

# FUCHS Group

## Financial Results H1 2017

| Analysts' Telephone Conference, 1<sup>st</sup> August 2017, Mannheim

| Dagmar Steinert, CFO



# Highlights H1 2017

**Sales +10%**  
**to €1,247 mn**

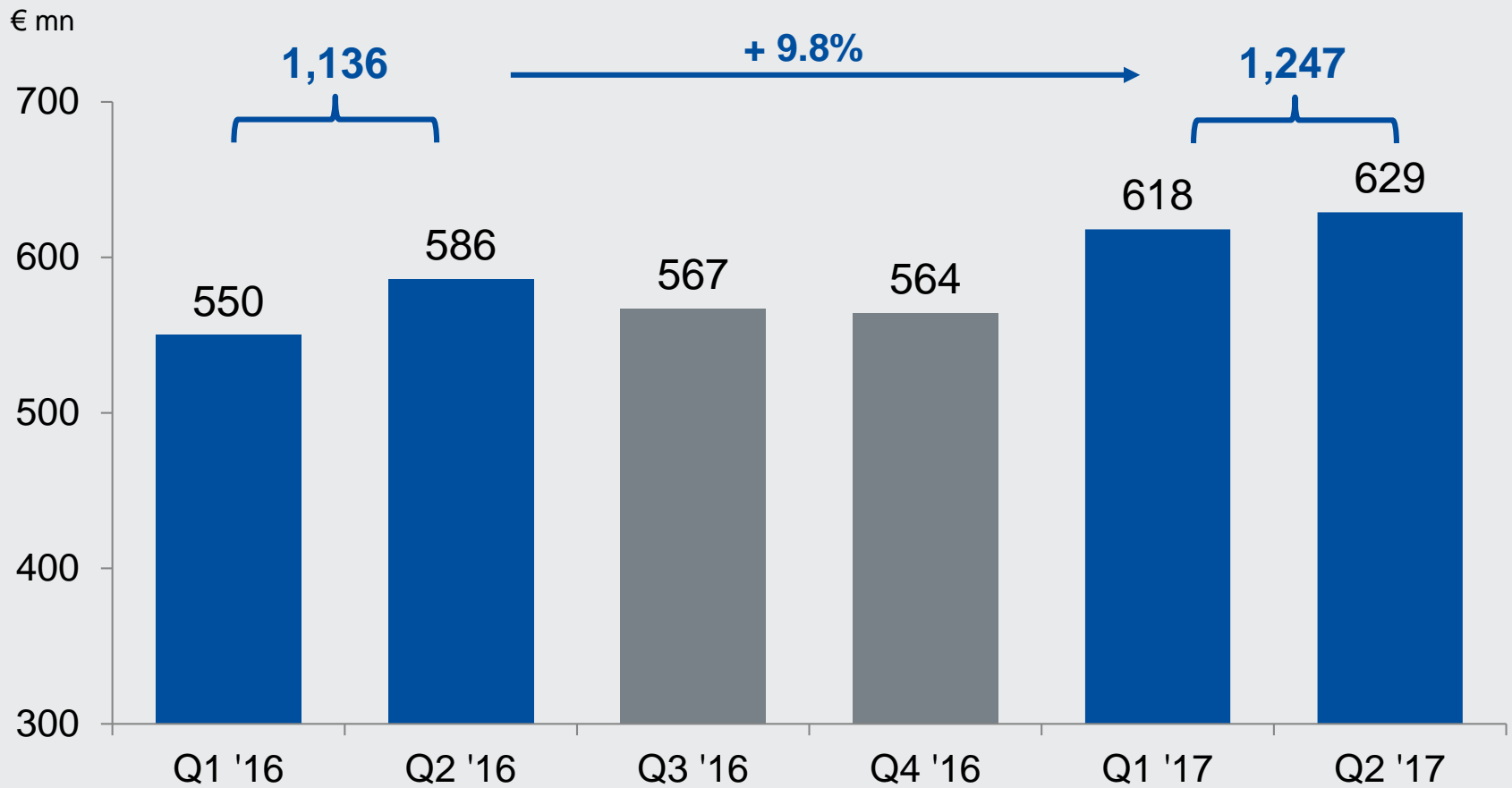
- Organic growth in all regions
- Slight external growth in North America
- Decreasing tailwind from FX

**EBIT +4%**  
**to €190 mn**

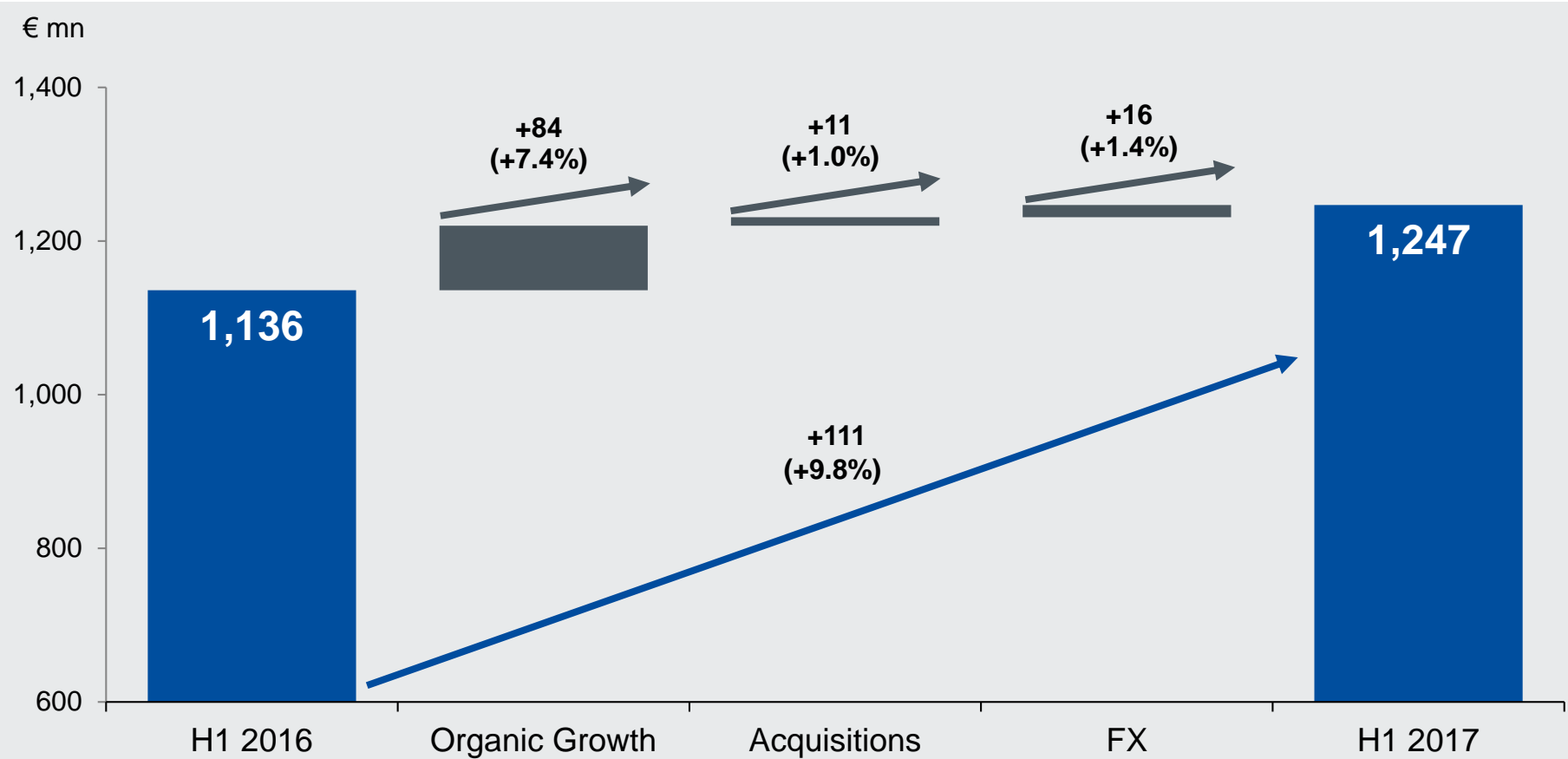
**Outlook 2017**  
**updated**

- Sales outlook raised
- EBIT outlook reaffirmed

# Sales Development



# H1 Group Sales



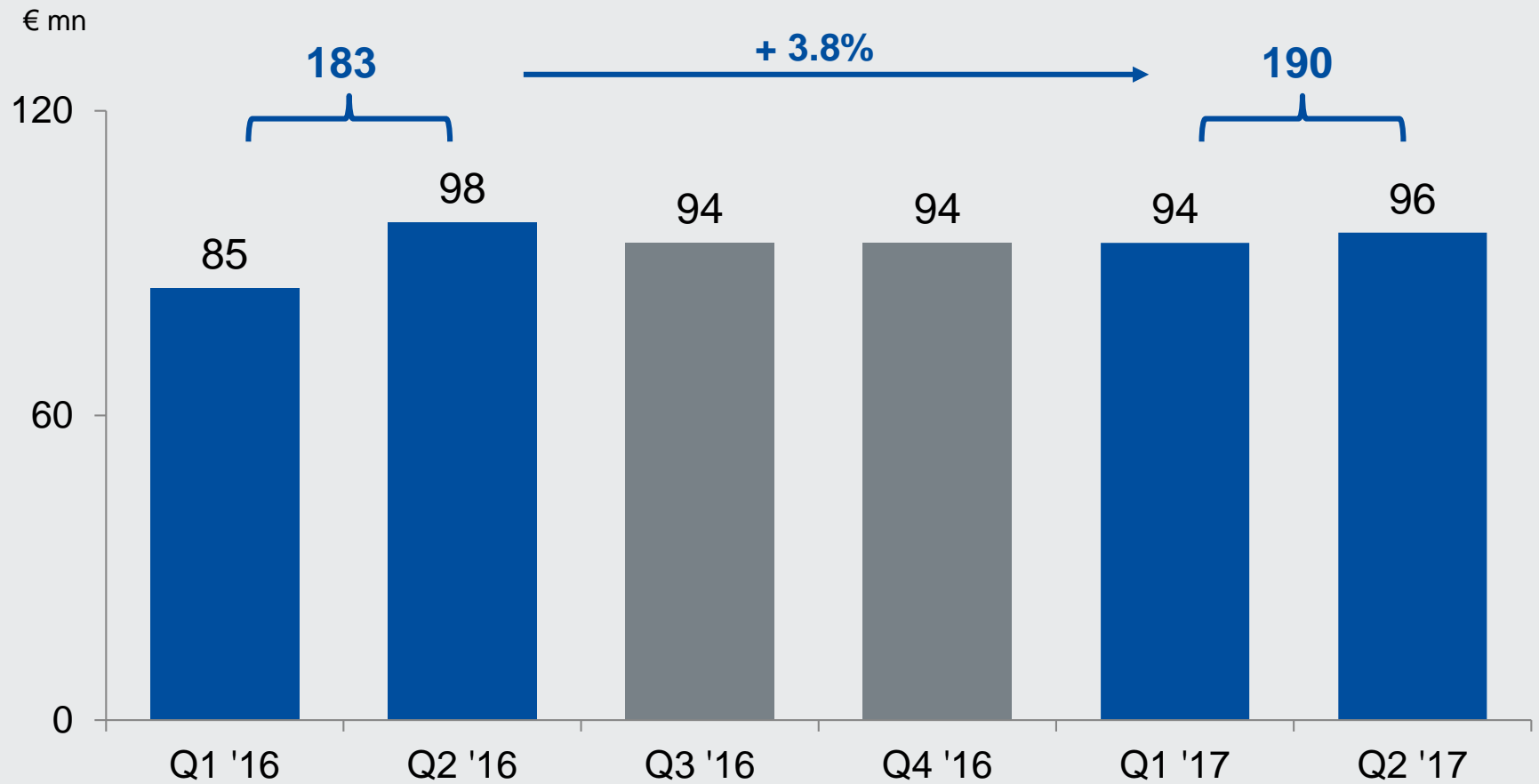
# Regional sales growth H1 2017

	H1 2016 (€ mn)	H1 2017 (€ mn)	Growth	Organic	External	FX
Europe	721	751	+4.2%	+4.4%	-	-0.2%
Asia-Pacific, Africa	298	363	+21.8%	+18.9%	-	+2.9%
Americas	172	205	+19.0%	+7.7%	+6.4%	+4.9%
Consolidation	-55	-72	-	-	-	-
<b>Total</b>	<b>1,136</b>	<b>1,247</b>	<b>+9.8%</b>	<b>+7.4%</b>	<b>+1.0%</b>	<b>+1.4%</b>

# Income Statement H1 2017

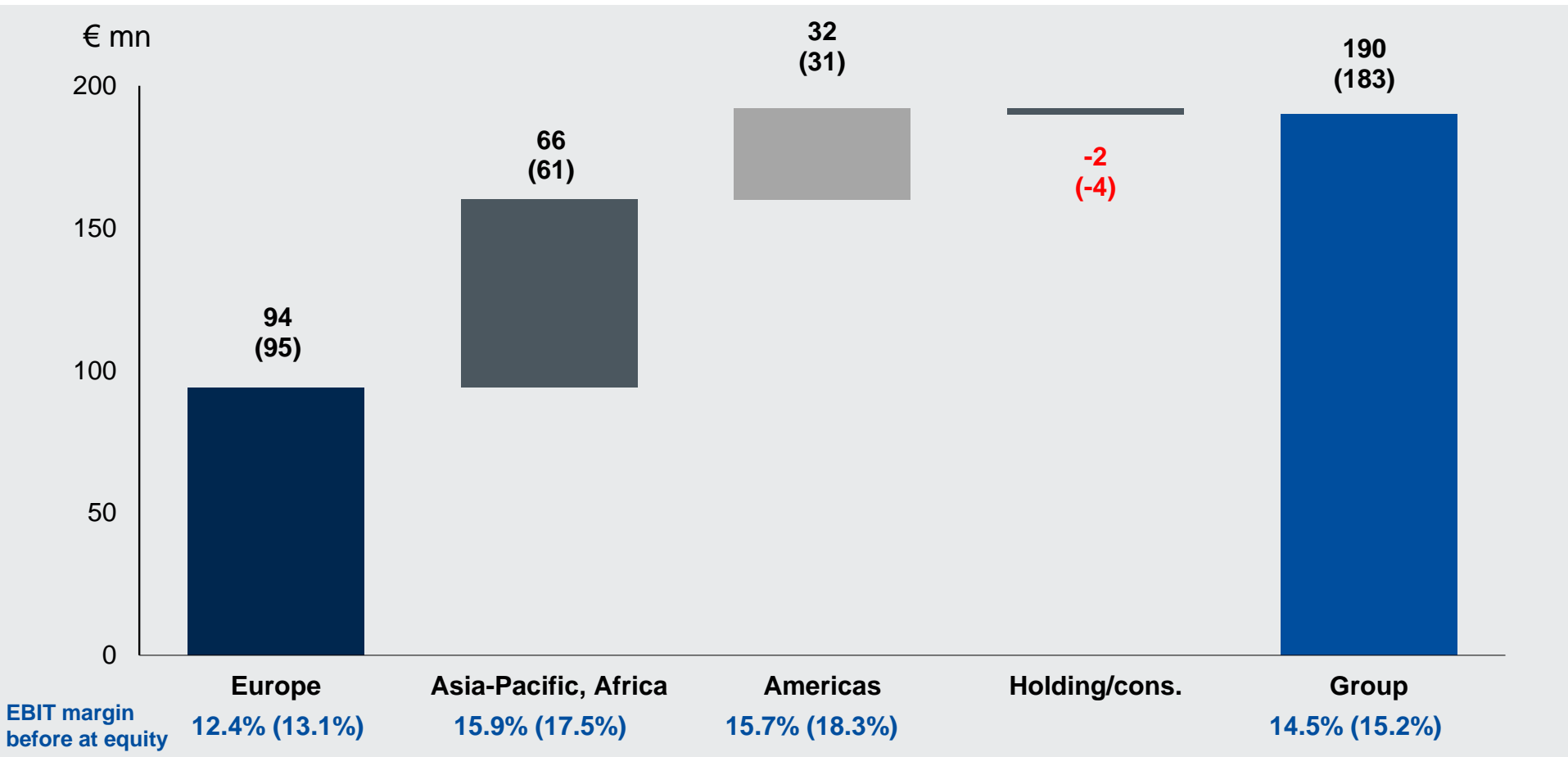
€ mn	H1 2016	H1 2017	Δ € mn	Δ in %
<b>Sales</b>	<b>1,136</b>	<b>1,247</b>	<b>111</b>	<b>9.8</b>
Gross Profit	427	452	25	5.8
<i>Gross Profit margin</i>	37.6%	36.2%	-	-1.4%-points
Other function costs	-254	-271	-17	+6.9
<b>EBIT before at Equity</b>	<b>173</b>	<b>181</b>	<b>8</b>	<b>4.2</b>
At Equity	10	9	-1	-4.1
<b>EBIT</b>	<b>183</b>	<b>190</b>	<b>7</b>	<b>3.8</b>
Earnings after tax	127	134	7	5.5

# EBIT Development



# EBIT by regions

H1 2017 (H1 2016)

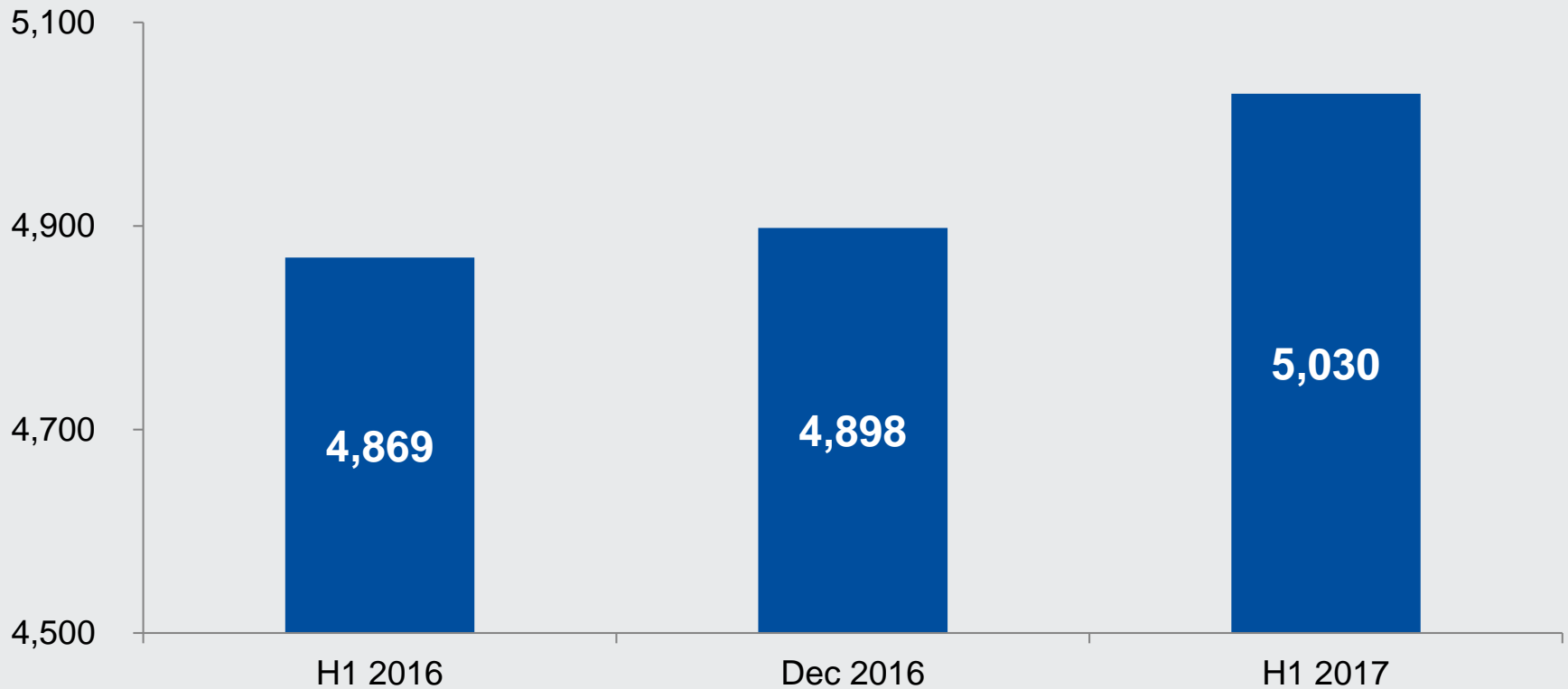




# Cash flow H1 2017

€ mn	H1 2016	H1 2017
<b>Earnings after tax</b>	<b>127</b>	<b>134</b>
Amortisation/Depreciation	23	26
Changes in net operating working capital (NOWC)	-46	-67
Other changes	0	1
Capex	-32	-41
<b>Free cash flow before acquisitions</b>	<b>72</b>	<b>53</b>
Acquisitions	-20	-1
<b>Free cash flow</b>	<b>52</b>	<b>52</b>

# 5,030 employees globally



# H1 2017 earnings summary

- Earnings targets met and sales targets exceeded
- Higher costs as a result of our growth initiative
- Increasing raw material prices can only be passed on with a time lag
- Solid free cash flow

# Updated Outlook 2017

Sales outlook raised, EBIT outlook reaffirmed

Performance indicator	Actual 2016		Outlook 2017
Sales	€ 2,267 mn	↑	+7% to +10% (was +4% to +6%)
EBIT	€ 371 mn	↑	+1% to +5%
FUCHS Value Added	€ 257 mn	↑	Low single-digit percentage range
Free cash flow before acquisitions	€ 205 mn		~ € 200 mn

Thank you for your attention



# 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.

# Financial Calendar & Contact

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## Financial Calendar

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August 1, 2017	Financial Report H1 2017
October 27, 2017	Quarterly Statement Q1-3 2017
March 21, 2018	Full Year Results 2017
May 8, 2018	Annual General Meeting 2018

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## Contact

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