

# Q1 2017

Quarterly Statement  
as at March 31



Sales revenues  
rise by 12% to  
€ 618 million

Outlook  
remains  
unchanged

+11%

Earnings (EBIT) up by  
11% to € 94 million

LUBRICANTS.  
TECHNOLOGY.  
PEOPLE.



# Content

<b>FUCHS at a glance</b>	<b>03</b>
<b>Business development in the first three months of 2017</b>	<b>04</b>
▪ Development of sales revenues in the Group	04
▪ Development of sales revenues by region/segment	05
▪ Group results of operations/Income statement	06
▪ Results of operations of the regions/segments	07
<b>Outlook</b>	<b>08</b>
<b>Balance sheet</b>	<b>09</b>
<b>Statement of cash flows</b>	<b>10</b>
<b>Financial calendar, contact and imprint</b>	<b>11</b>

## FUCHS at a glance

<b>in € million</b>	<b>Q1 2017</b>	<b>Q1 2016</b>	<b>Change in %</b>
<b>Sales revenues<sup>1</sup></b>	<b>618</b>	<b>550</b>	<b>12.4</b>
Europe	368	349	5.3
Asia-Pacific, Africa	181	144	25.1
North and South America	104	85	22.7
Consolidation	-35	-28	-
<b>Earnings before interest and tax (EBIT)</b>	<b>94</b>	<b>85</b>	<b>10.8</b>
<b>Earnings after tax</b>	<b>66</b>	<b>59</b>	<b>12.6</b>
<b>Capital expenditure</b>	<b>14</b>	<b>14</b>	<b>-</b>
<b>Free cash flow before acquisitions</b>	<b>42</b>	<b>27</b>	<b>52.4</b>
<b>Earnings per share in €</b>			
Ordinary share	0.47	0.42	11.9
Preference share	0.48	0.42	14.3
<b>Employees as at March 31</b>	<b>4,945</b>	<b>4,863</b>	<b>1.7</b>

<sup>1</sup> By company location.

“As expected, the start to 2017 was very good. For the year as a whole we are anticipating a pleasant business development overall, even if the rates of increase in the first quarter will not be continued at the same level.

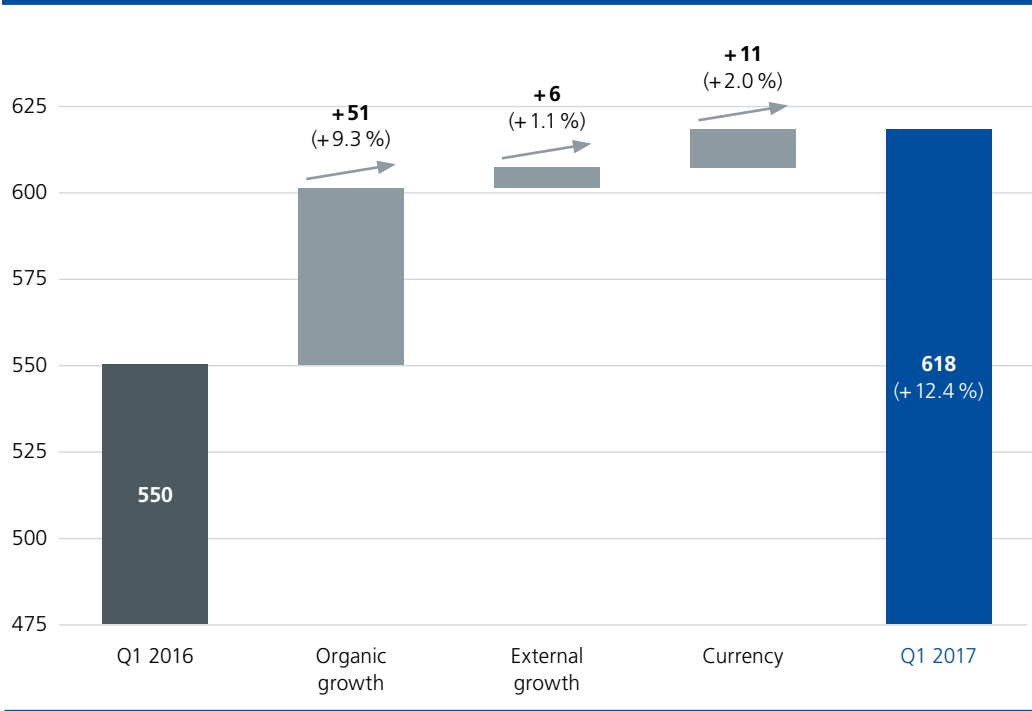
Organic growth across all regions, but primarily in China, is strengthening our global position. Our investment and innovation initiative supports this growth.”

Stefan Fuchs, Chairman of the Executive Board of FUCHS PETROLUB SE

# Business development in the first three months of 2017

## DEVELOPMENT OF SALES REVENUES IN THE GROUP

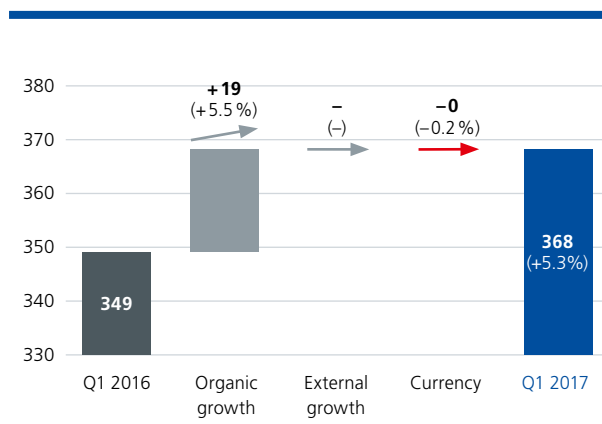
Development of sales revenues in the Group  
(in € million)



- Strong Q4 2016 continues into the start of 2017
- Sales revenues up by 12.4% to € 618 million (550)
- Organic growth across all regions, but particularly dominant in Asia-Pacific, Africa
- Slight external growth through acquisitions in 2016 in North America
- Positive currency effect

## DEVELOPMENT OF SALES REVENUES BY REGION / SEGMENT

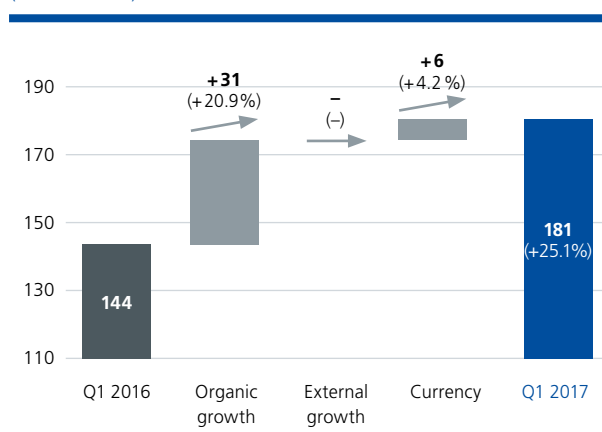
### Europe (in € million)



At € 368 (349) million, **Europe** is 5.3% above the previous year's level

- Organic growth in sales revenues in most countries, particularly notable in Germany and the UK
- Opposing currency effects of the Russian ruble (+) and the British pound (-) largely balance each other out

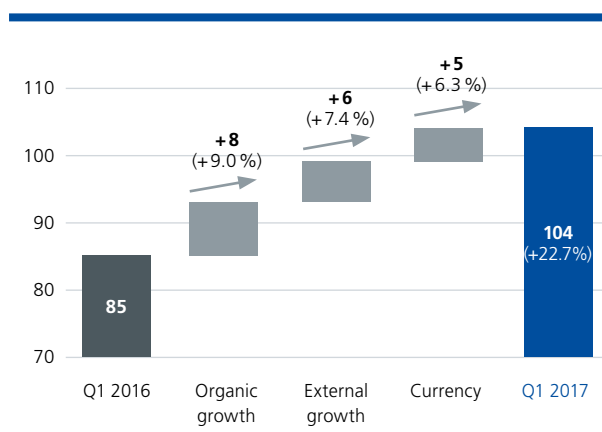
### Asia-Pacific, Africa (in € million)



Growth in **Asia-Pacific, Africa** is mainly organic and has increased by 25.1% to € 181 million (144)

- Strong growth in sales revenues in China, but also in Australia and South Africa
- Positive currency effect due to recovery of the South African rand and Australian dollar

### North and South America (in € million)



At € 104 million (85), **North and South America** is 22.7% above the previous year's level

- Organic growth supported by economic recovery in North America and Brazil
- External growth as a result of acquisitions made in the USA in 2016
- The significantly recovered Brazilian real and stronger US dollar are contributing to increased Group sales revenues

## GROUP RESULTS OF OPERATIONS / INCOME STATEMENT

### Income statement

(in € million)

	Q1 2017	Q1 2016
Sales revenues	618	550
Cost of sales	-392	-344
<b>Gross profit</b>	<b>226</b>	<b>206</b>
Selling and distribution expenses	-91	-83
Administrative expenses	-32	-30
Research and development expenses	-12	-11
Other operating income and expenses	-2	-2
<b>EBIT before income from companies consolidated at equity</b>	<b>89</b>	<b>80</b>
Income from companies consolidated at equity	5	5
<b>Earnings before interest and tax (EBIT)</b>	<b>94</b>	<b>85</b>
Financial result	0	0
<b>Earnings before tax (EBT)</b>	<b>94</b>	<b>85</b>
Income taxes	-28	-26
<b>Earnings after tax</b>	<b>66</b>	<b>59</b>
Thereof		
Non-controlling interests	0	0
Profit attributable to shareholders of FUCHS PETROLUB SE	66	59
<b>Earnings per share in € <sup>1</sup></b>		
Ordinary share	0.47	0.42
Preference share	0.48	0.42

<sup>1</sup> Basic and diluted in both cases.

- Earnings and sales revenues (+12.4%) both record significant increases, and are influenced by public holiday effects (Easter)
- Gross profit up by 10.0% or € 20 million to € 226 million (206); less than proportional increase due to mix- and price effects
- Increase in other function costs of 9.1% or € 11 million to € 137 million (126) also less than proportional
- EBIT up by 10.8% or € 9 million to € 94 million (85)
- At € 66 million (59), earnings after tax are 12.6% or € 7 million above the previous year, tax rate is down by one percentage point
- Earnings per ordinary share increase to € 0.47 (0.42) and earnings per preference share increase to € 0.48 (0.42)

## RESULTS OF OPERATIONS OF THE REGIONS / SEGMENTS

### Segments (in € million)

	Europe	Asia-Pacific, Africa	North and South America	Holding including consolidation	FUCHS Group
<b>Q1 2017</b>					
Sales revenues by company location	368	181	104	-35	618
EBIT before income from companies consolidated at equity	45	29	17	-2	89
<i>in % of sales</i>	12.3%	16.2%	16.3%	-	14.5%
Income from companies consolidated at equity	1	5	-	-1	5
Segment earnings (EBIT)	46	34	17	-3	94
Investments in long-term assets	8	4	2	0	14
Employees as at March 31	3,194	1,037	609	105	4,945
<b>Q1 2016</b>					
Sales revenues by company location	349	144	85	-28	550
EBIT before income from companies consolidated at equity	43	24	15	-2	80
<i>in % of sales</i>	12.2%	17.0%	17.9%	-	14.6%
Income from companies consolidated at equity	0	5	-	-	5
Segment earnings (EBIT)	43	29	15	-2	85
Investments in long-term assets	7	1	6	0	14
Employees as at March 31	3,142	1,034	593	94	4,863

**Europa** increases EBIT by € 3 million or 6.0% to € 46 million (43)

- Growth primarily in Germany and Central Europe
- Positive and negative currency effects largely balance each other out

**Asia-Pacific, Africa** increases EBIT by € 5 million or 15.4% to € 34 million (29)

- Increases primarily in China, Australia and South Africa
- Slightly positive currency effect

**North and South America** increases EBIT by € 2 million or 11.9% to € 17 million (15)

- Positive earnings trend continues in the USA
- Brazil also picking up slightly and making higher contributions to earnings

# Outlook

## **Outlook remains unchanged in view of the increasingly challenging environment:**

- Growth in sales revenues of between 4 % and 6 % for the full year, mainly organic growth expected
- Forecast includes only moderate currency effects
- EBIT increase between 1 % and 5 %

FUCHS PETROLUB SE  
Mannheim, April 28, 2017



# Balance sheet

in € million	Mar. 31, 2017	Dec. 31, 2016
<b>Assets</b>		
Intangible assets	313	317
Property, plant and equipment	434	427
Shares in companies consolidated at equity	43	38
Other financial assets	3	4
Deferred tax assets	28	27
Other receivables and other assets	1	1
<b>Non-current assets</b>	<b>822</b>	<b>814</b>
Inventories	345	325
Trade receivables	382	351
Tax receivables	4	4
Other receivables and other assets	25	23
Cash and cash equivalents	194	159
<b>Current assets</b>	<b>950</b>	<b>862</b>
<b>Total assets</b>	<b>1,772</b>	<b>1,676</b>
<b>Equity and liabilities</b>		
Subscribed capital	139	139
Group reserves	1,071	806
Group profits	66	259
<b>Equity of shareholders of FUCHS PETROLUB SE</b>	<b>1,276</b>	<b>1,204</b>
Non-controlling interests	1	1
<b>Total equity</b>	<b>1,277</b>	<b>1,205</b>
Pension provisions	35	35
Other provisions	3	3
Deferred tax liabilities	43	42
Financial liabilities	0	0
Other liabilities	4	4
<b>Non-current liabilities</b>	<b>85</b>	<b>84</b>
Trade payables	207	186
Provisions	43	43
Tax liabilities	32	29
Financial liabilities	5	13
Other liabilities	123	116
<b>Current liabilities</b>	<b>410</b>	<b>387</b>
<b>Total equity and liabilities</b>	<b>1,772</b>	<b>1,676</b>

# Statement of cash flows

in € million	Q1 2017	Q1 2016
<b>Earnings after tax</b>	<b>66</b>	<b>59</b>
Depreciation and amortization of long-term assets	13	11
Change in long-term provisions and in other non-current assets (covering funds)	0	0
Change in deferred taxes	1	-1
Non-cash income from shares in companies consolidated at equity	-5	-5
Dividends received from companies consolidated at equity	0	0
<b>Gross cash flow</b>	<b>75</b>	<b>64</b>
<b>Gross cash flow</b>	<b>75</b>	<b>64</b>
Change in inventories	-17	-11
Change in trade receivables	-29	-30
Change in trade payables	21	9
Change in other assets and liabilities (excluding financial liabilities)	6	11
Net gain/loss on disposal of long-term assets	0	0
<b>Cash flow from operating activities</b>	<b>56</b>	<b>43</b>
Investments in long-term assets	-14	-14
Cash paid for shares in companies consolidated at equity	0	-2
Proceeds from the disposal of long-term assets	0	0
Cash paid for acquisitions	0	0
Cash acquired through acquisitions	0	0
<b>Cash flow from investing activities</b>	<b>-14</b>	<b>-16</b>
Free cash flow before acquisitions <sup>1</sup>	42	27
<b>Free cash flow</b>	<b>42</b>	<b>27</b>
Dividends paid for previous year	0	0
Changes in financial liabilities	-8	-1
<b>Cash flow from financing activities</b>	<b>-8</b>	<b>-1</b>
<b>Cash and cash equivalents as at Dec. 31 of the previous year</b>	<b>159</b>	<b>119</b>
Cash flow from operating activities	56	43
Cash flow from investing activities	-14	-16
Cash flow from financing activities	-8	-1
Effect of currency translations	1	-3
<b>Cash and cash equivalents at the end of the period</b>	<b>194</b>	<b>142</b>

<sup>1</sup> Free cash flow before cash paid for acquisitions and before cash acquired through acquisitions.

# Financial calendar

## Dates 2017

April 28	Quarterly statement Q1 2017
May 5	Annual General Meeting in Mannheim
May 8	Information event in Zurich
August 1	Half-year financial report 2017
October 27	Quarterly statement Q1–3 2017

The financial calendar is updated regularly. You can find the latest dates on the webpage at [www.fuchs.com/financial-calendar](http://www.fuchs.com/financial-calendar)

## Contact and imprint

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### NOTE ON ROUNDING

Due to rounding, numbers presented in this quarterly statement may not add up precisely to totals provided, and percentages stated may not precisely reflect the absolute figures to which they refer.