

Financial Results – Q1-3 2016

Analysts' Telephone Conference

| 3rd November 2016 | Mannheim | Dagmar Steinert



Q1-3 2016

Highlights

**Revenues +11%
to €1,703 mn**

- Europe €1,080 mn
- Asia-Pacific, Africa €451 mn
- Americas €260 mn

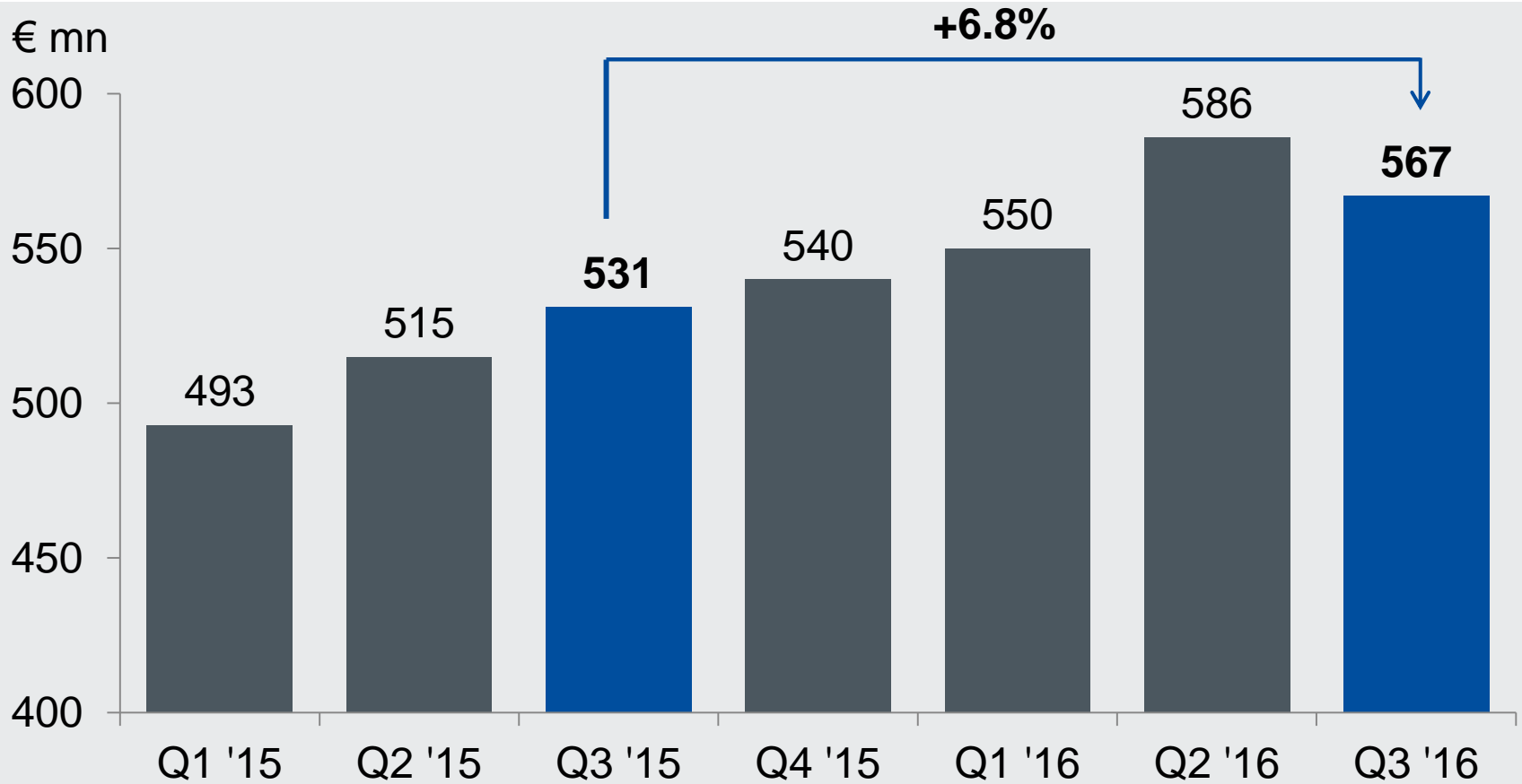
EBIT + 6%

to €276 mn

**Outlook 2016
reaffirmed**

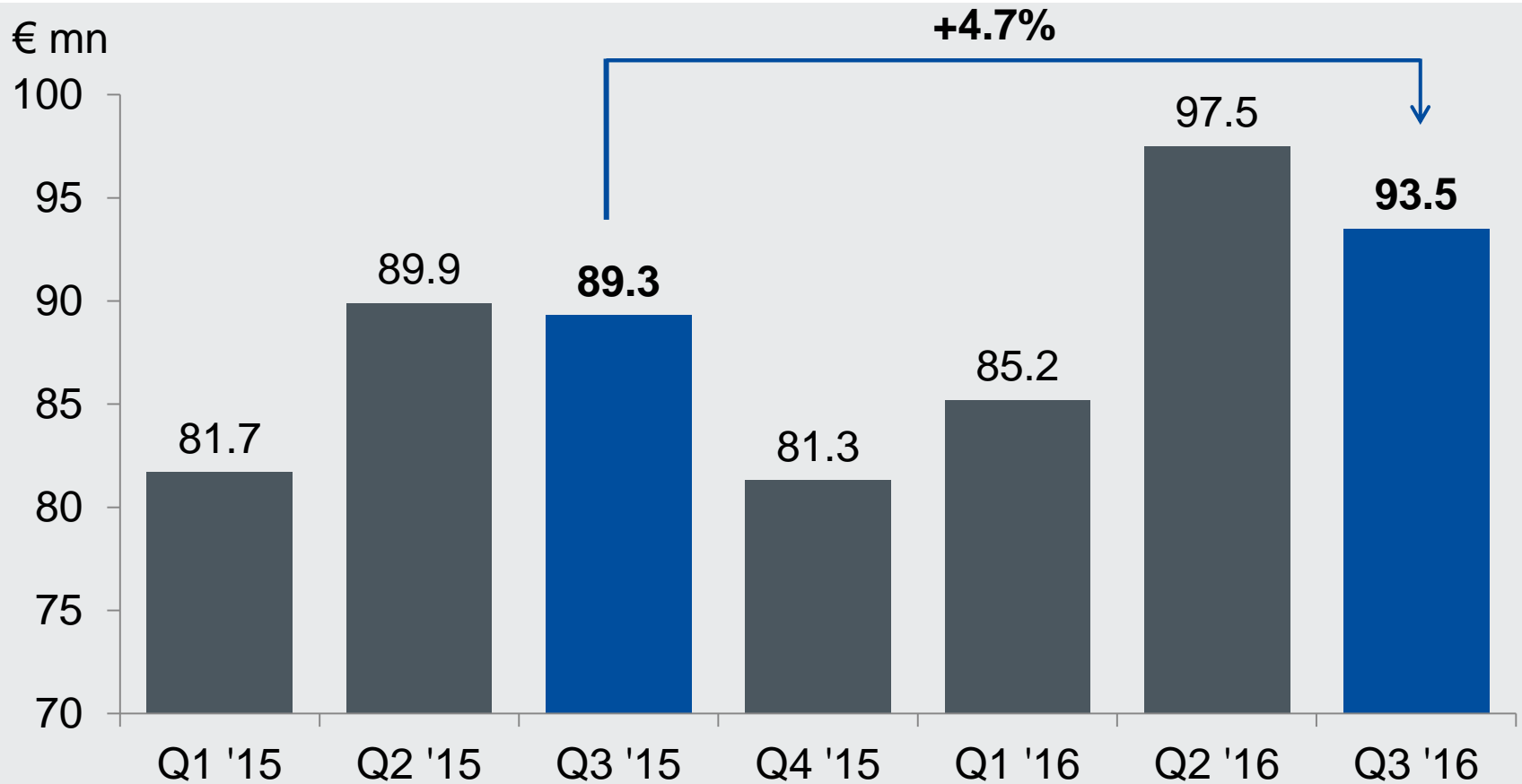
Sales performance Q1`15 – Q3`16

PENTOSIN included since Q3 15, STATOIL LUBRICANTS included since Q4 15



EBIT development Q1`15 – Q3`16

2016 Full Year Outlook: Increase between 4% and 6%



Acquisitions 2016

Strategic Deals



Deal Structure	FUCHS acquires ULTRACHEM INC (Share Deal) Business will continue to be operated from Delaware location €15 mn in sales p.a.
Focus	Specialty Synthetic Lubricants for Compressor OEM and Industrial Maintenance Markets
Closing	in Q4 2016



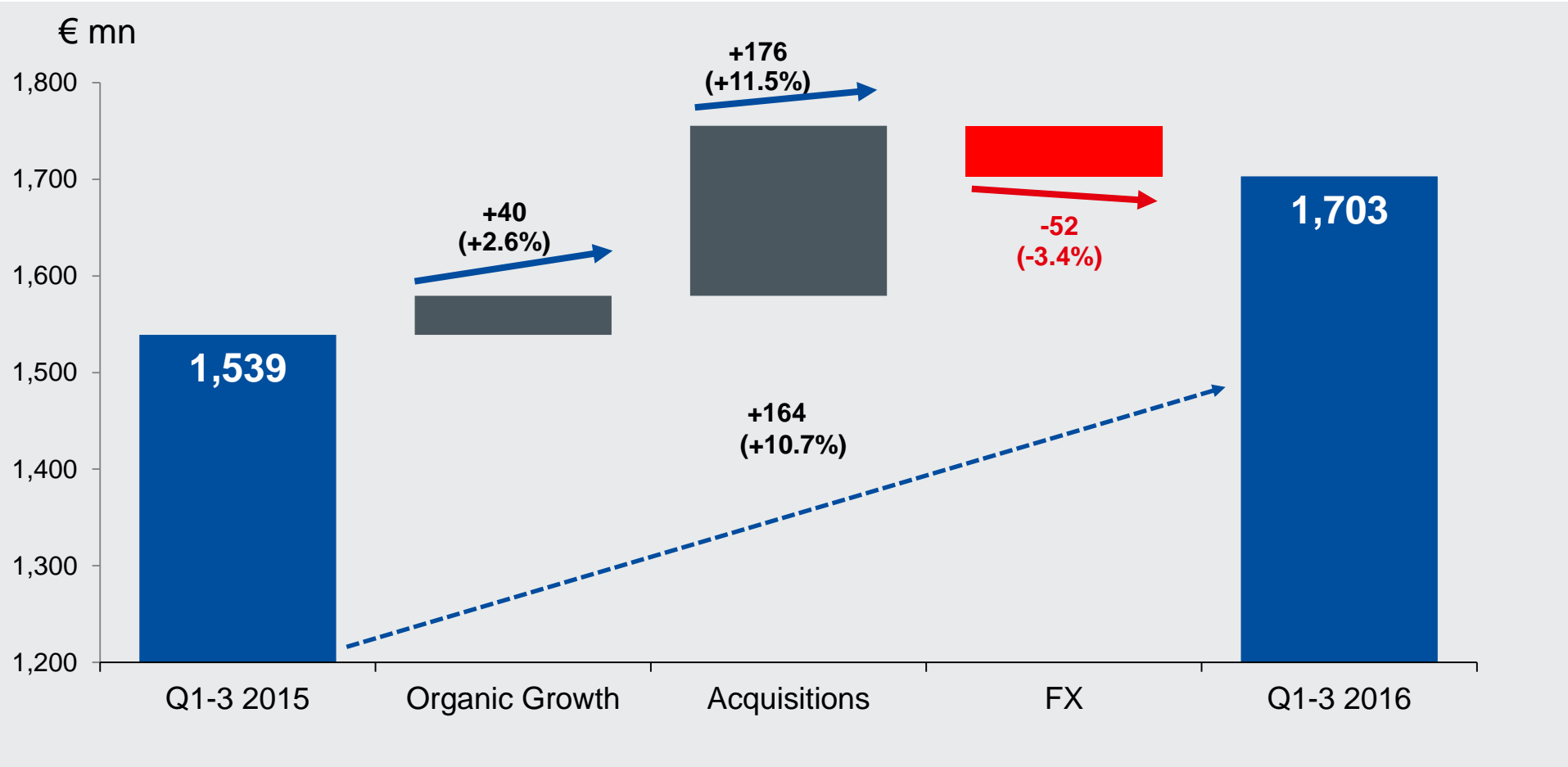
Deal Structure	FUCHS acquires lubricants business from CHEVRON (Asset Deal) €11 mn in sales p.a.; 85 % in North America
Focus	White Oils and Food Machinery Lubricants
Closing	1st June 2016

4,870 employees globally

Increase by 47 employees



Q1-3 2016 Group Sales



Q1-3 2016 / Q3 2016 - Regional Sales

Organic growth in Europe and Asia-Pacific, Africa

	Q1-3'15 (€ mn)	Q1-3'16 (€ mn)	Total Growth	Organic Growth	External Growth	Currency Effects
Europe	893	1,080	+21.0%	+3.8%	+19.2%	-2.0%
Asia-Pacific, Africa	443	451	1.7%	+5.1%	+2.6%	-6.0%
Americas	267	260	-2.6%	-1.9%	+2.5%	-3.2%
Consolidation	-64	-88	-	-	-	-
Total	1,539	1,703	+10.7%	+2.6%	+11.5%	-3.4%

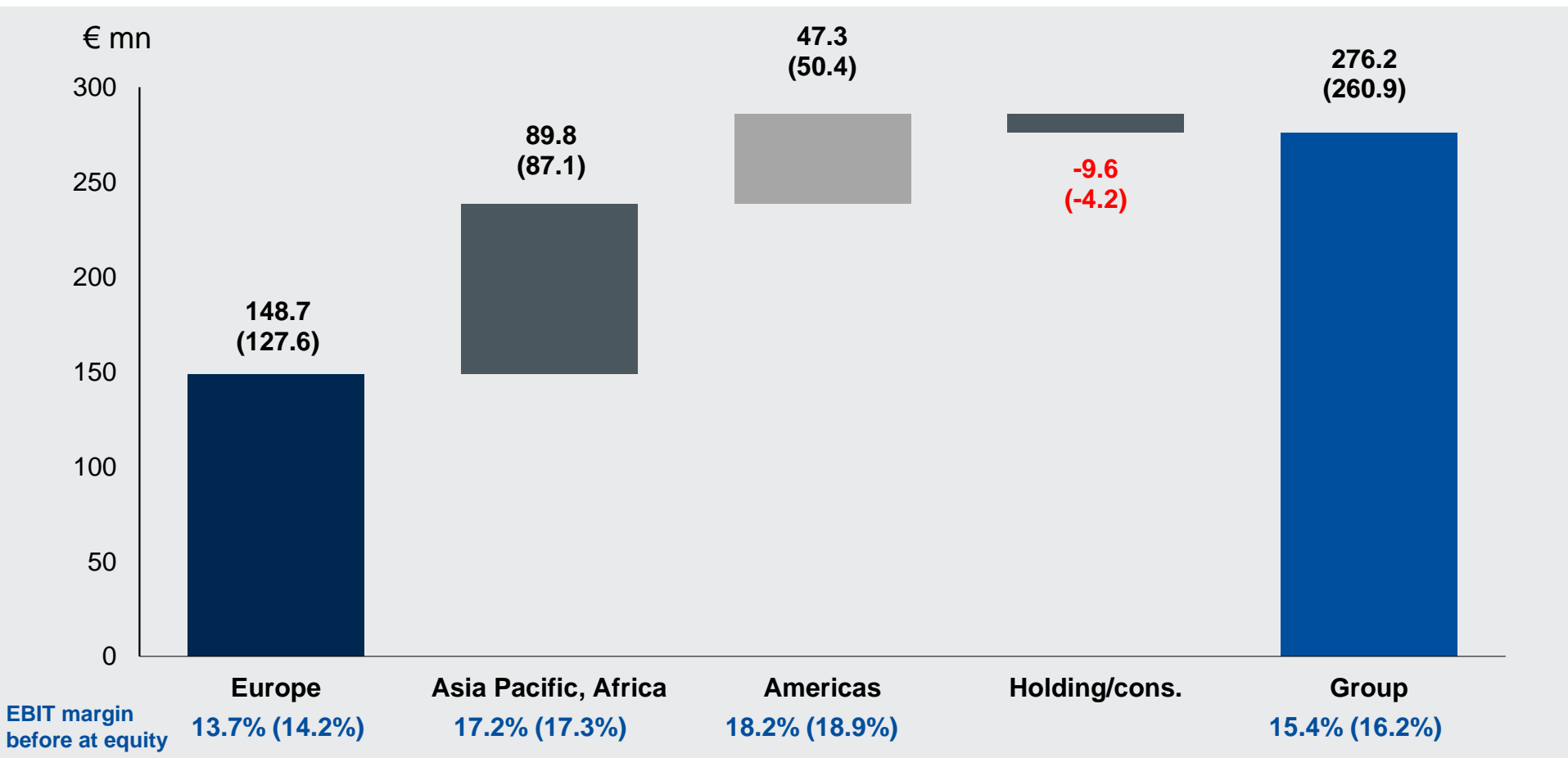
	Q3 2015 (€ mn)	Q3 2016 (€ mn)	Total Growth	Organic Growth	External Growth	Currency Effects
Europe	321	359	11.8%	+4.7%	+9.3%	-2.2%
Asia-Pacific, Africa	141	153	7.9%	+11.0%	+0.0%	-3.1%
Americas	91	88	-3.0%	-4.0%	+2.1%	-1.1%
Consolidation	-22	-33	-	-	-	-
Total	531	567	+6.7%	+3.0%	+6.0%	-2.3%

Q1-3 2016 – Income Statement

€ mn	Q1-3'15	Q1-3'16	Δ Mio. €	Δ in %
Sales	1,539	1,703	164	10.7%
Gross Profit	591	641	50	8.5%
<i>Margin</i>	38.4%	37.7%		
Selling, admin., R&D expenses, others	-342	-378	-36	10.9%
EBIT before at Equity	249	263	14	5.3%
At Equity	12	13	1	
EBIT	261	276	15	5.9%
Earnings after tax	181	192	11	5.9%

EBIT by regions

Q1-3 2016 (Q1-3 2015)



Free cash flow

mn €	Q1-3 2015	Q1-3 2016
Earnings after tax	181	192
Amortisation/Depreciation	28	35
Changes in net operating working capital (NOWC)	-34	-45
Other changes	-3	17
Capex	-29	-54
Free cash flow before acquisitions	143	145
Acquisitions	-110	-20
Free cash flow	33	125

Outlook 2016 – reaffirmed

Performance indicators	Actual 2015	Outlook 2016
Sales	€2,079 mn	
Total Growth	+11.4%	7% to 8%
Organic Growth	+0.3%	} At the top end of 7% - 11%
External Growth (Acquisitions 2015)	+6.0%	
Currency	+5.1%	Negative Effect
EBIT	€342 mn	4% to 6%
FVA	€246 mn	Slightly above the previous year
Free cash flow before acquisitions	€232 mn	In the upper range of €170 mn to €200 mn

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 PETROLUB SE
Thank you



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.

FUCHS PETROLUB SE

Investor Relations

Financial Calendar

March 21, 2017	Full Year Results 2016
April 28, 2017	Quarterly Statement Q1 2017
May 5, 2017	Annual General Meeting
August 1, 2017	Financial Report H1 2017
October 27, 2017	Quarterly Statement Q1-3 2017

Contact

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