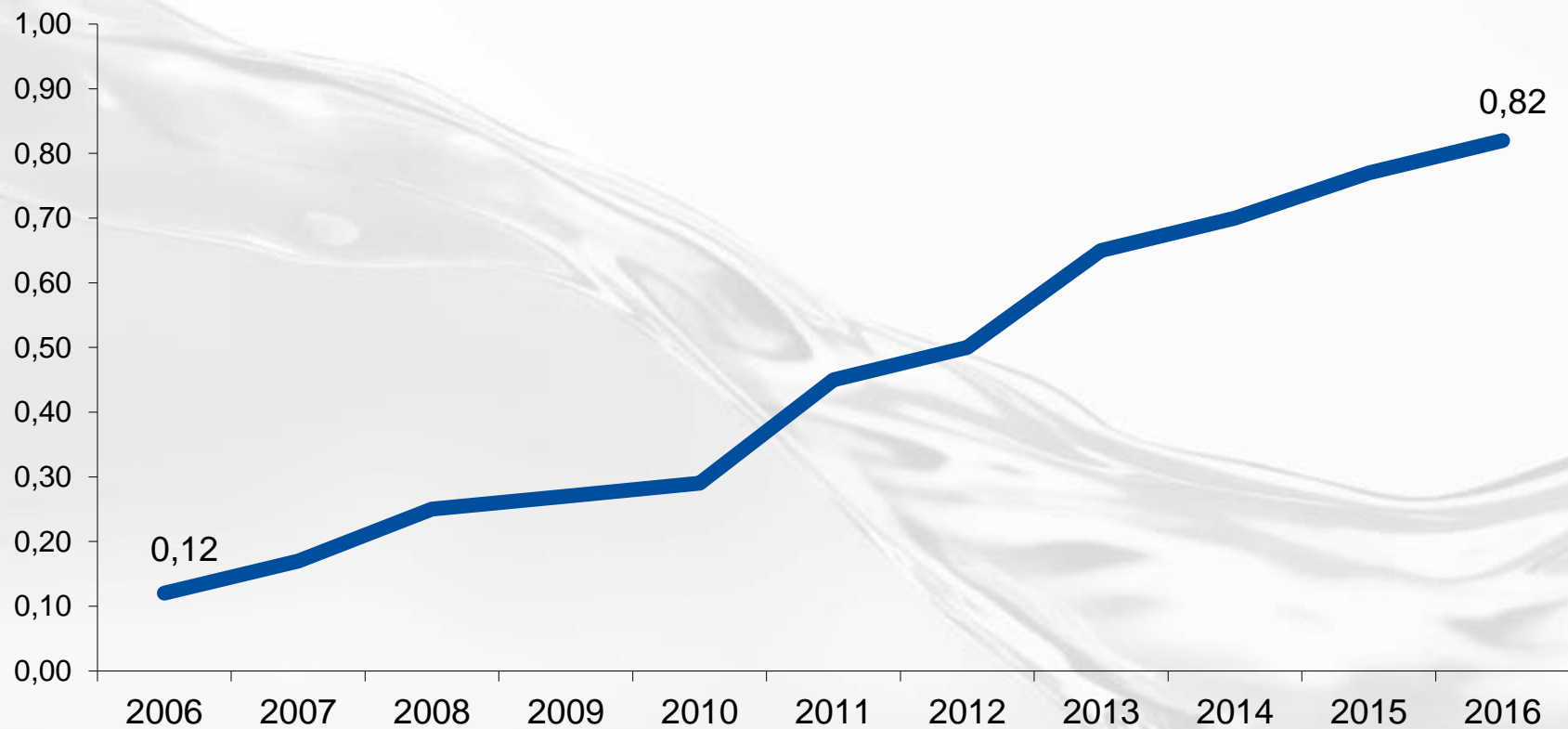
per ordinary share

Dividend payout & share buyback program



Dividend per preference share

€ per share



Experienced and highly committed management team



Stefan Fuchs

- Chairman of the Executive Board, CEO
- With FUCHS since 1996
- Responsible for Region Americas, Corporate Development, HR, PR



Dr. Lutz Lindemann

- Member of the Executive Board
- With FUCHS since 1998
- Responsible for Technology, Supply Chain, Sustainability, Mining, OEM



Dr. Timo Reister

- Member of the Executive Board
- With FUCHS since 2009
- Responsible for Region Asia-Pacific, Africa



Dr. Ralph Rheinboldt

- Member of the Executive Board
- With FUCHS since 1998
- Responsible for Region Europe, Fuchs Lubritech Group, SAP/ERP-System



Dagmar Steinert

- Member of the Executive Board, CFO
- With FUCHS since 2013
- Responsible for Finance, Controlling, Investor Relations, Compliance, Internal Audit, IT, Legal, Taxes

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.

Thank you for your attention

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