

FUCHS GROUP

Setting Standards - Worldwide

| FUCHS Capital Market Day, 8th September 2016, Mannheim

| Stefan Fuchs, CEO

| Dagmar Steinert, CFO



The executive board



Stefan Fuchs: CEO, Corporate Development, HR, PR, Americas



Dr. Lutz Lindemann: R&D, Technology, Supply Chain, Sustainability, OEM, Mining



Dr. Timo Reister: Asia-Pacific / Africa




Dr. Ralph Rheinboldt: Europe, LUBRITECH, SAP/ERP Systems



Dagmar Steinert: CFO, Finance, Controlling, IR, Compliance, Internal Audit, IT, Legal, Tax

Our mission statement reflects the business model

The background of the slide is a photograph of a laboratory setting. In the foreground, a glass beaker containing a yellow liquid is being stirred with a metal rod. Behind it, several other beakers and bottles containing similar yellow liquids are visible, though they are out of focus. The scene is lit with bright, cool-toned light, typical of a laboratory environment.

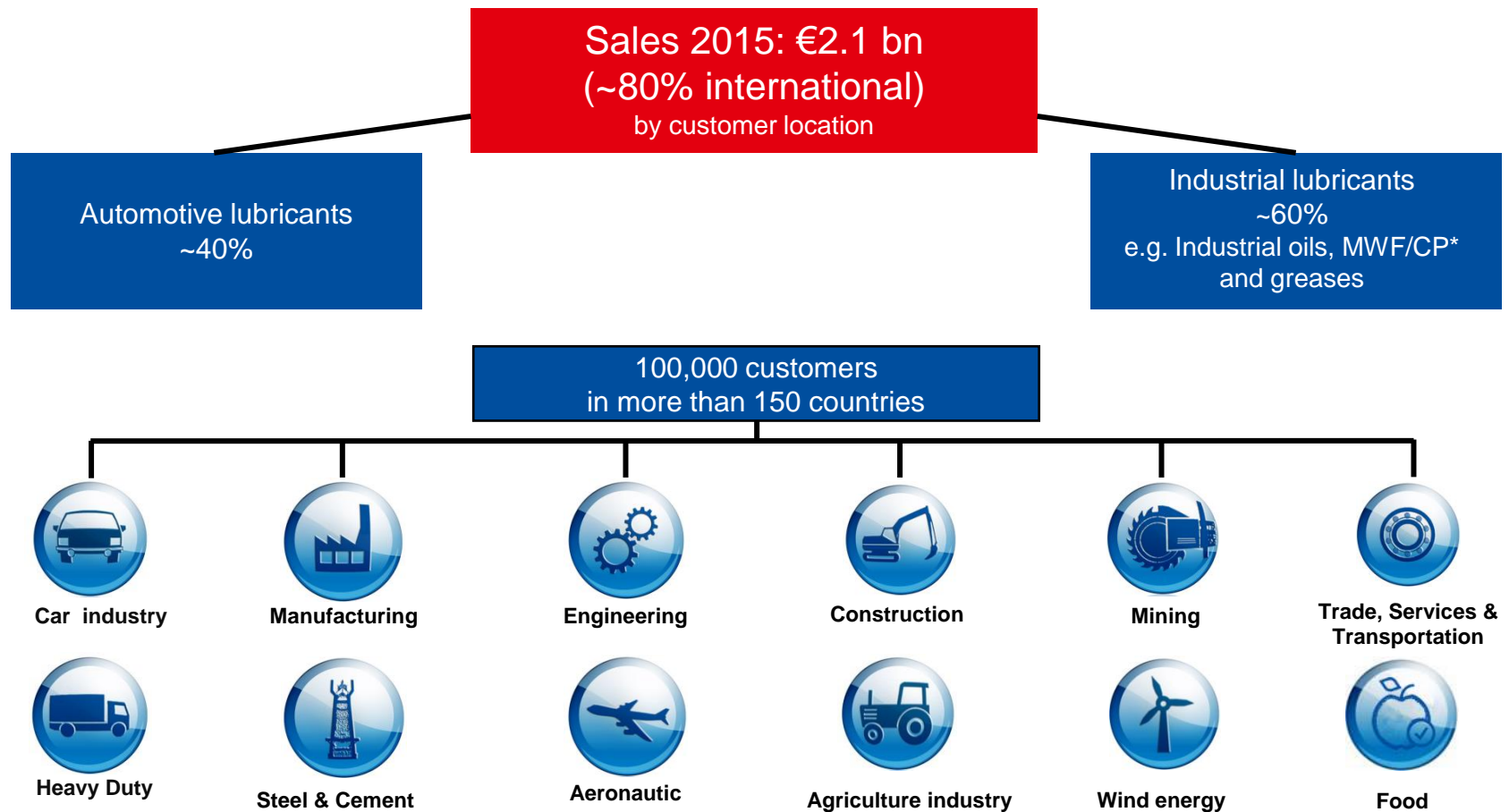
LUBRICANTS. 100% focus
TECHNOLOGY. Holistic solutions
PEOPLE. Personal commitment

Our core values are the basis for our activities



Trust
Creating Value
Respect
Reliability
Integrity

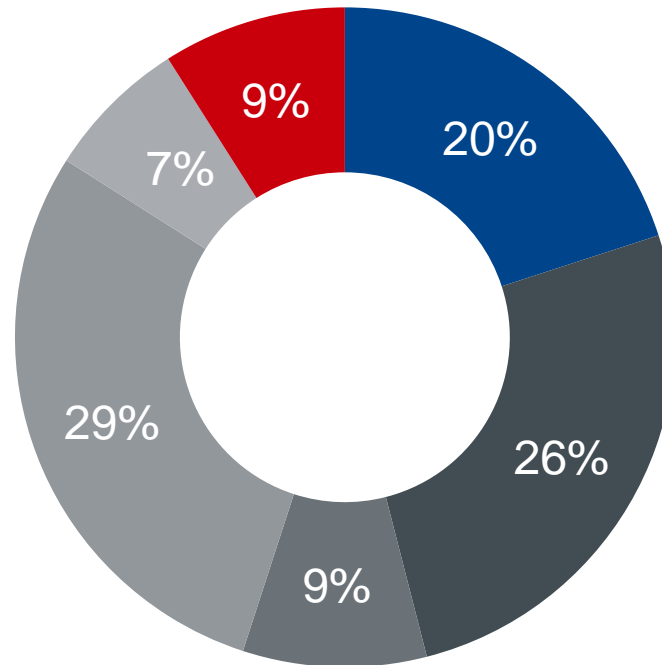
Full-line supplier advantage



*metalworking fluids/corrosion preventives

Well balanced customer structure

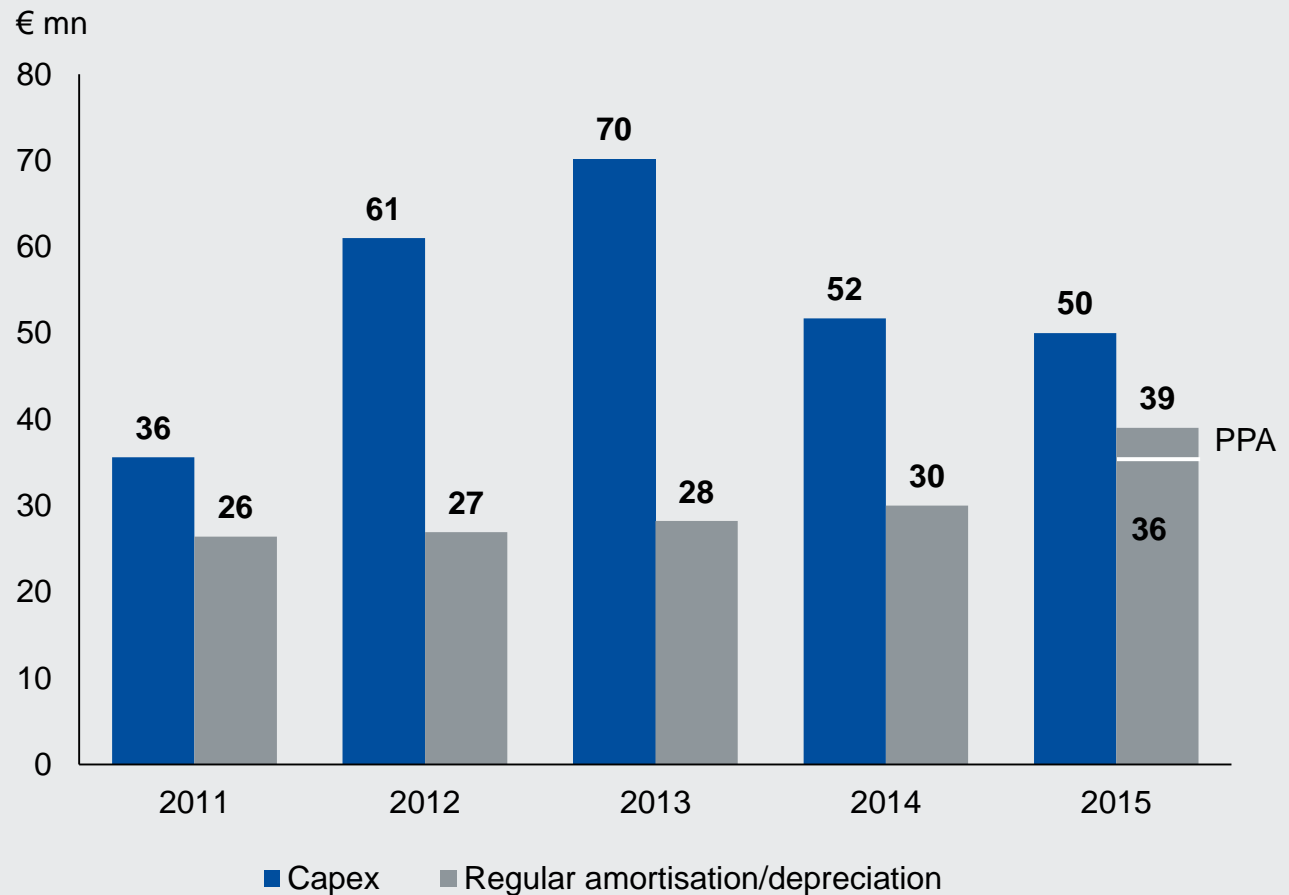
FUCHS sales revenues 2015: €2.1 bn



- Industrial goods manufacturing
- Vehicle manufacturing
- Energy and mining
- Trade, transport and services
- Agriculture and construction
- Engineering/ machinery construction

Investment focus on...

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



Further Investments

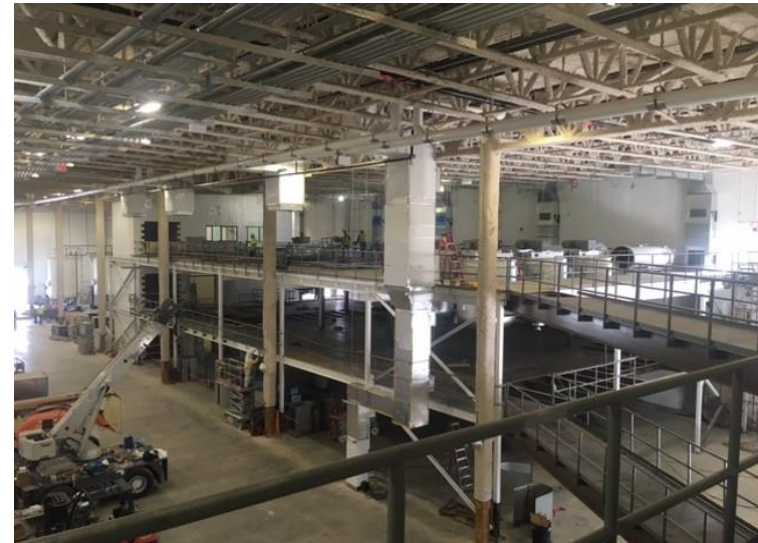
2016 – 2018: Planned investments of €300mn

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

FUCHS' 3C Grease Commitment - Objectives

- Globally identical production equipment
- Globally identical finishing equipment
- Globally identical quality control test devices
- Globally similar raw materials
- Globally identical quality standards

USA Harvey – status 09-2016



Test Field Mannheim



Acquisitions

		Revenues (p.a.)
2016	 Ultrachem (US)	€ 15 mn
	 Chevron (US)	€ 11 mn
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

H1 2016



**Revenues +13%
to €1,136 mn**

- Europe €720.9 mn
- Asia-Pacific, Africa €298.4 mn
- Americas €171.9 mn

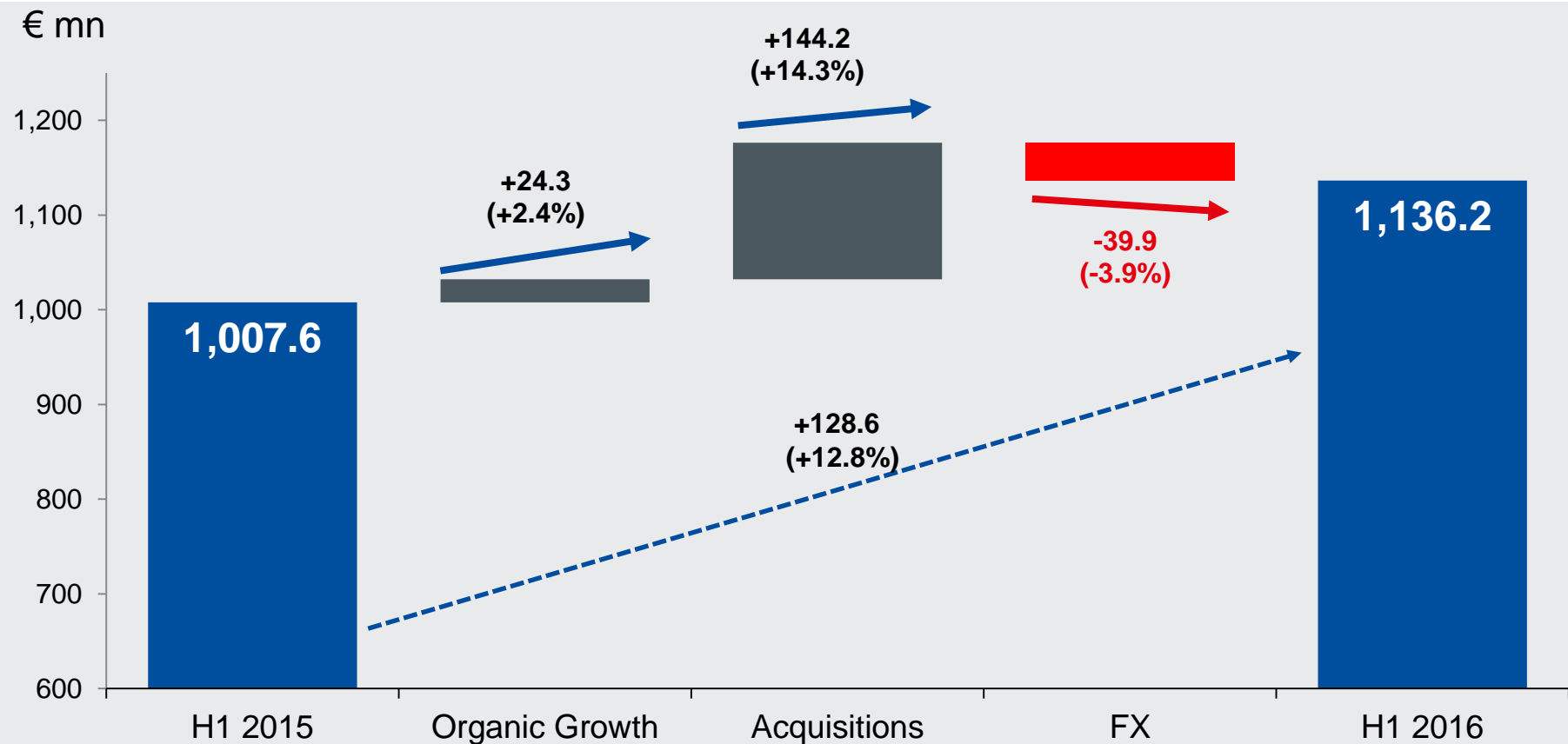
EBIT + 7%
to €183 mn

Outlook 2016 - reaffirmed

- **Sales Growth*** of 7%-11%
- **EBIT Growth** of 3%-7%

*before currency translation effects

FUCHS Group Sales - Headwind from FX

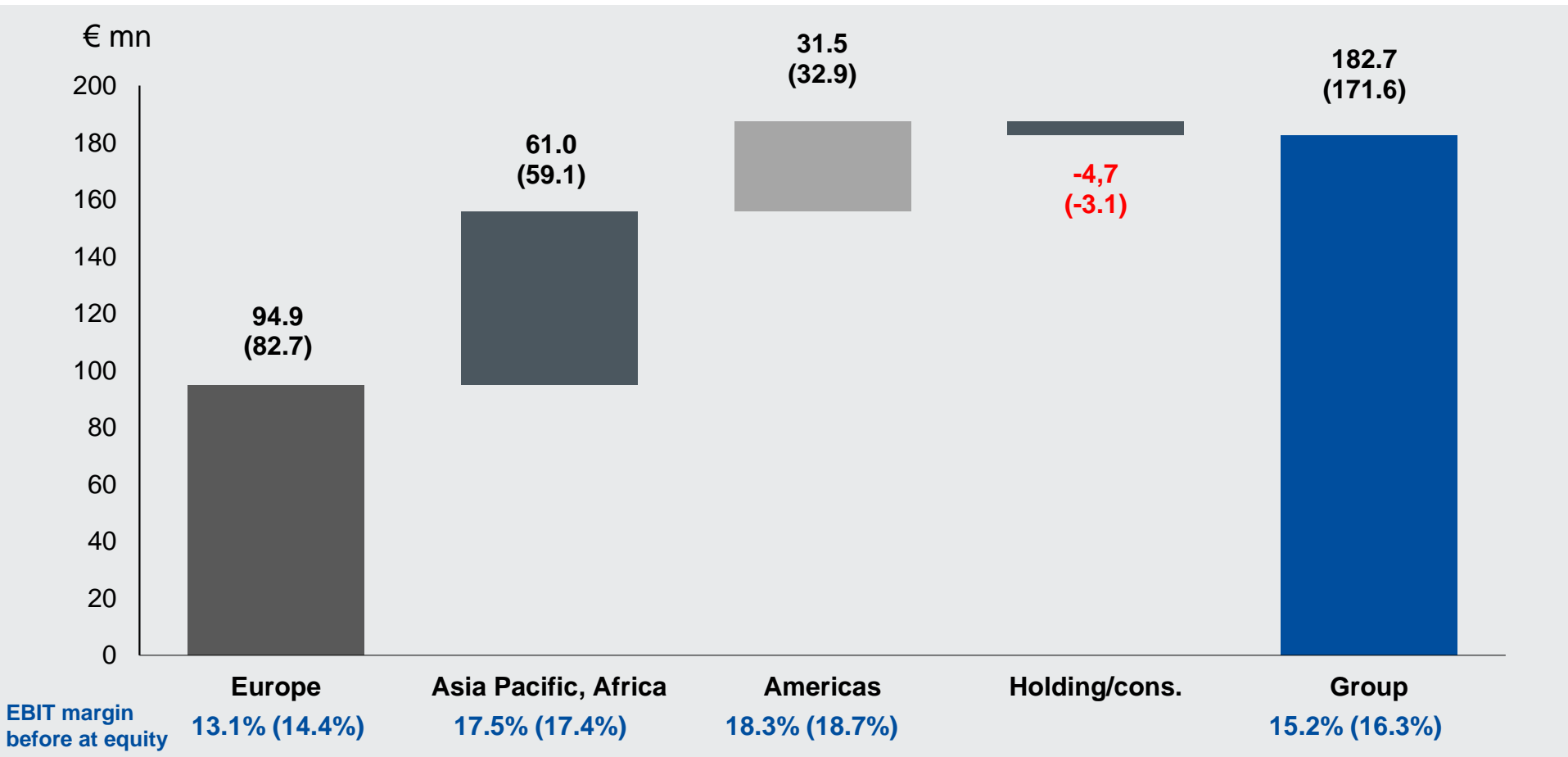


Organic growth in Europe & Asia Pacific, Africa

	H1 2015 (€ mn)	H1 2016 (€ mn)	Total Growth	Organic Growth	External Growth	Currency Effects
Europe	571.2	720.9	+26.2%	+3.3%	+24.7%	-1.8%
Asia-Pacific, Africa	302.2	298.4	-1.3%	+2.3%	+3.8%	-7.4%
Americas	176.1	171.9	-2.4%	-0.8%	+2.7%	-4.3%
Total	1,007.6	1,136.2	+12.8%	+2.4%	+14.3%	-3.9%

EBIT by regions

H1 2016 (H1 2015)



Free cash flow

mn €	H1 2015	H1 2016
Earnings after tax	119	127
Amortisation/Depreciation	17	23
Changes in net operating working capital (NOWC)	-29	-46
Other changes	-16	0
Capex	-16	-32
Free cash flow before acquisitions	75	72
Acquisitions	-	-20
Free cash flow	75	52

Outlook 2016 reaffirmed

Performance indicators	Actual 2015		Outlook 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 acquisitions	€232 mn		€170 mn to €200 mn

* before currency translation effects

Base Oils

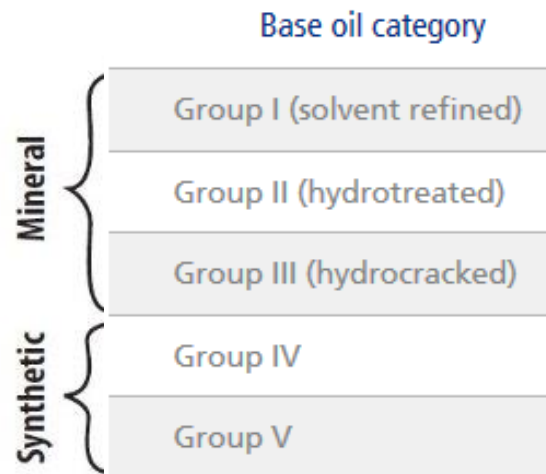


The differences of base oil groups

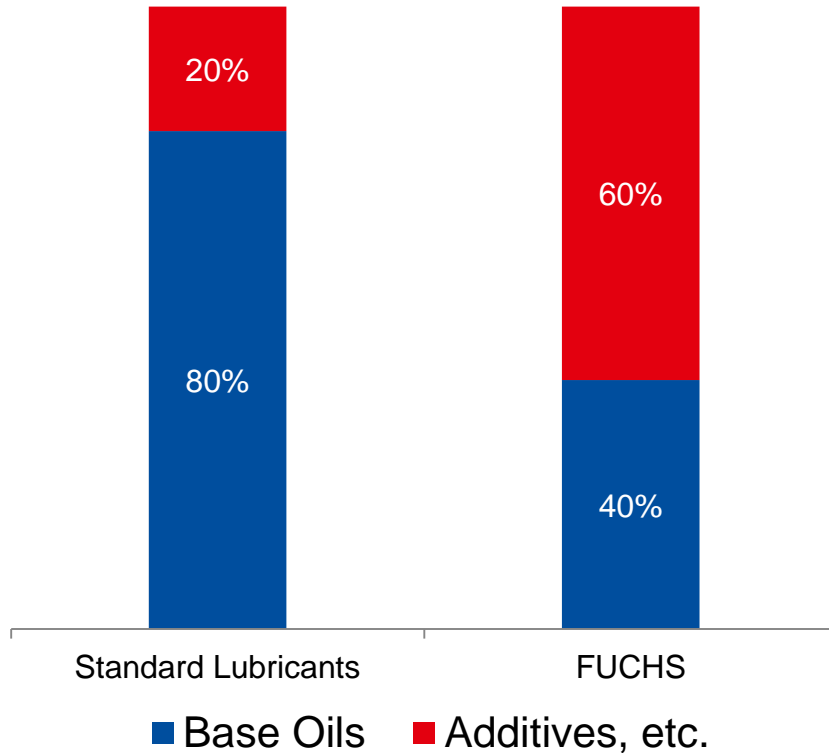
Almost every lubricant used today started off as just a base oil. The American Petroleum Institute (API) has categorized base oils into five categories:

- The first three groups are refined from petroleum crude oil
- Group IV base oils are full synthetic (polyalphaolefin) oils
- Group V is for all other base oils not included in Groups I through IV (e.g. naphthenic oils, esters)

API BASE OIL CATEGORIES



Base oil vs. additives value split



- Base oil prices do not necessarily follow crude oil prices
- No direct link between additives and crude oil prices. We even face price increases for certain raw materials where supply/demand is not balanced or special situations occur
- Special lubricants consist of less base fluid and more additives

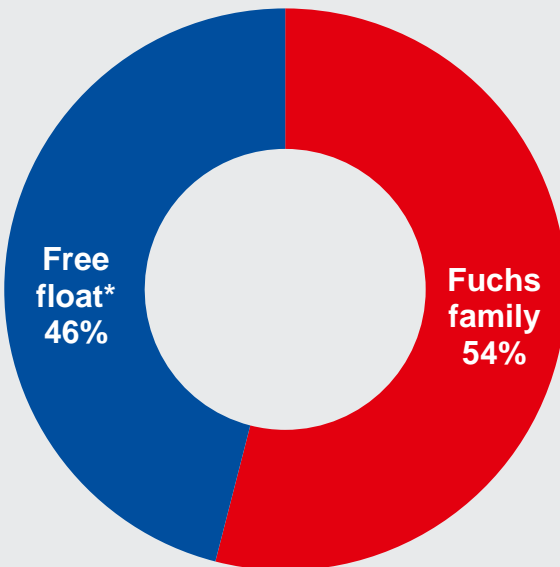
Shares



Breakdown ordinary & preference shares

(September 2016)

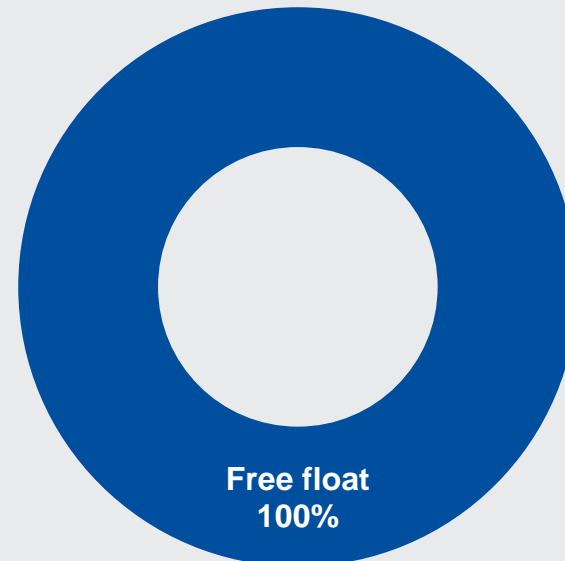
Ordinary shares



Basis: 69,500,000 ordinary shares

Preference shares

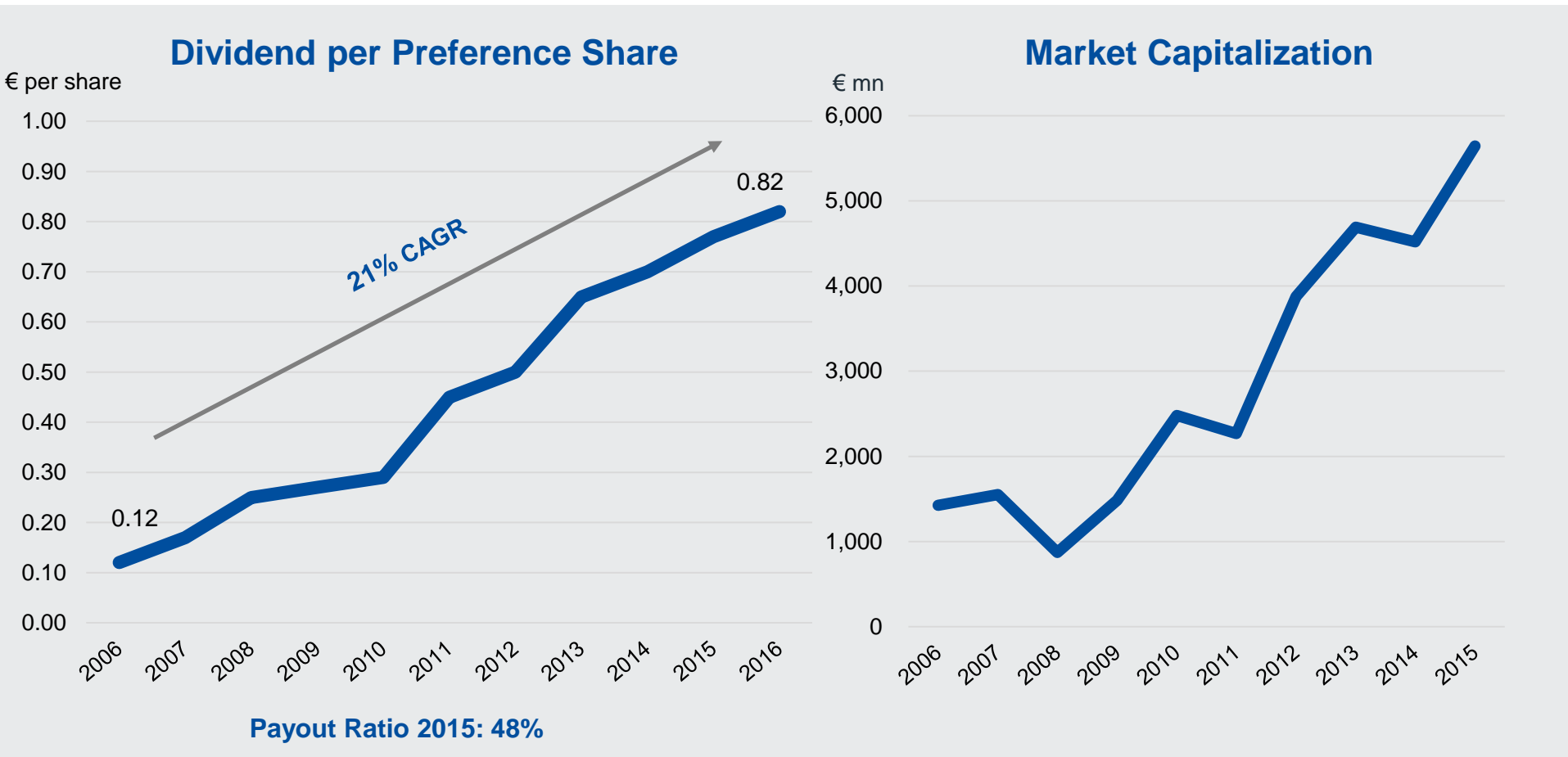
MDAX-listed



Basis: 69,500,000 preference shares

*Voting rights notification: DWS Investment, Frankfurt: 5.2% (15 Dec. 2003)

Continuous dividends since IPO (1985)



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.

FUCHS PETROLUB SE

Investor Relations

Financial Calendar

November 3, 2016	Q3 results
March 22, 2017	Full year results 2016
May 5, 2017	Annual general meeting

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