FUCHS PETROLUB AG
The leading independent lubricants manufacturer of the world

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April 2013

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FUCHS – the leading independent lubricants manufacturer of the world

- Founded in 1931
- 2012 sales revenues: €1.8 bn
- 2012 number of employees: some 3,800 from 36 countries
- 33 production facilities
- 100,000 customers in more than 100 countries
- Member of the MDAX, the DAXplus Family 30 and the STOXX Europe 600

FUCHS - business model

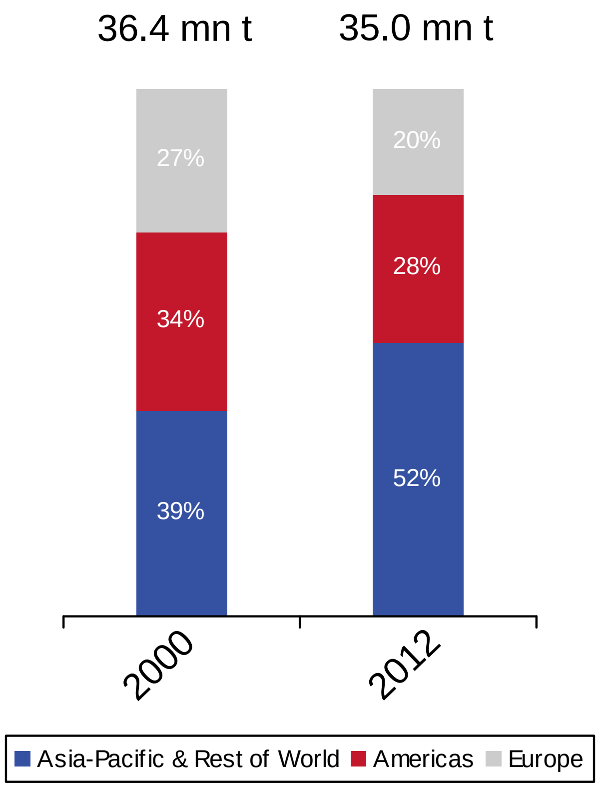
- FUCHS is fully focussed on lubricants (advantage over major oil companies)
- Technology, innovation and specialisation leadership in strategically important product areas
- Independence allows customer and market proximity, responsiveness, speed and flexibility (advantage over major oil companies)
- FUCHS is a full-line supplier (advantage over most independent companies)
- Global presence (advantage over most independent companies)

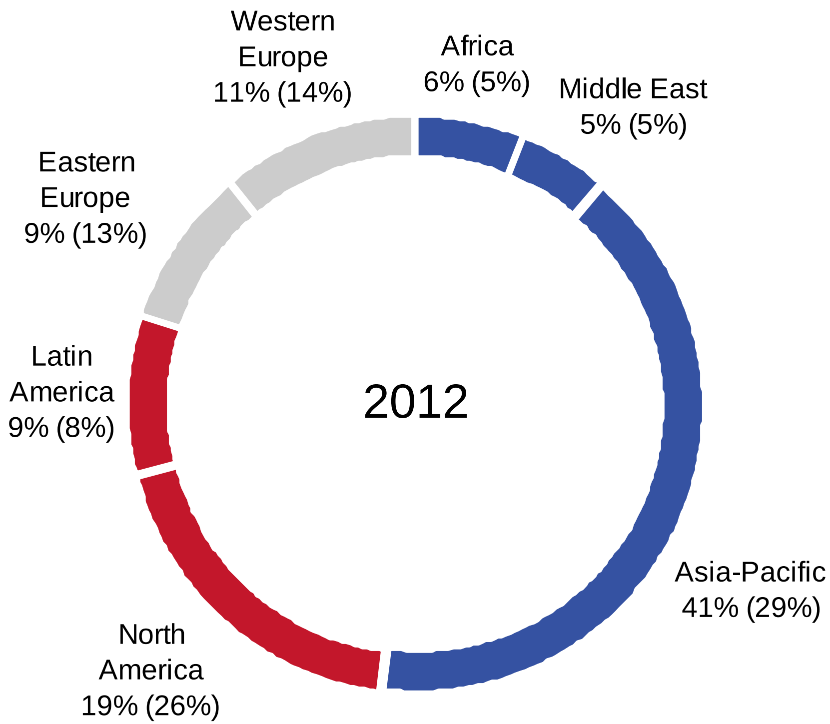
FUCHS - long-term strategic objectives

- Continue to be the world's largest independent manufacturer of lubricants and related specialities
- Value-based growth through innovation and specialisation leadership
- Organic growth in emerging markets and organic and external growth in mature markets
- Creating shareholder value by generating returns above the cost of capital
- Remain independent which is decisive for FUCHS' business model

Lubricants Market

- The largest and fastest growing regional lubricants market is Asia Pacific.
- North America and Western Europe are mature markets. The focus is on higher value lubricants and specialities**.**

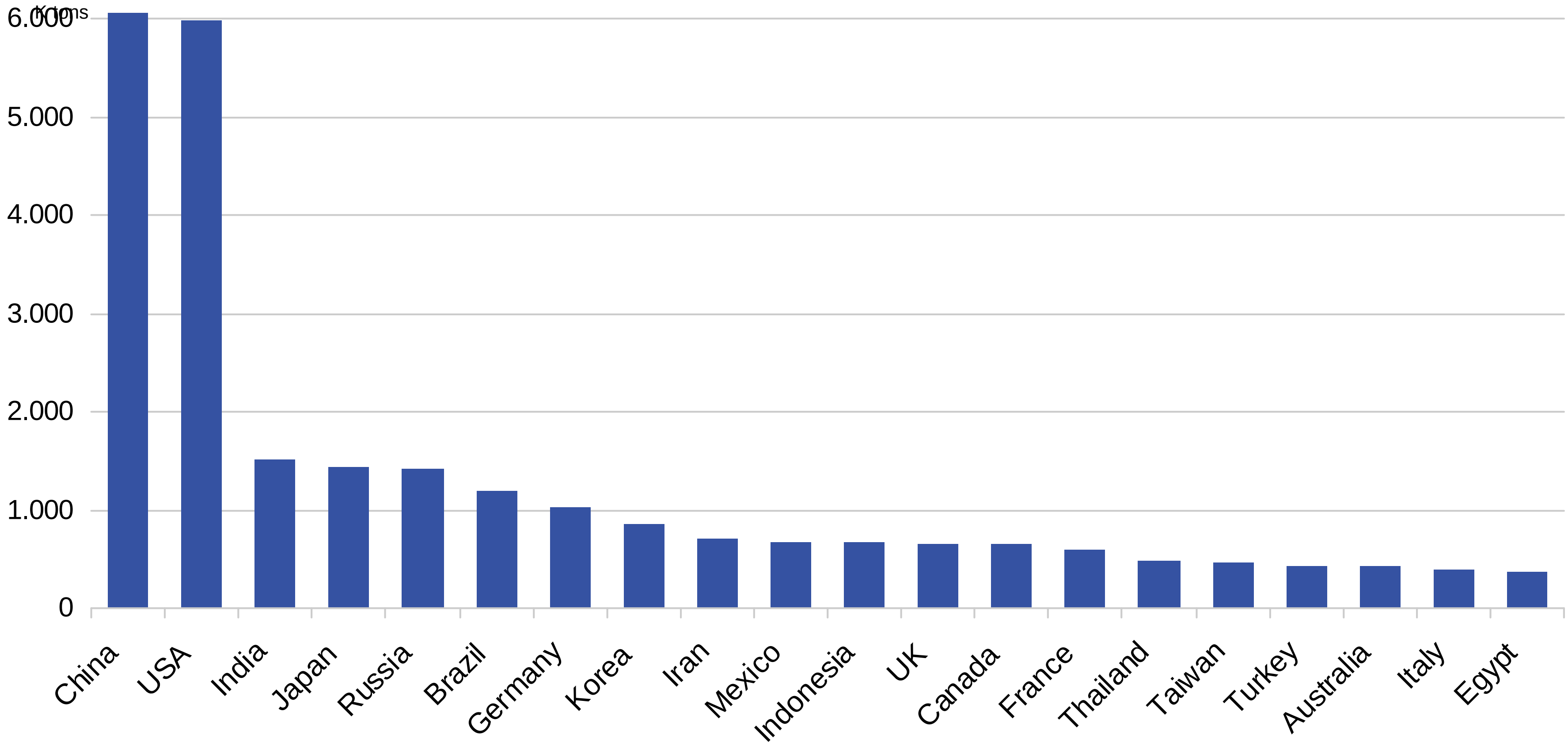




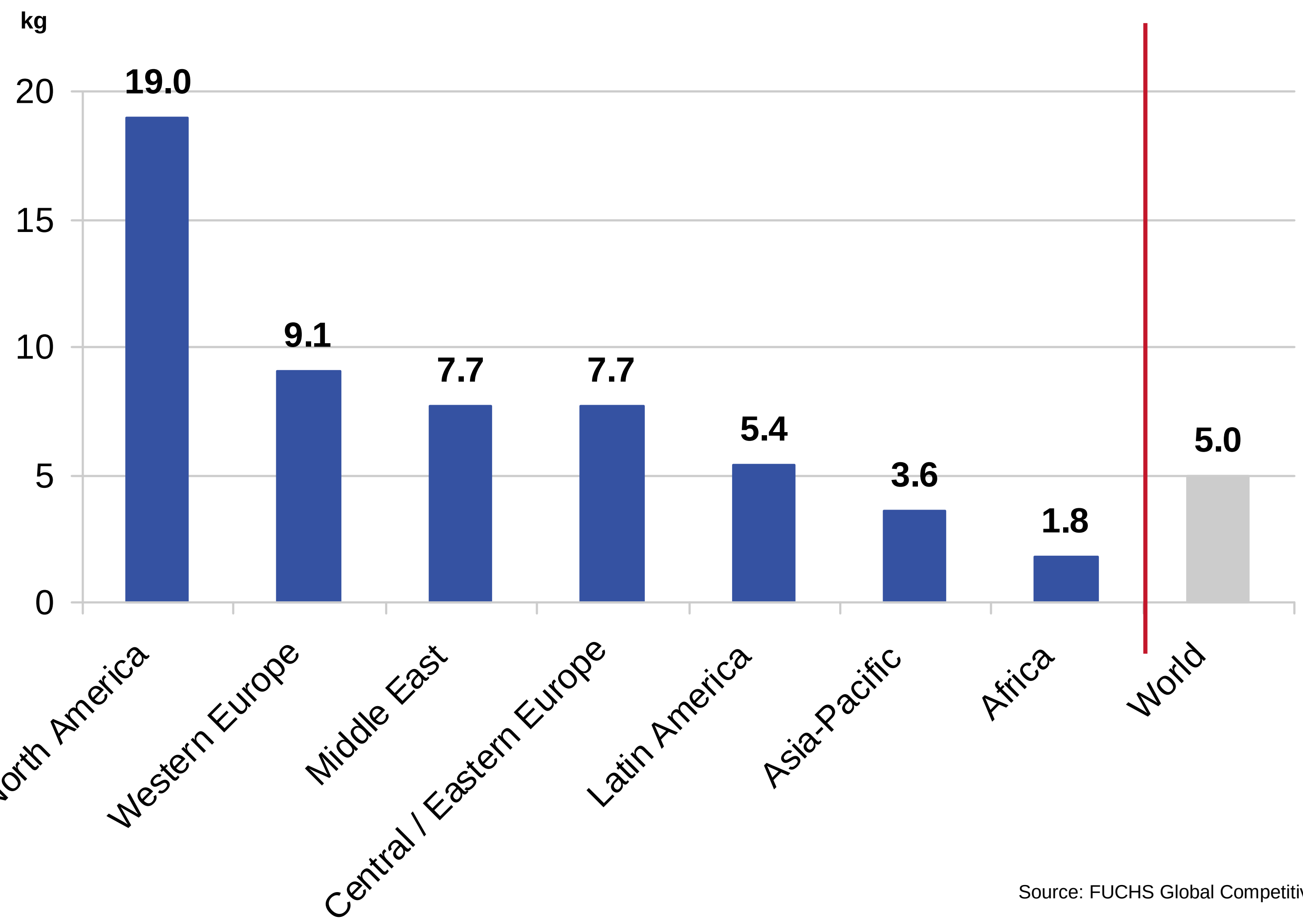
*without marine oils

Global lubricants demand 2012: 35.0 mn t

Lubricants Market
Ranking Top 20 Lubricant Countries 2012



2012 per-capita lubricants demand shows significant growth opportunities



Source: FUCHS Global Competitive Intelligence

Competition – strong fragmentation

manufacturers:
130 major oil companies
590 independent manufacturers
720 manufacturers*

High degree of fragmentation continues in the industry

Concentration especially among smaller companies

sizes:

manufacturers	volumes %
top 10	> 50.0
710	< 50.0
720	100.0

Differences in the size of manufacturers are enormous. World-wide the top 10 finished lubricants manufacturers including FUCHS hold more than 50% of global volumes while the remainder of more than 700 manufacturers share less than 50%.

Source: FUCHS Global Competitive Intelligence

FUCHS – strategic position

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FUCHS is strategically well positioned as we are the 9th largest lubricant company in the world*

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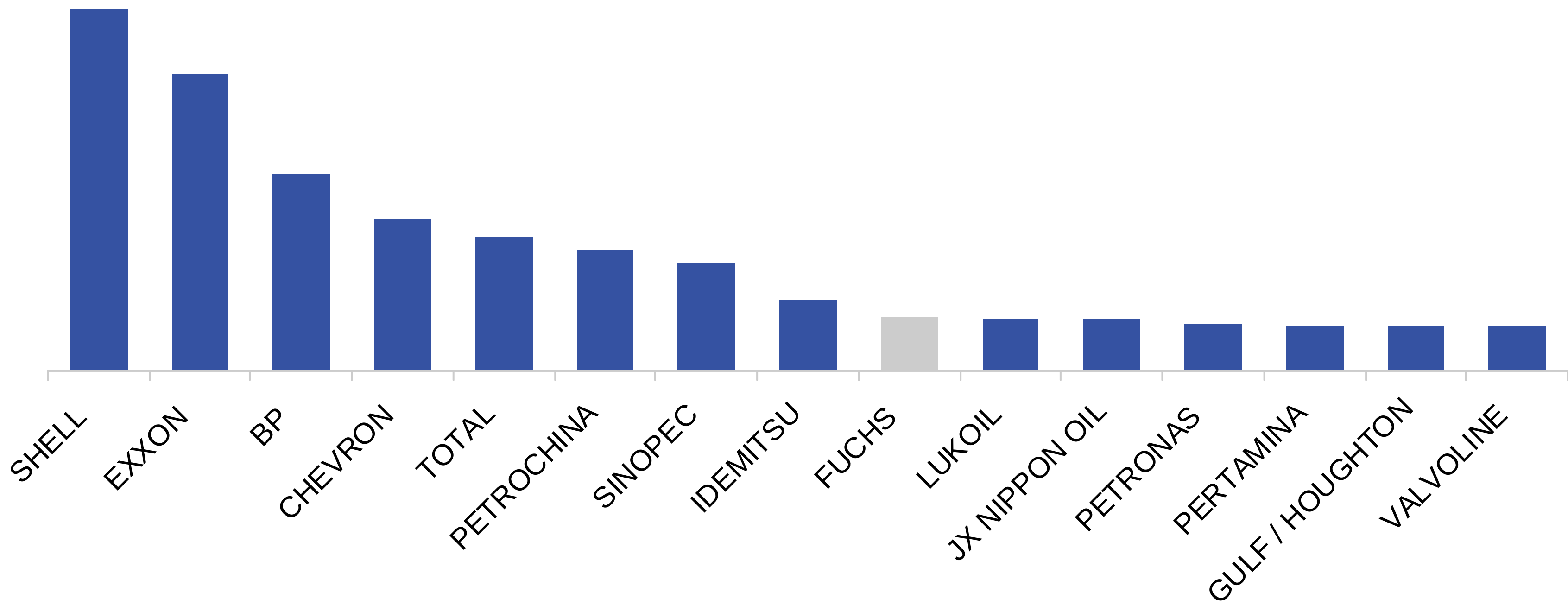

* by volume

Source: FUCHS Global competitive Intelligence

Among 590 independent lubricants companies FUCHS is the number 1.

FUCHS is the Specialist for Lubricants

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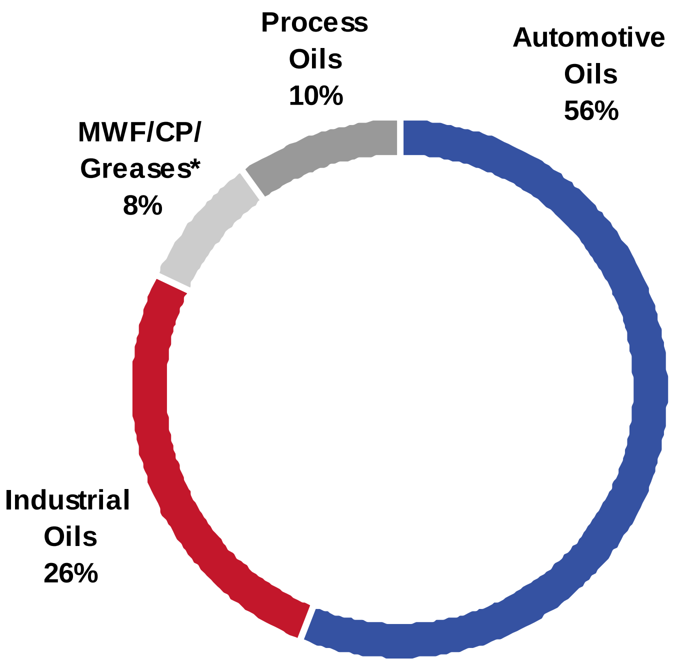
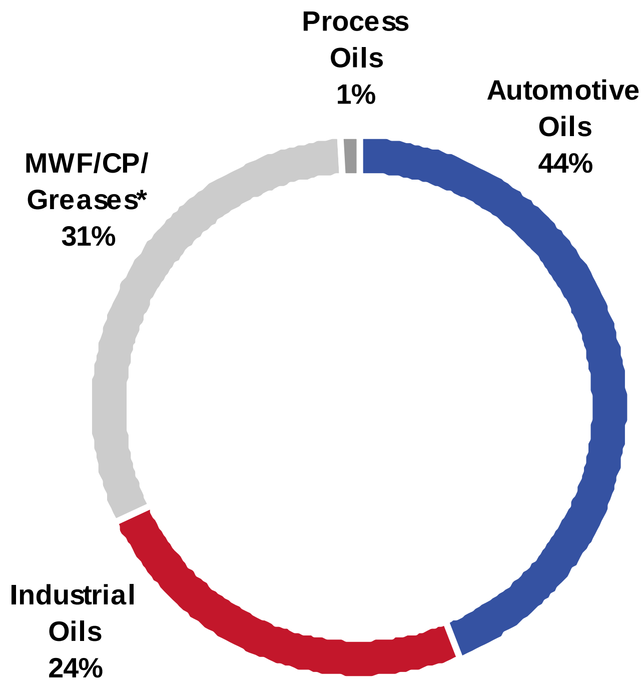
World Lubricants Market 2012



FUCHS Finished Lubricants 2012



*metalworking fluids/corrosion preventatives/lubricating greases

Source: FUCHS Global Competitive Intelligence

FUCHS is the world market leader in strategically important and high-value business segments and niches

▪ High-performance speciality open gear lubricants (cement industry etc.)	No. 1

▪ Mining specialities (fire-resistant hydraulic fluids for underground coal mining and high-performance lubricants	No. 1

▪ Environmentally friendly and biodegradable lubricants and processing fluids	No. 1

FUCHS is the world market leader in strategically important and high-value business segments and niches

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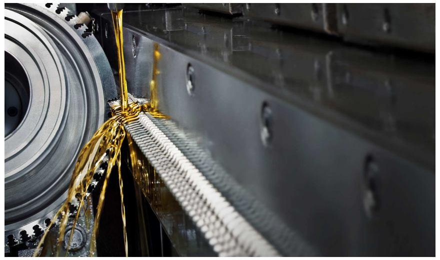
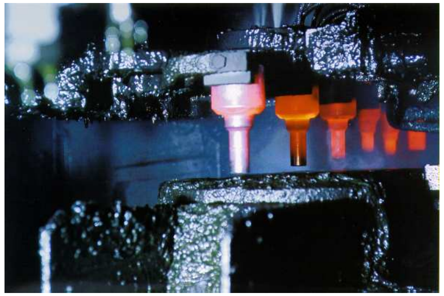
- Metalworking fluids — No. 2-4



- Corrosion preventives — No. 2

- Forging lubricants — No. 2



- Greases — No. 3-4

FUCHS research and development

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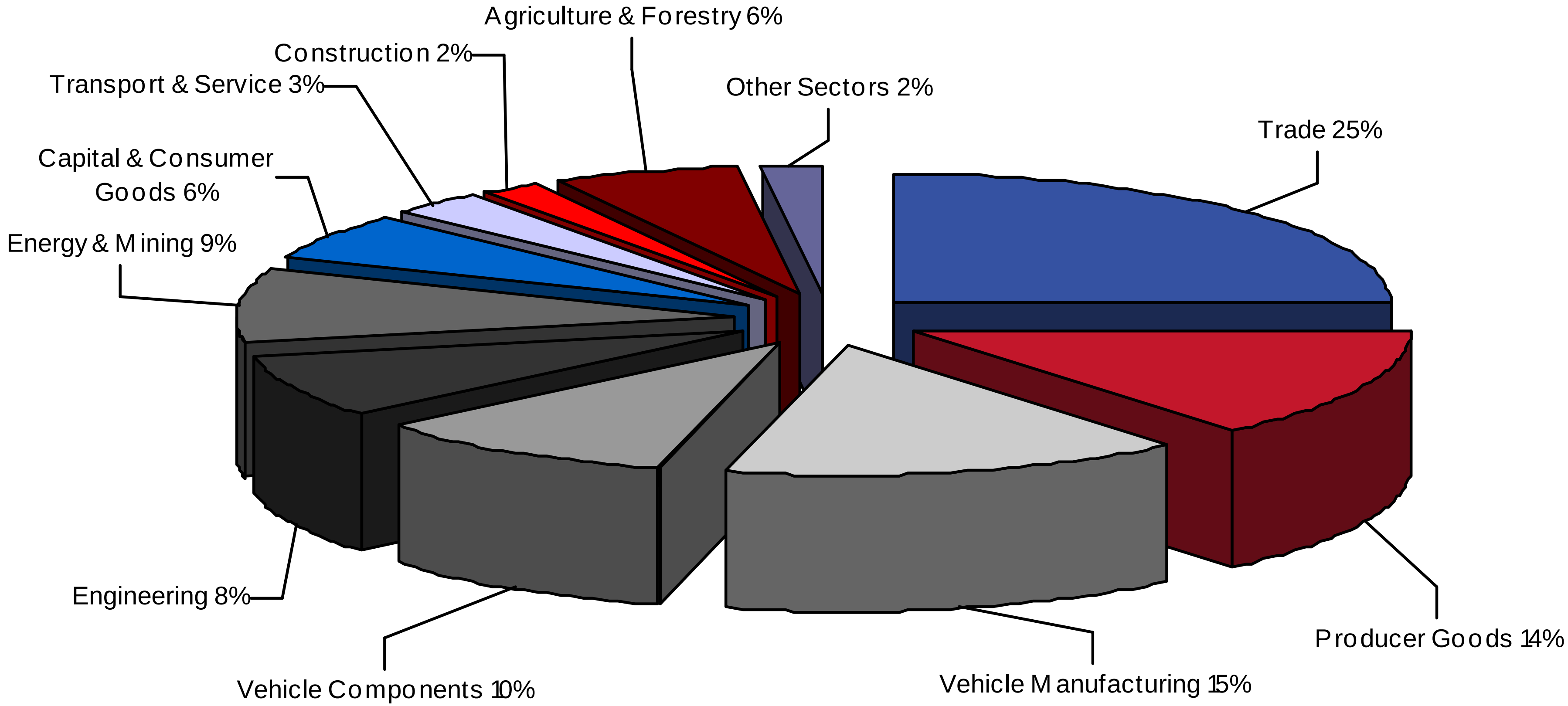
10% of total staff – more than 350 chemists, engineers and other technical experts – work in R & D around the globe and ensure technical leadership in key products and application areas.

FUCHS PETROLUB Group Customer Portfolio
Customer Sectors*



*Breakdown as percentage of sales 2012

Source: FUCHS Global Competitive Intelligence

FUCHS manufactures in 33 production plants all over the world

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FUCHS' strategic position is a combination of…

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- Size & Global Presence
- High Degree Of Specialisation & Technical Excellence
- Focus On Higher Value Lubricants
- Local & Flat Organisation
- Motivated Employees

FUCHS

Independence & Financial Strength

Comments

- around € 1.8bn in sales (70% outside Germany, Asia Pacific is FUCHS' 2nd largest regional market), #9 worldwide and by far the largest independent producer, close to customers
- leader in innovation, specialisation & technology, clear focus on high-value products & market segments, basis for strong profitability, high cash flows & value creation
- optimized and highly flexible cost structure, highly committed teams in management, production, R&D, sales and admin supported by company's independence, steering via FVA tool successful

The business model has paid dividends

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During the past 10 years, sales revenues have increased by 5.5% p.a.

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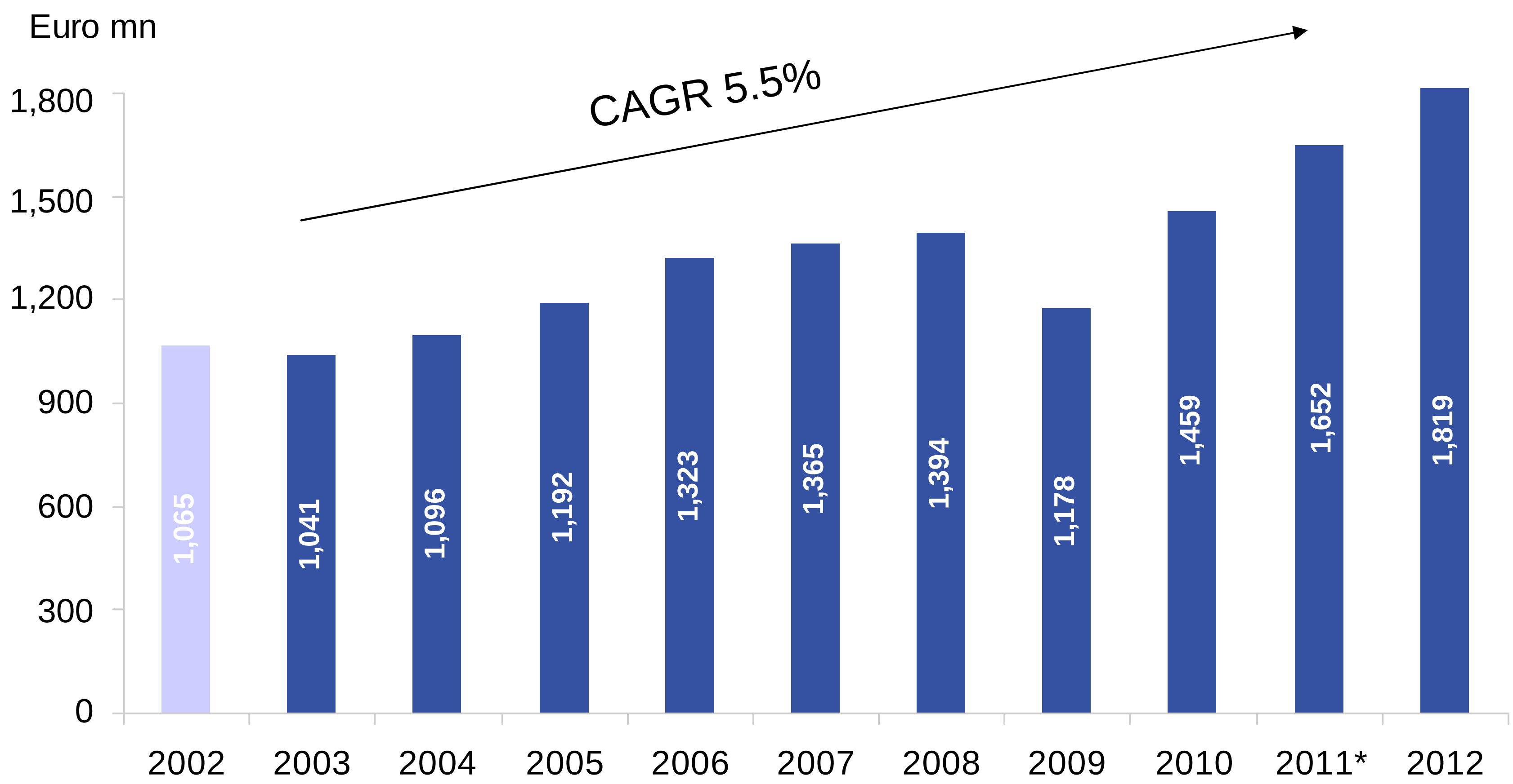
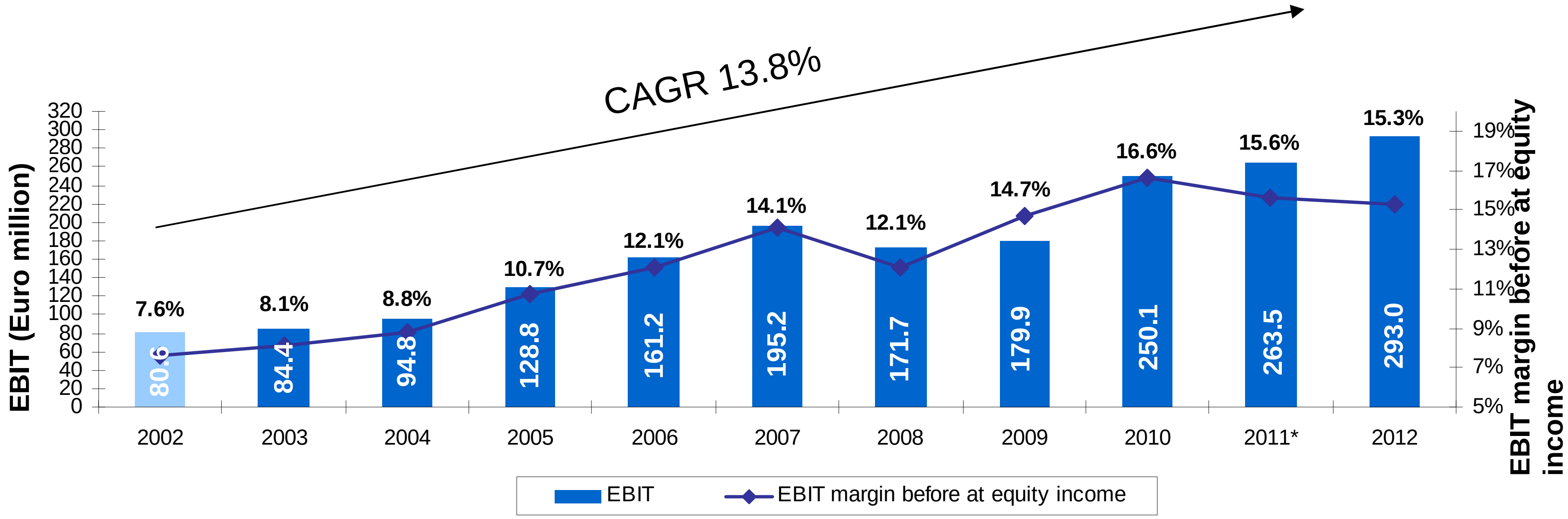


* comparable

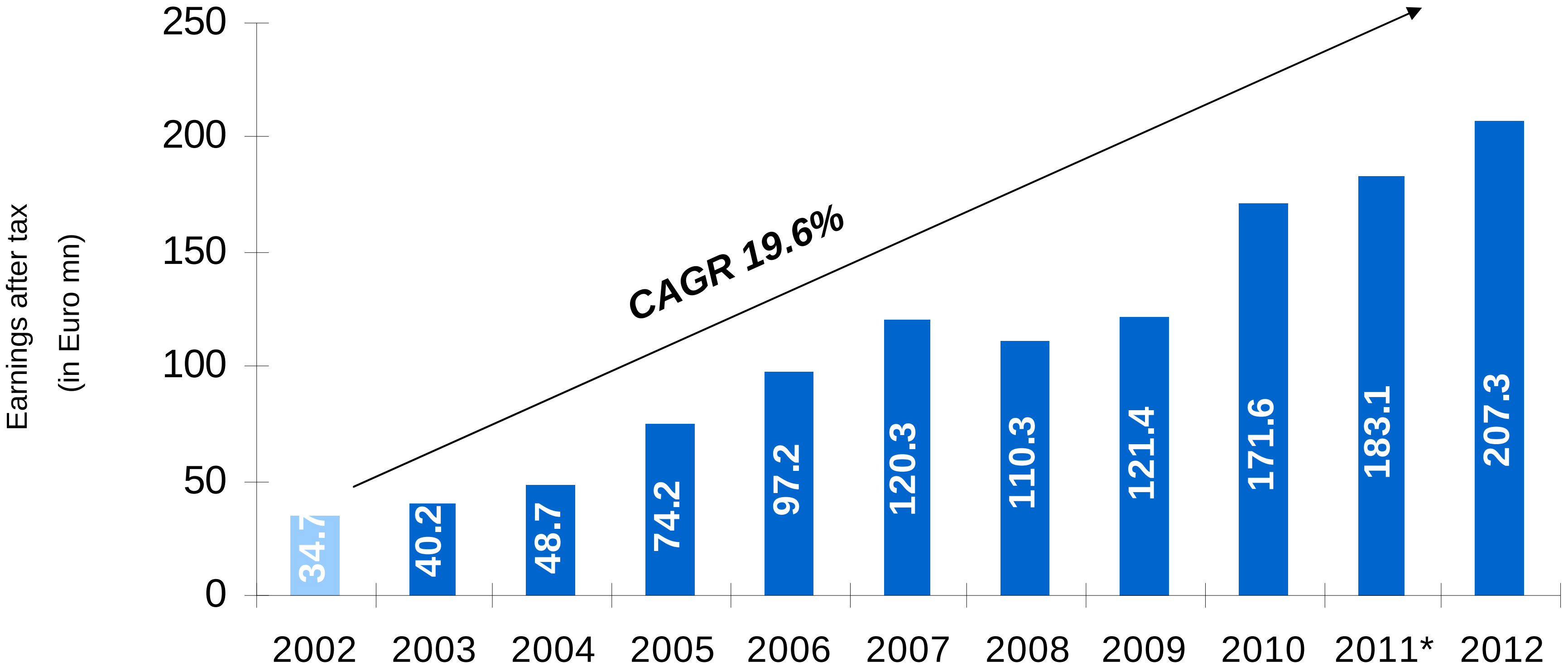
During the past 10 years, EBIT has increased by 13.8% p.a.



EBIT growth	**--**	**4.7%**	**12.3%**	**35.9%**	**25.2%**	**21.1%**	**-12.0%**	**4.8%**	**39.0%**	**5.6%**	**11.2%**

* comparable

During the past 10 years, earnings after tax have increased by 19.6% p.a.



Earnings growth	**15.9%**	**21.1%**	**52.4%**	**31.0%**	**23.8%**	**-8.3%**	**10.1%**	**41.4%**	**6.7%**	**13.2%**

* comparable

During the past 10 years, FUCHS Value Added has increased by 35% p. a. and generated a significant premium on our cost of capital

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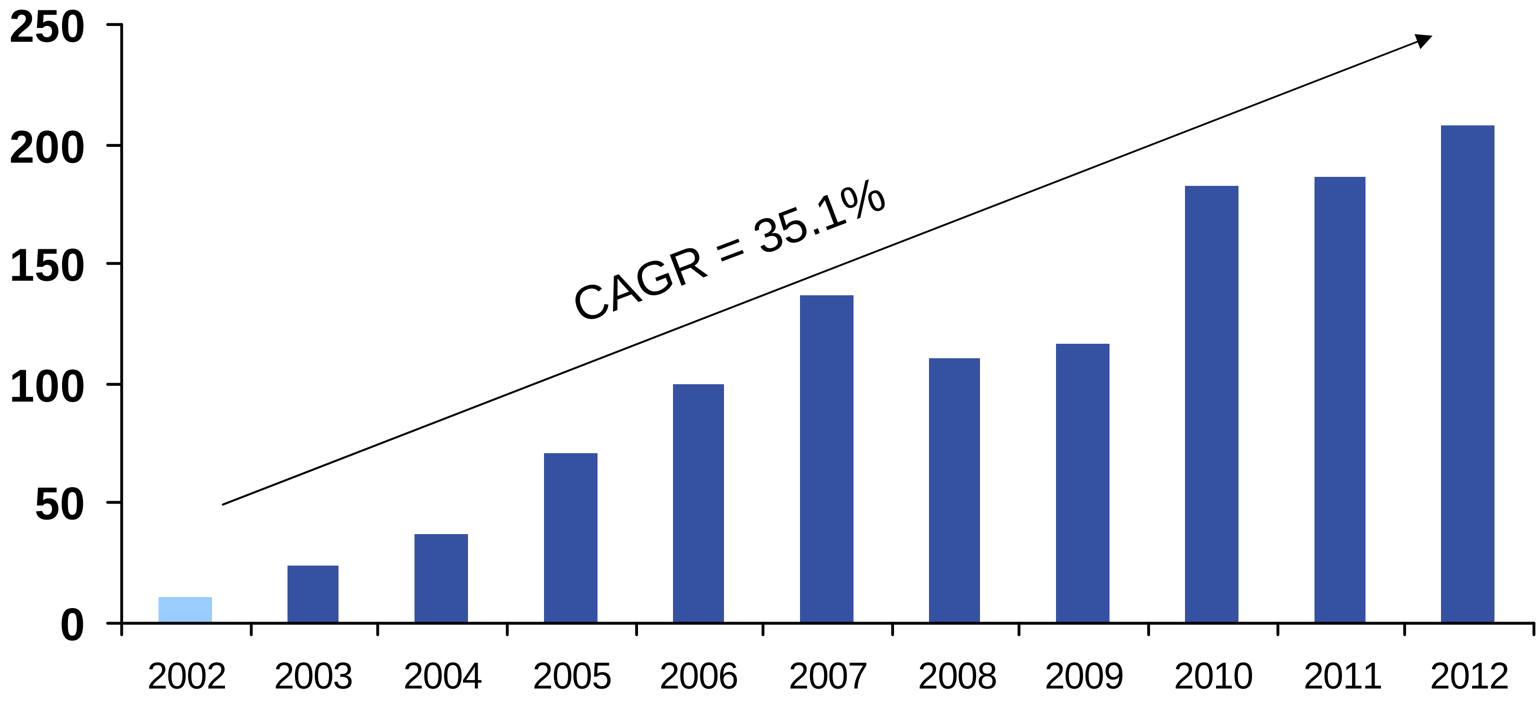
FVA = Fuchs Value Added



Fuchs Value Added (FVA)	**10.3**	**24.1**	**37.4**	**71.4**	**100.3**	**136.5**	**110.1**	**116.8**	**182.7**	**186.0**	**208.2**

During the past 10 years, dividends have been increased by 24.5%

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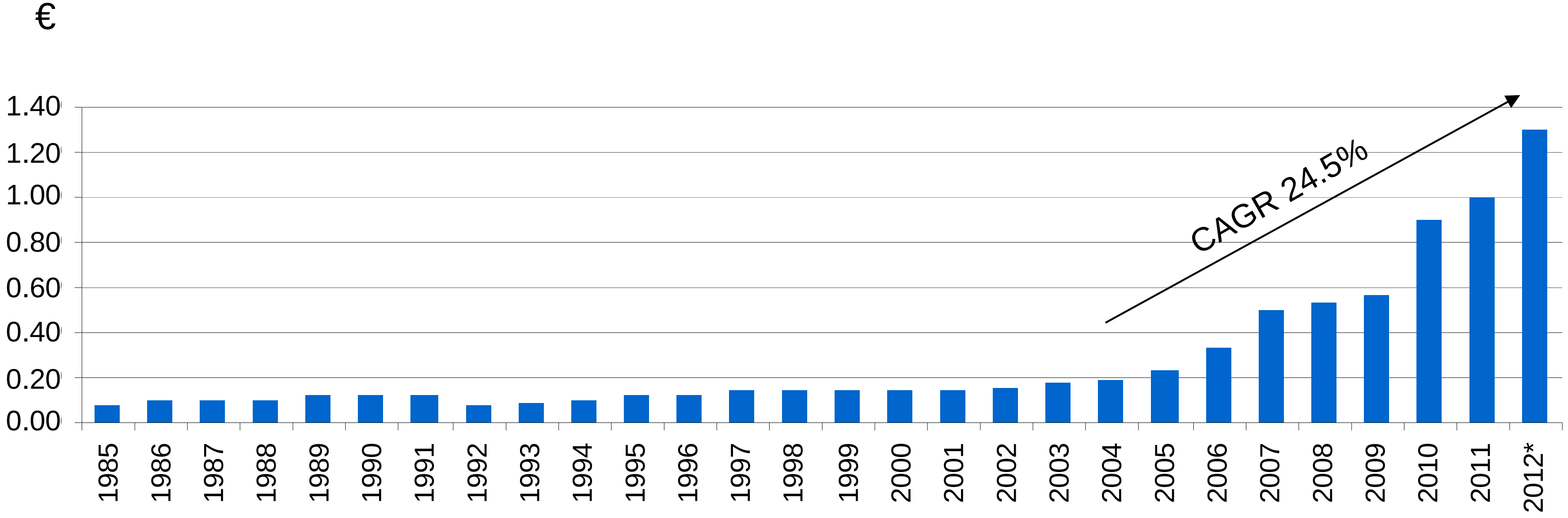
CAGR (preference shares): 10.9% since 1985



* proposal to the Shareholders Assembly on 8 May 2013

In 2012, the world economy slowed down

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During the year of 2012, the world economy slowed down

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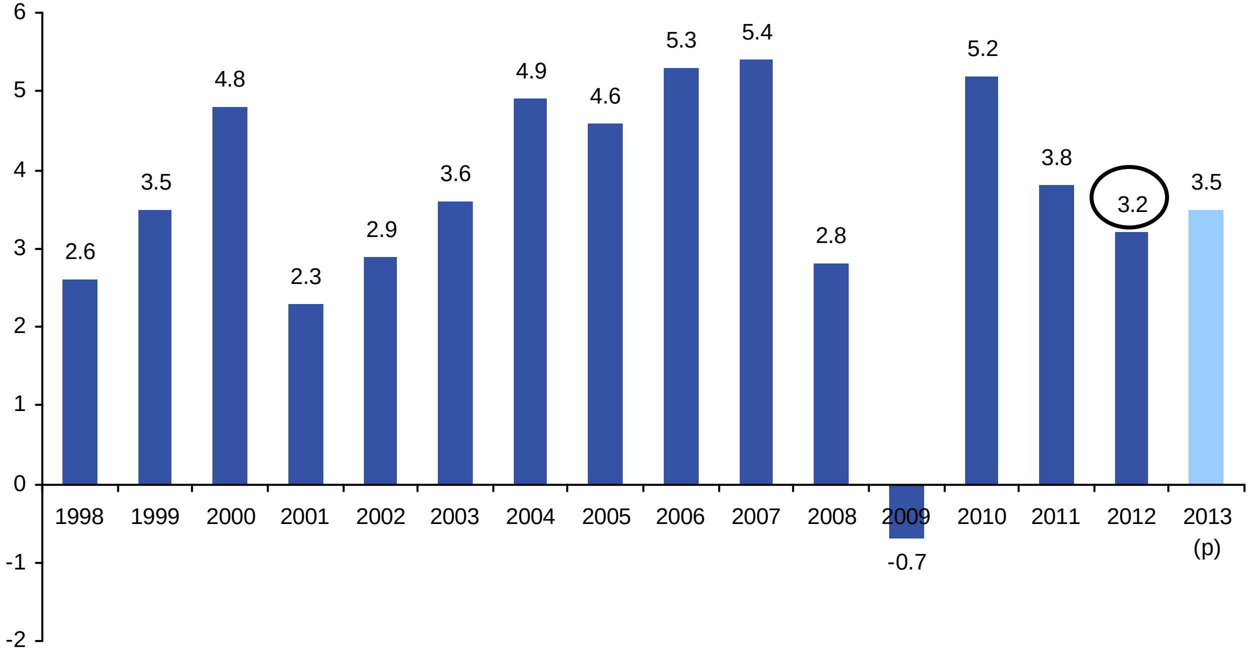
World GDP forecast (growth yoy in %)

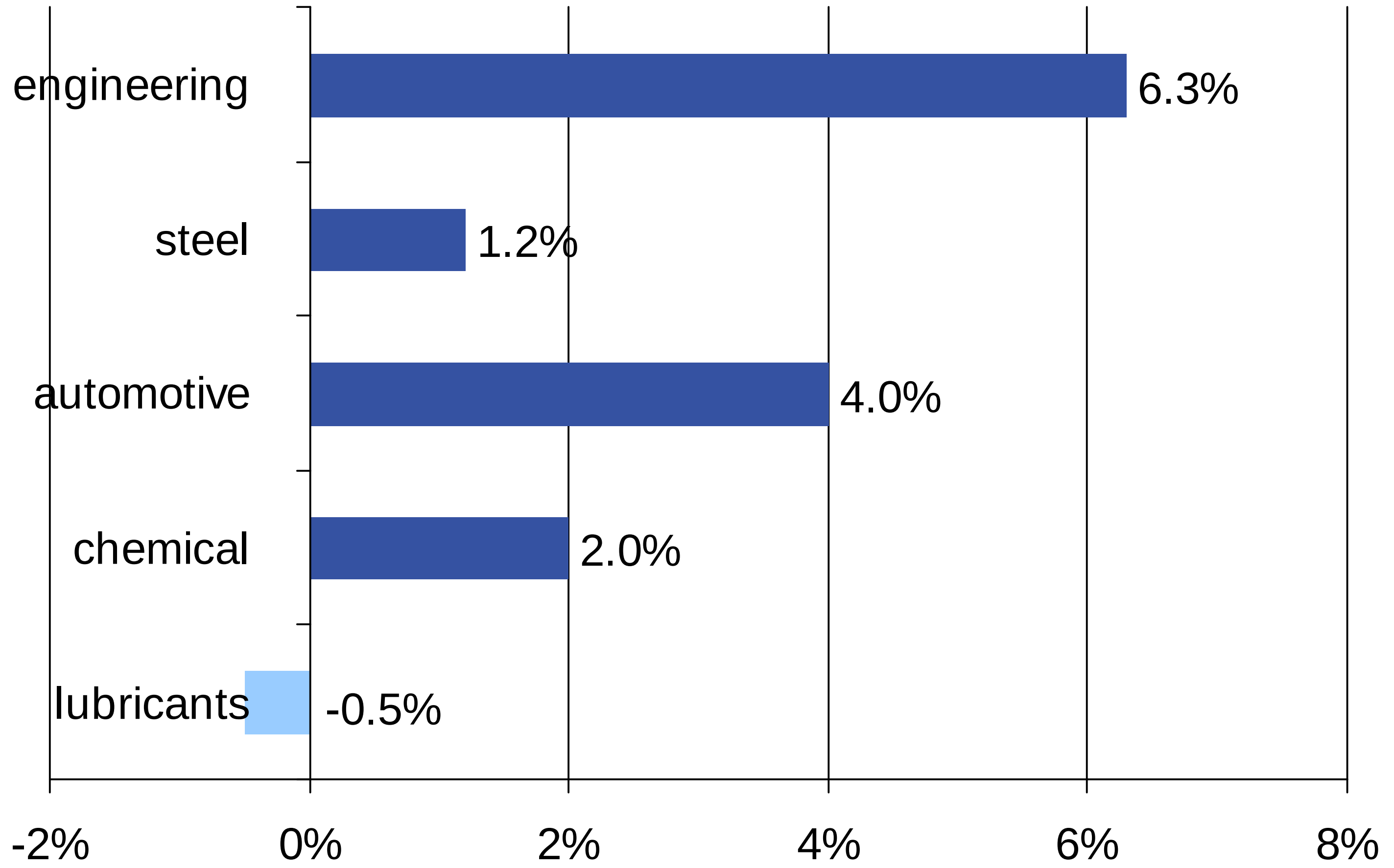


Country	2011	2012	2013 (e)
USA	1.7	2.3	2.0
Euro Area	1.4	-0.4	-0.2
Germany	3.0	0.9	0.6
Japan	-0.7	2.0	1.2
China	9.2	7.8	8.2
India	7.1	4.5	5.9

Source: IMF

In 2012 the key industries developed weakly, but still considerably

Production 2012



Financial statement 2012

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2012 at a glance

- Double-digit growth in sales and earnings
- Sales growth has been driven by volume, sales price increases and positive currency effects
- Gross margin up to previous year’s level
- Planned cost increases due to our growth initiative
- Cash, equity and equity ratio up again
- We have earned a premium on our cost of capital again.
- 30% increase in dividends signals confidence into the future.

Sales revenues 2012

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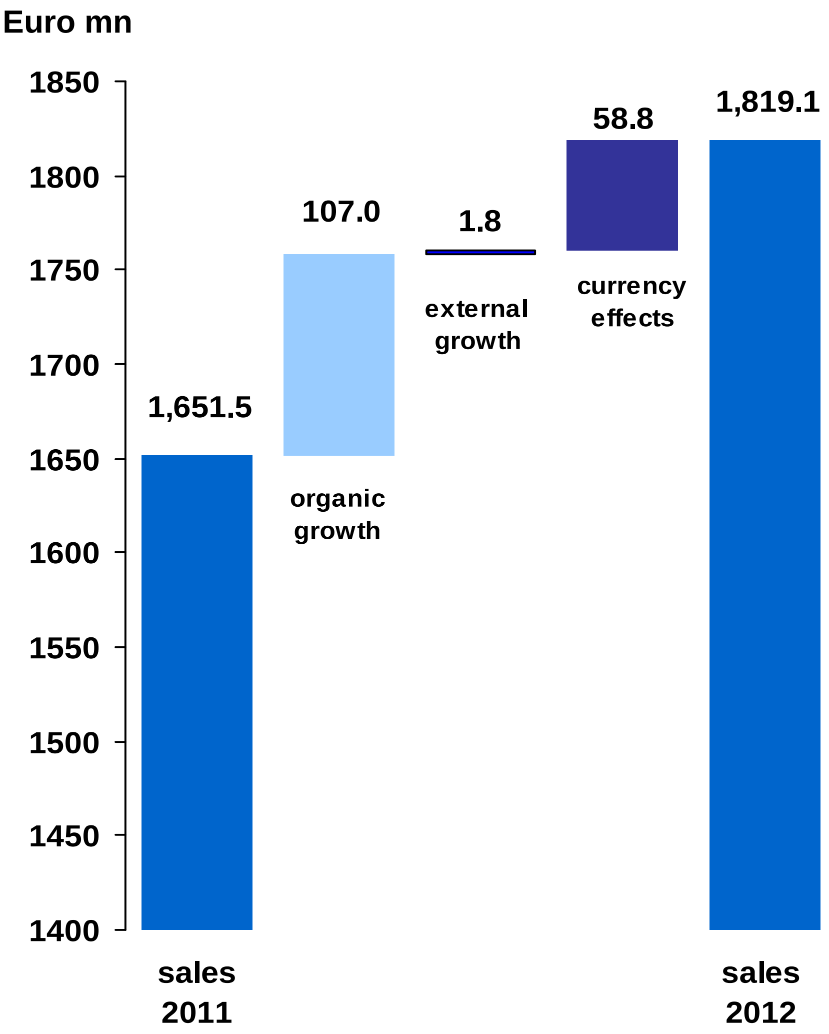
Double-digit growth in sales driven by organic growth and currency effects



Increase in sales by 10.1% or €167.6 mn to €1,819.1 mn

- Organic growth +6.4% or €107.0 mn
- External growth 0.1% or €1.8 mn
- Currency effects 3.6% or €58.8 mn

The segment automotive lubricants has grown faster than the segment industrial lubricants

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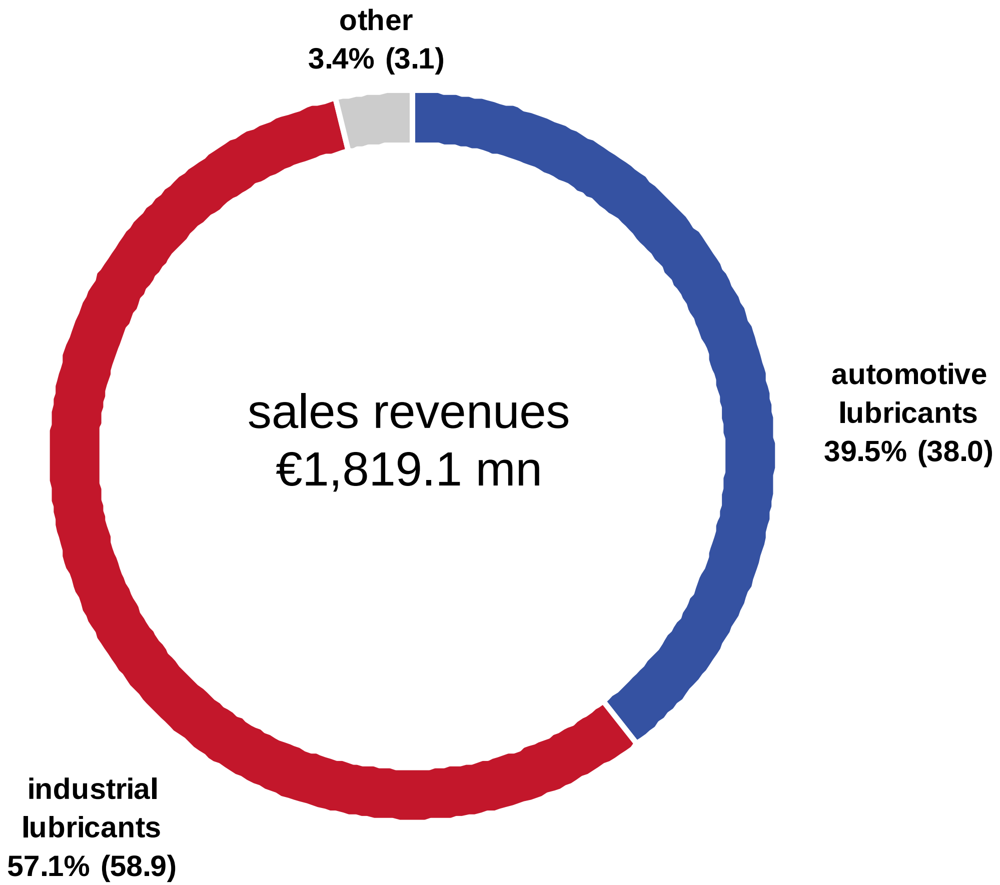
Product portfolio



Sales of automotive lubricants increased overproportionally by 14.7%.

Industrial lubricants increased by 6.8%.

Again high growth rates in Asia-Pacific, Africa

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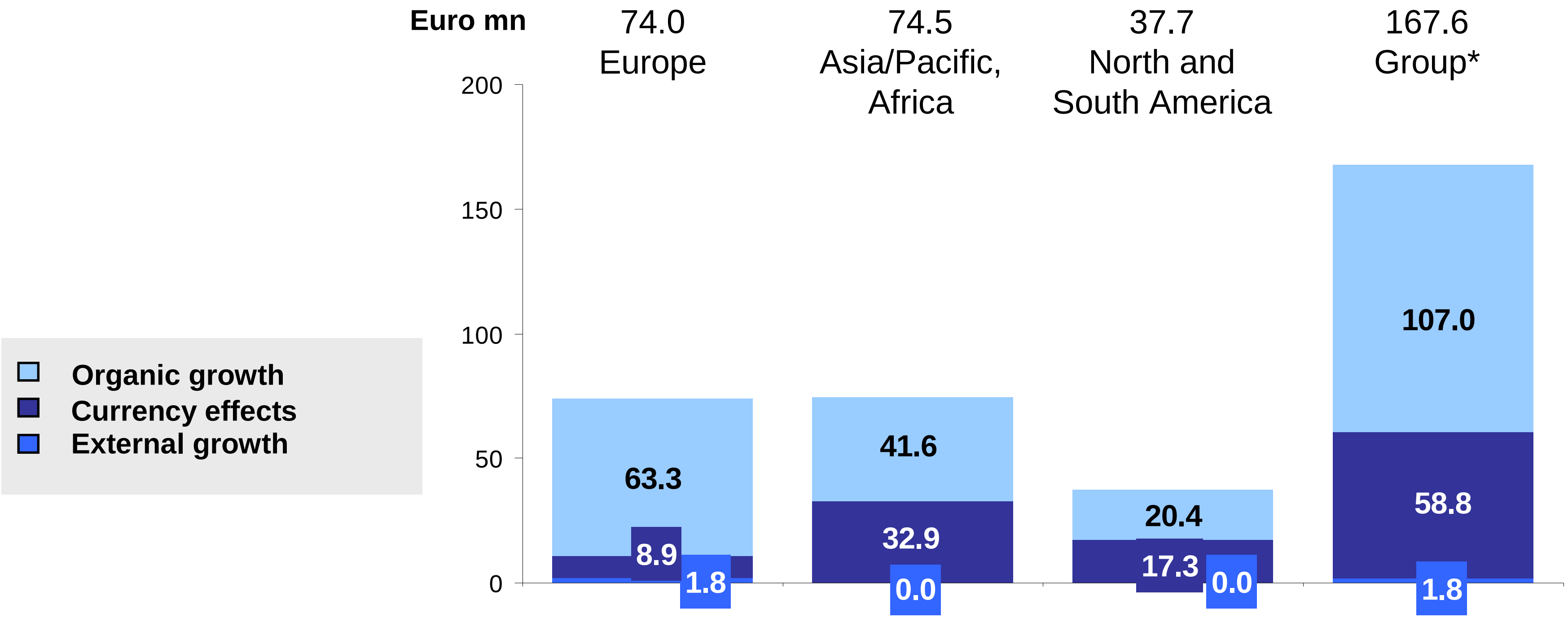

	Europe	Asia/Pacific, Africa	North and South America	Group*
△ Total growth in %	+7.4	+18.1	+13.3	+10.1
△ Organic growth in %	+6.3	+10.1	+7.2	+6.4

* incl. consolidation effects of -€18.6 mn

Profit and loss statement 2012

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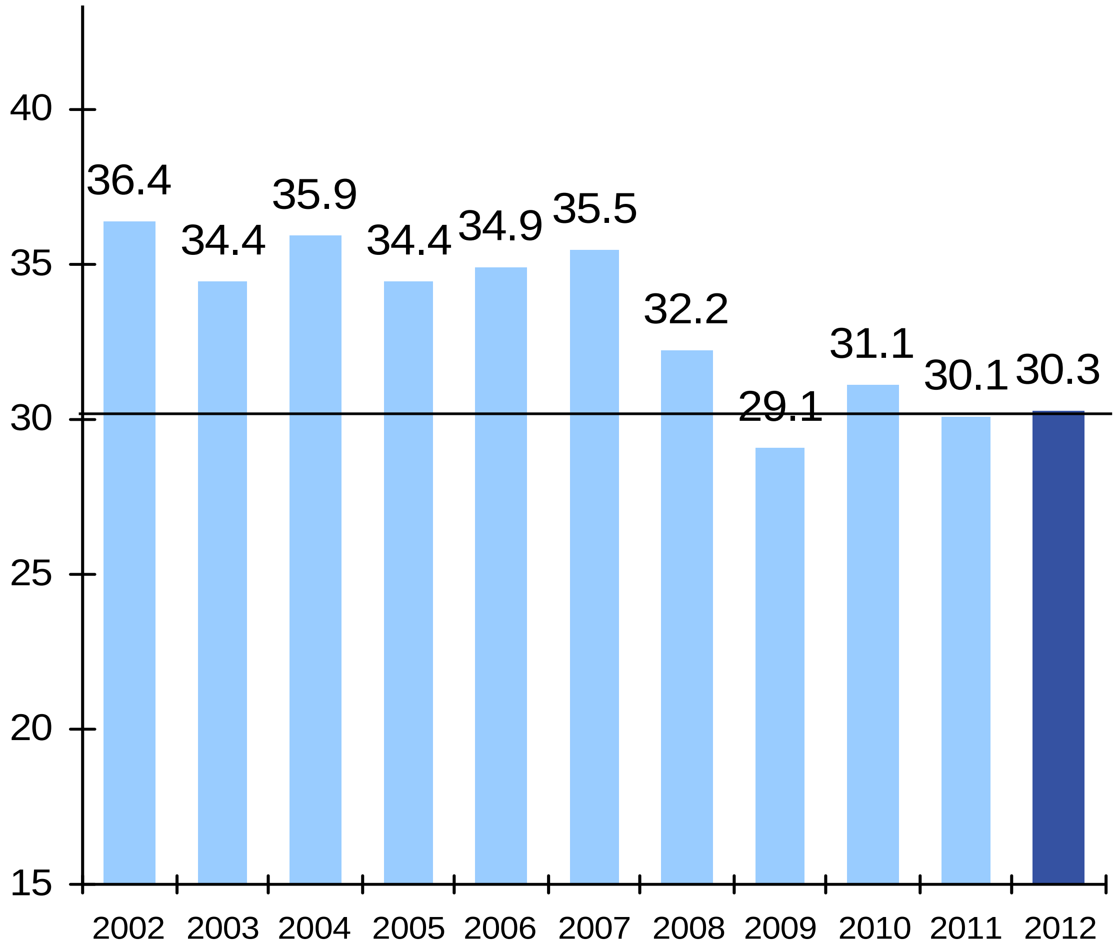
Further increase in profitability

Euro mn	2012	2011	Δ € mn	Δ %
Sales revenues	**1,819.1**	**1,651.5**	**167.6**	**10.1**
Gross profit	666.0 (36.6%)	604.6 (36.6%)	61.4	10.2
Sales, admin., R&D expenses	-376.1 (20.7%)	-346.7 (21.0%)	29.4	8.5
Other operating result	-11.1	0.5	-11.6	n.a.
EBIT before participations included at equity	278.8 (15.3%)	258.4 (15.6%)	20.4	7.9
Result from participations included at equity	14.2	5.1	9.1	178.4
Earnings before interest and tax (EBIT)	**293.0**	**263.5**	**29.5**	**11.2**
Financial result	-1.6	-3.7	2.1	-56.8
Taxes	84.1	76.7	7.4	9.6
Earnings after taxes	**207.3** (11.4%)	**183.1** (11.1%)	**24.2**	**13.2**

Tax rate has been stable at 30%*

Tax rate (in %)



* years 2002 – 2004 adjusted by planned goodwill amortization

Quarterly development 2012

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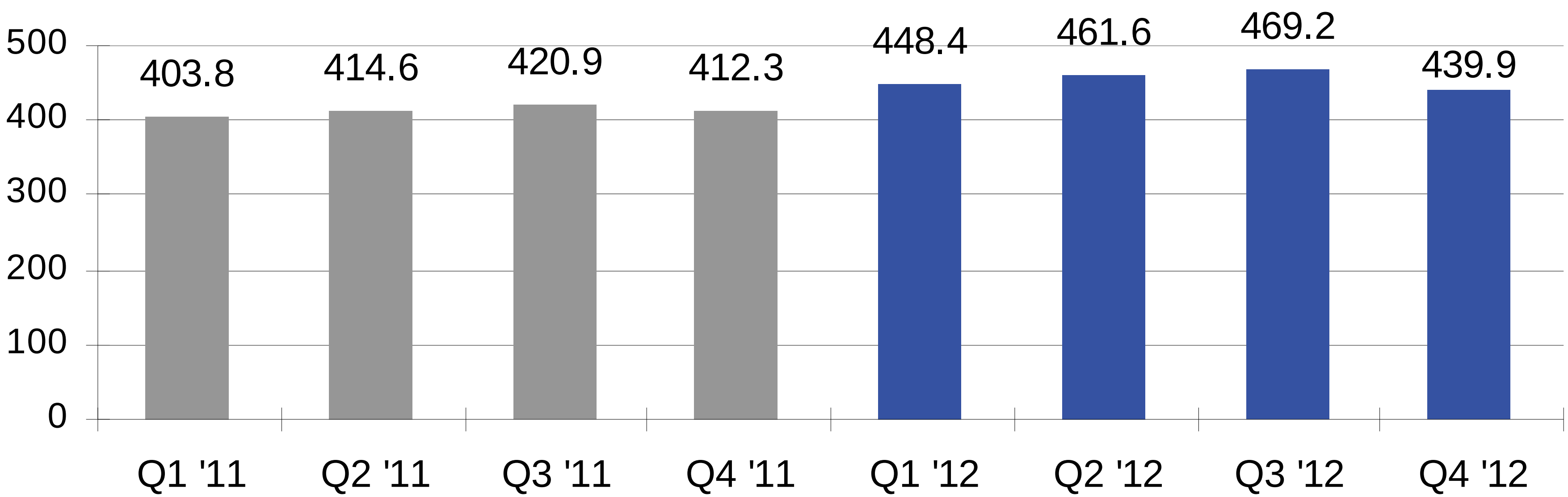
Quarterly sales revenues

Euro million



Previous year's figures have been adjusted for reasons of comparability

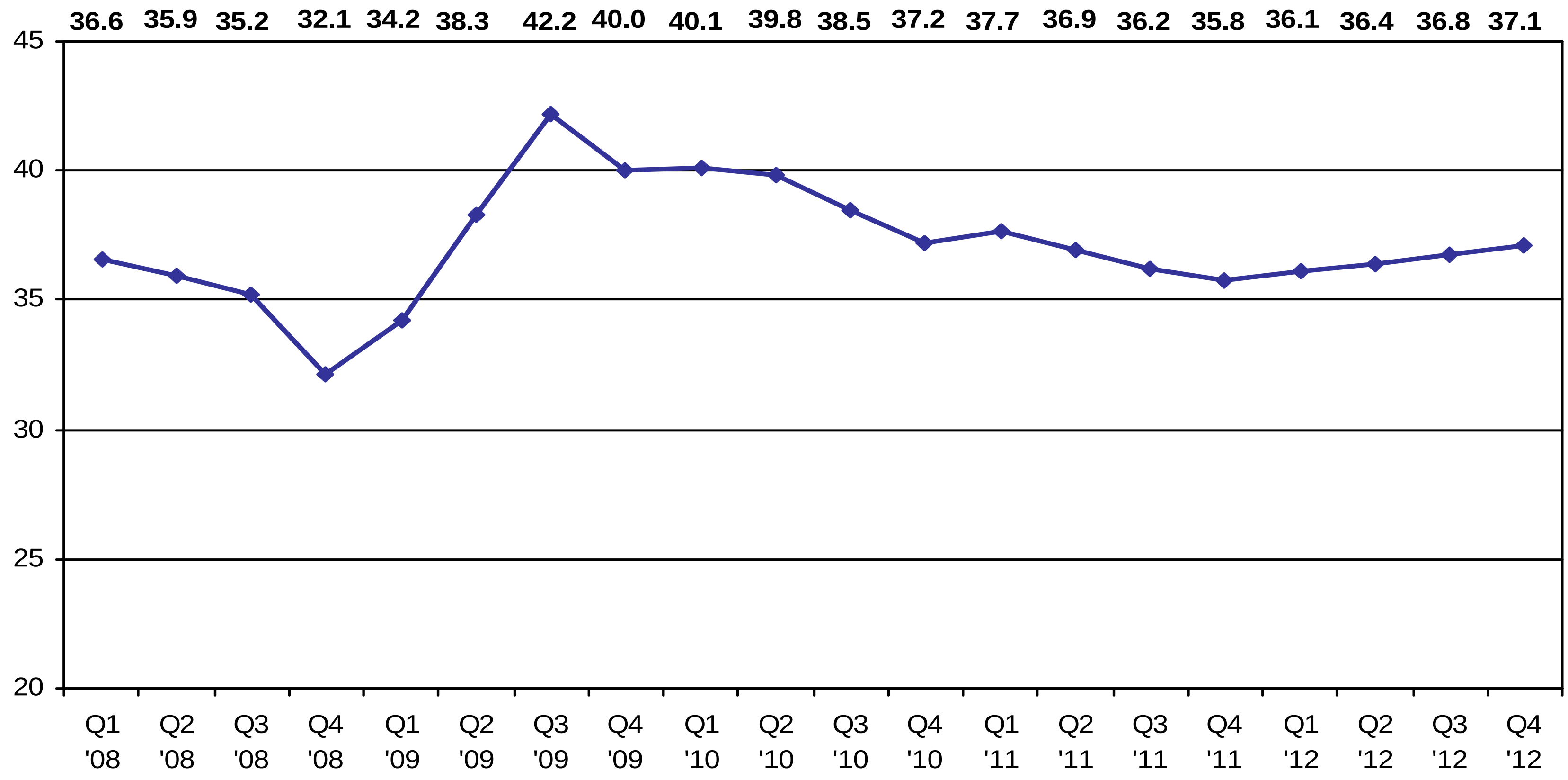
Gross profit increases quarter by quarter and reaches previous year's level

€ mn	Q1 12	Q2 12	Q3 12	Q4 12	2012	2011
Sales revenues	**448.4**	**461.6**	**469.2**	**439.9**	**1,819.1**	**1,651.5**
Gross profit	**161.9** ***(36.1%)***	**168.2** ***(36.4%)***	**172.9** ***(36.8%)***	**163.0** ***(37.1%)***	**666.0** ***(36.6%)***	**604.6** ***(36.6%)***
Sales, admin., R&D expenses	**92.2** ***(20.6%)***	**96.7** ***(20.9%)***	**95.6** ***(20.4%)***	**91.6** ***(20.8%)***	**376.1** ***(20.7%)***	**346.7** ***(21.0%)***
EBIT before income from particip.	**68.4** ***(15.3%)***	**69.5** ***(15.1%)***	**75.6** ***(16.1%)***	**65.3** ***(14.8%)***	**278.8** ***(15.3%)***	**258.4** ***(15.6%)***
EBIT	**72.5**	**72.9**	**78.8**	**68.8**	**293.0**	**263.5**
Earnings after tax	**51.5**	**50.4**	**55.0**	**50.4**	**207.3**	**183.1**
Net profit margin	***11.5%***	***10.9%***	***11.7%***	***11.5%***	***11.4%***	***11.1%***

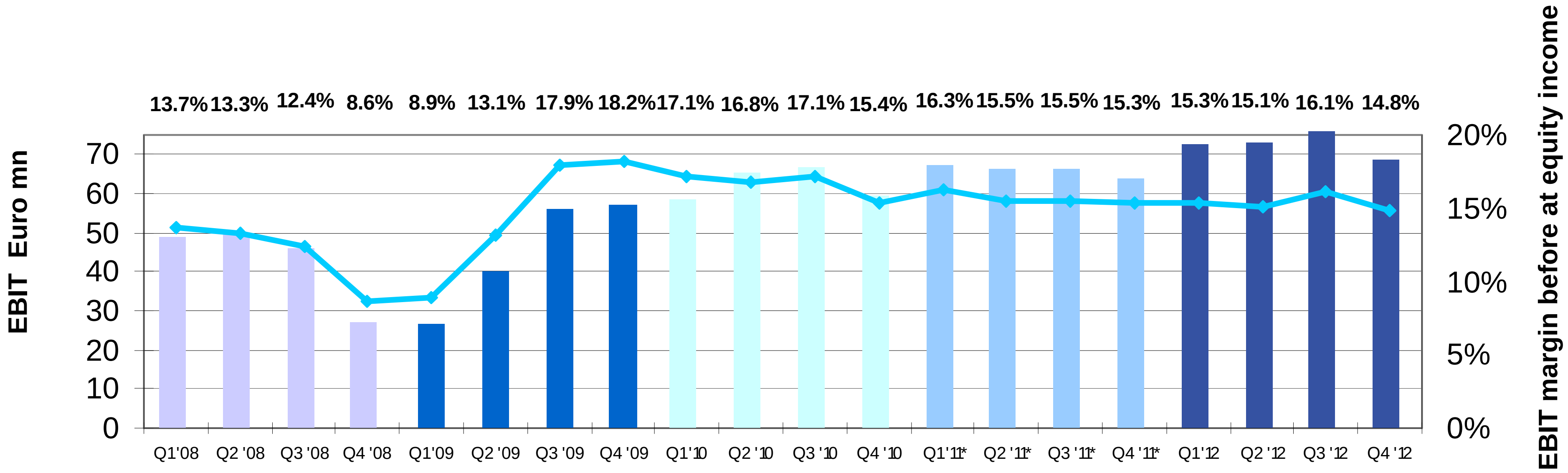
* comparable

2012 gross profit margin increases quarter by quarter

Gross profit margin
(as a percentage of sales)



Quarterly EBIT and quarterly EBIT margin before at equity income



* comparable

Balance sheet and cash flow

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Solid balance sheet – increase of equity ratio to 70.5% and net payment items of €134.8 million

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Euro mn	2007	2008	2009	2010	2011[3]	2012
Equity	325.9	315.3	392.9	546.5	658.2	781.7
Equity ratio	45.6%	44.8%	52.7%	61.1%	66.8%	70.5%
Return on equity (ROE)	37.1%	33.3%	35.3%	36.6%	31.0%	29.0%
Return on capital employed (ROCE)	38.3%	32.0%	32.8%	42.7%	39.1%	39.7%
Net debt[1] (-) / net cash (+)	-7.7	-104.6	+31.7	+72.4	+64.9	+134.8
EBIT/financial result[2]	23.2x	19.3x	25.7x	54.2x	72.8x	183.1x

[1] excl. pensions
[2] adjusted by participation write-offs
[3] comparable

Free cash flow more than doubled

Euro mn	**2012**	**2011**
Gross cash flow	219.0	134.9
Changes in net current assets	-24.9	-59.9
Changes in other current assets	9.0	14.2
Operating cash flow	203.1	89.2
Investments	-71.4	-37.0
Acquisitions	-0.9	-0.4
Other changes	9.6	7.2
Free cash flow	140.4	59.0

Net operating working capital (NOWC) at previous year's level

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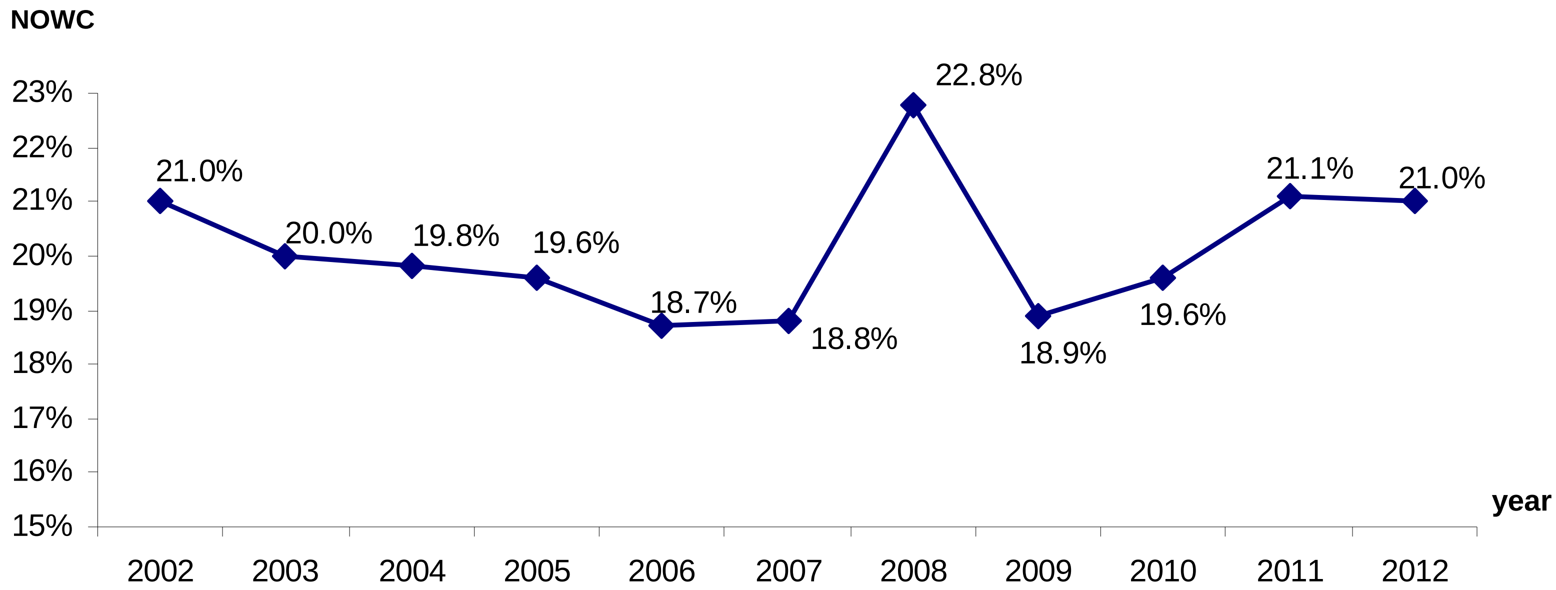
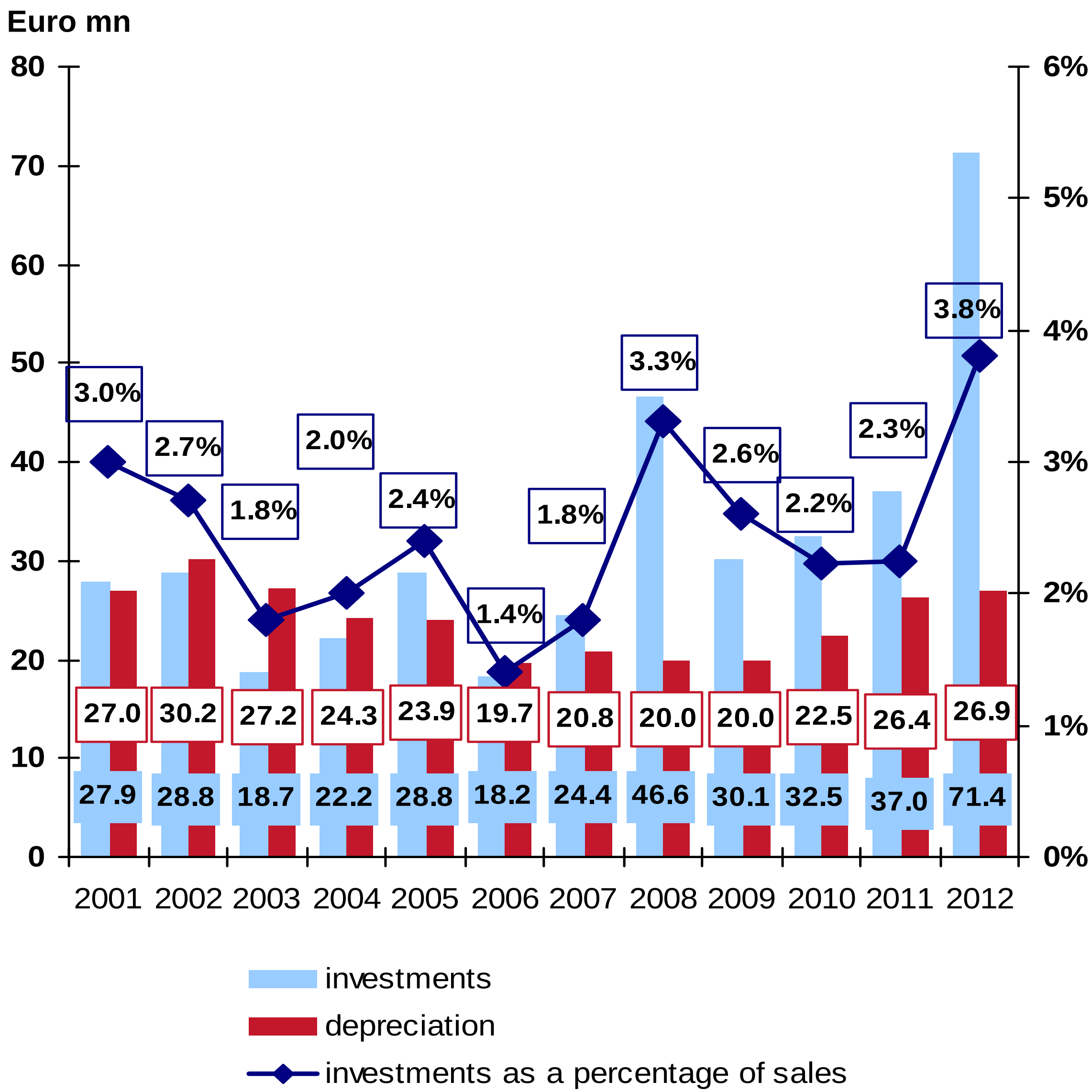
Year	2006	2007	2008	2009	2010	2011	2012
NOWC/sales(%)	18.7	18.8	22.8	18.9	19.6	21.1	21.0
NOWC(Euro mn)	242.3	251.3	283.5	229.9	294.1	347.4	369.9
Inventories/days	68	72	83	74	73	78	79
Debtors/days	57	55	52	51	54	55	52
Payables/days	51	50	37	46	44	44	39



Highest investment in the company's history

Apart from the construction of the new sites in growing regions such as Russia and China or the modernization of existing plants such as in the U.S., we have inaugurated the new research and development centre in Mannheim.



Major projects

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Germany: Kaiserslautern

Germany: Mannheim

Germany: Mannheim

Germany: Kiel

CHINA: Shanghai (2008)

India: Mumbai (2010)

CASSIDA

Russia: Kaluga (2011/2012)

Regions

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Regional sales revenues and EBIT in 2012*

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Euro mn
(variance to LY %)

Asia-Pacific, Africa*

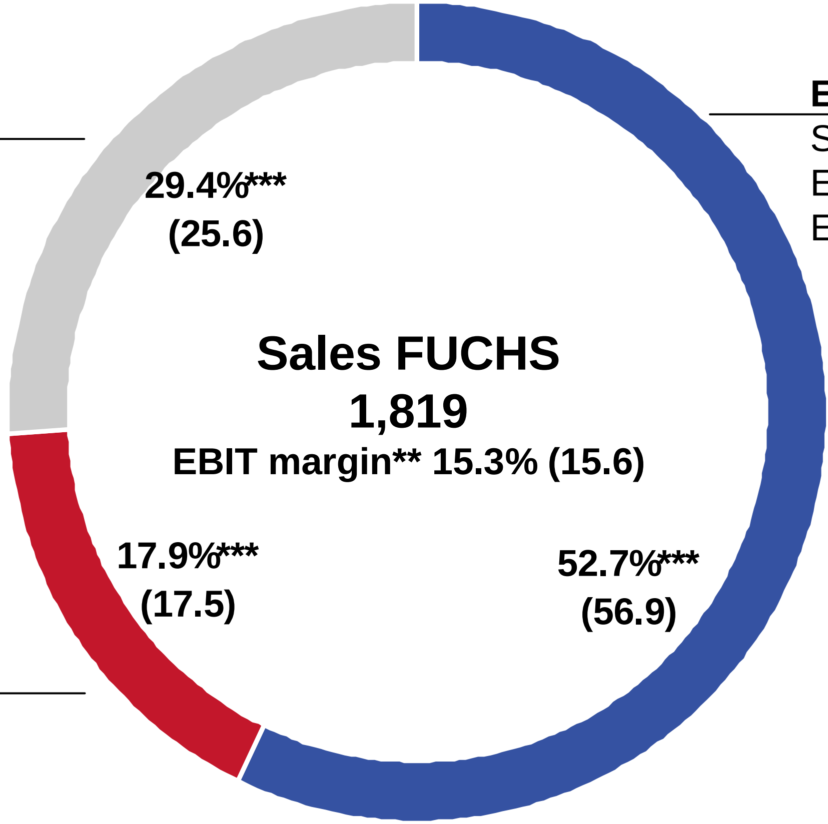
Sales	486.8	+18.1%
EBIT	96.3	+33.2%
EBIT margin**	17.1% (16.6)	

Europe*

Sales	1,080.7	+7.4%
EBIT	133.6	+1.4%
EBIT margin**	12.3% (13.0)	

North and South America*

Sales	320.3	+13.3%
EBIT	67.5	+ 7.0%
EBIT margin**	21.1% (22.3)	



* companies' locations
** before at equity
***customers' locations

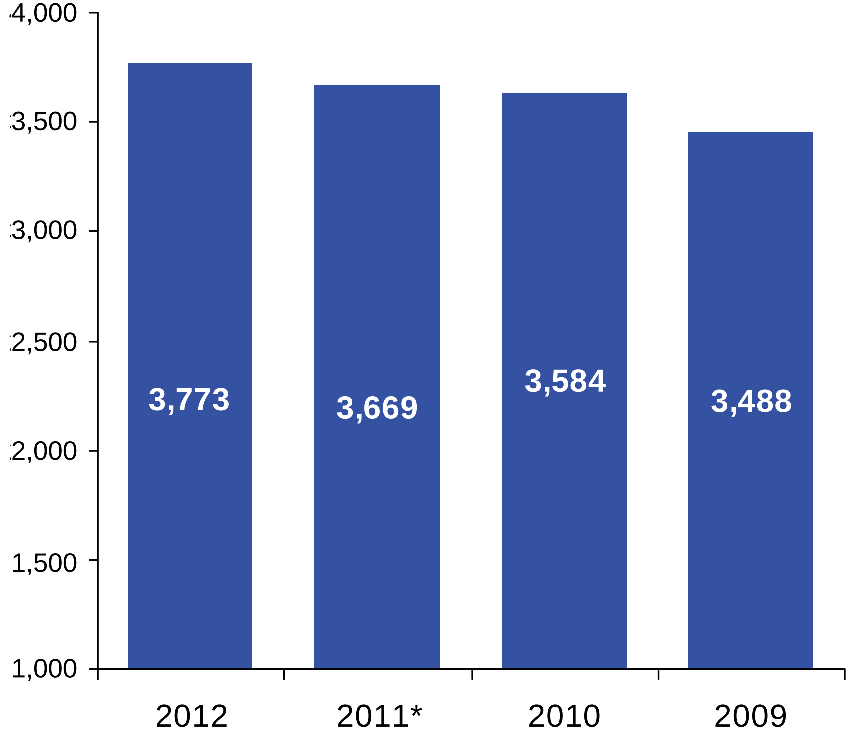
Employees

FUCHS is expanding with an increased focus on personnel development

FUCHS is expanding and acquired 285 employees since 2009.

We have budgeted for another increase in 2013.

Number of employees (on 31 Dec.)



* comparable to 2012

Outlook

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Outlook for the FUCHS Group

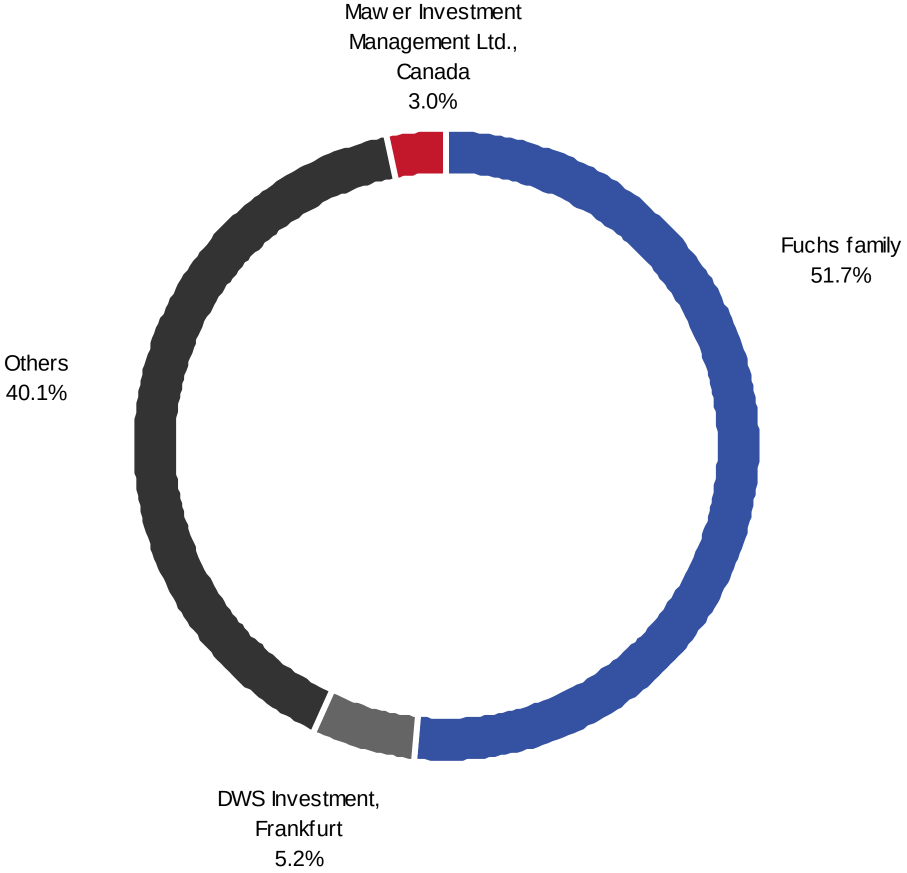
Outlook year 2013

- The Group is planning for organic growth in 2013 in the low single-digit percent range. To what extent external growth will be possible through acquisitions or whether sales revenues will be influenced by changes in currency exchange rates remains to be seen.
- The Group anticipates a further increase in earnings before interest and tax (EBIT), profit after tax, and earnings per share in 2013.
- In 2013, the Group is planning capital expenditure at the same level as 2012.
- FUCHS also wants to generate a significant premium on the cost of capital (FVA) in 2013.

Shareholder structure

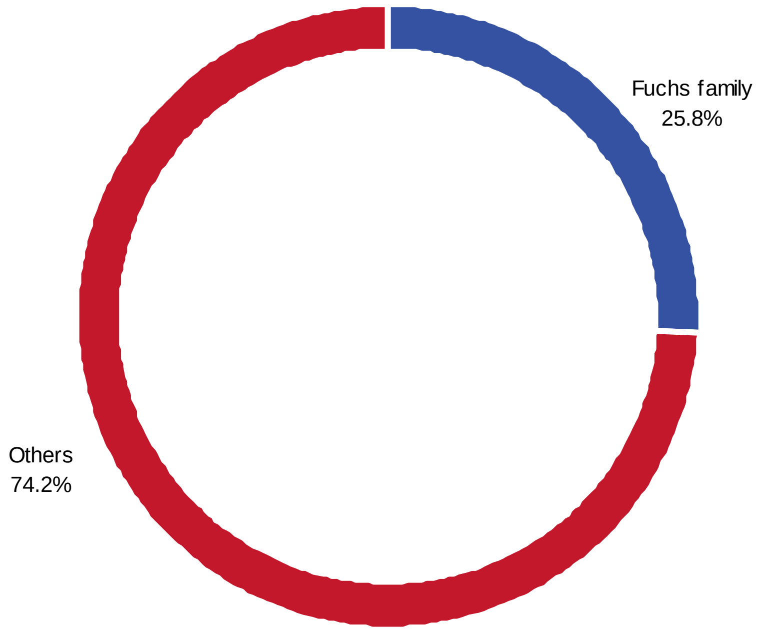
Shareholder structure as of 31 December 2012

Ordinary shares in %



Base: 35,490,000 shares (ordinary shares)

Total equity in %



Base: 70,980,000 shares (ordinary and preference shares)

Disclaimer

This presentation contains statements about future development that are based on assumptions and estimates by the management of FUCHS PETROLUB AG. 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 to the overall economic climate, changes to exchange rates and interest rates and changes in the lubricants industry. FUCHS PETROLUB AG provides no guarantee that future developments and the results actually achieved in the future will agree with the assumptions and estimates set out in this presentation and assumes no liability for such.