

# FUCHS PETROLUB SE

## Q3/2014

Dr. Alexander Selent, Vice Chairman & CFO  
Reiner Schmidt, Member of the Group Management Committee  
Dagmar Steinert, Head of Investor Relations

Mannheim, 31 October 2014



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TECHNOLOGY.  
PEOPLE.



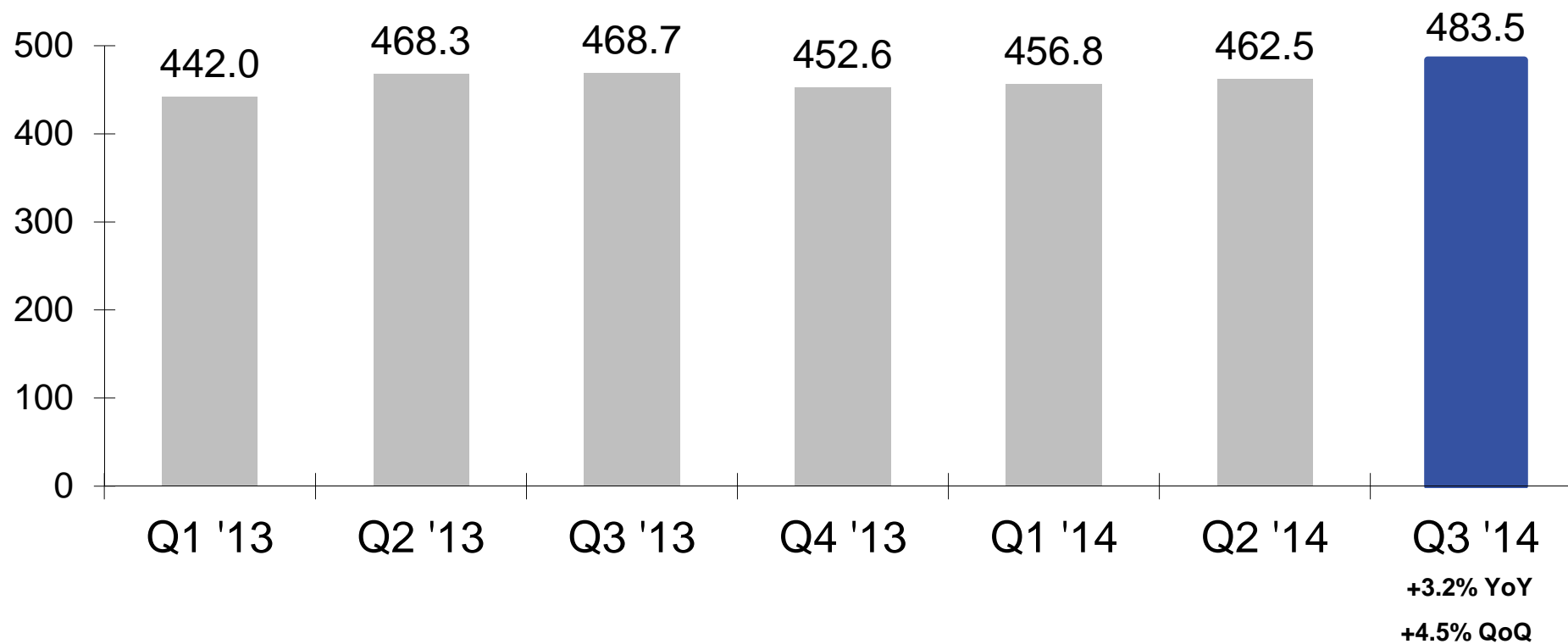
- Sales revenues up by just under 2% to €1.4 billion (+4% currency adjusted)
- At €236 million, earnings before interest and tax (EBIT) at previous year's level
- Free cash flow increased to €108 million
- Earnings forecast confirmed

# Q3/2014: Record sales revenues



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€ mn

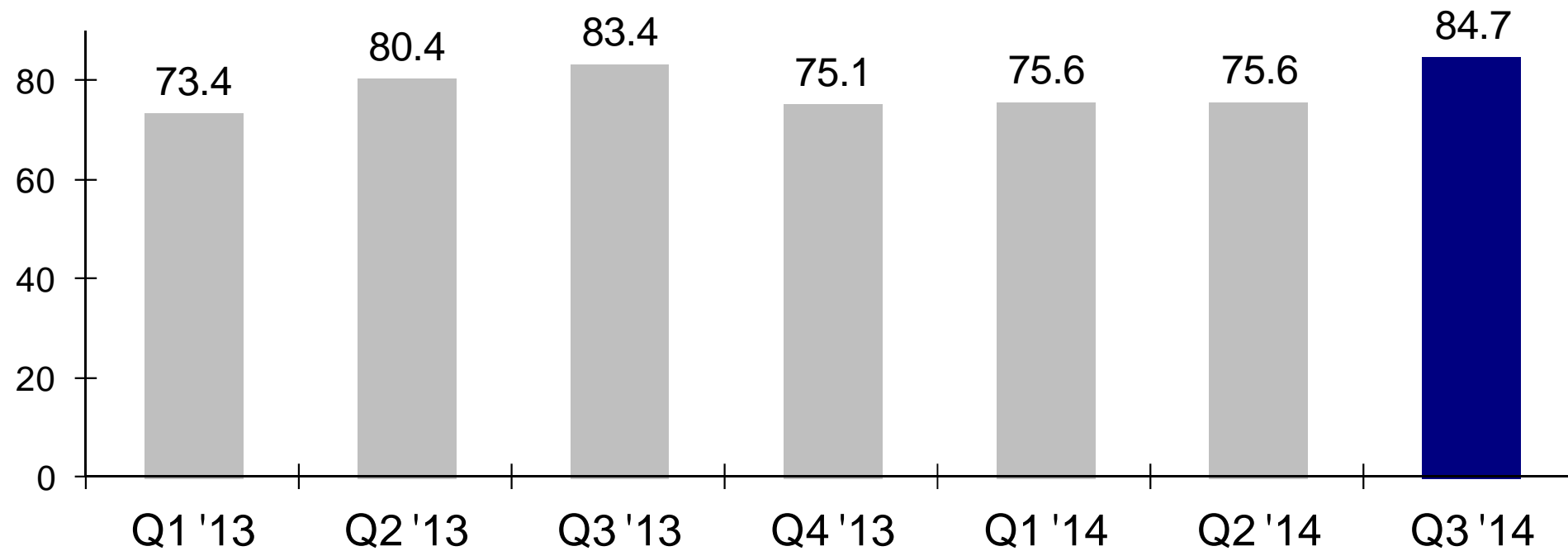


# Q3/2014: Record EBIT



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€ mn

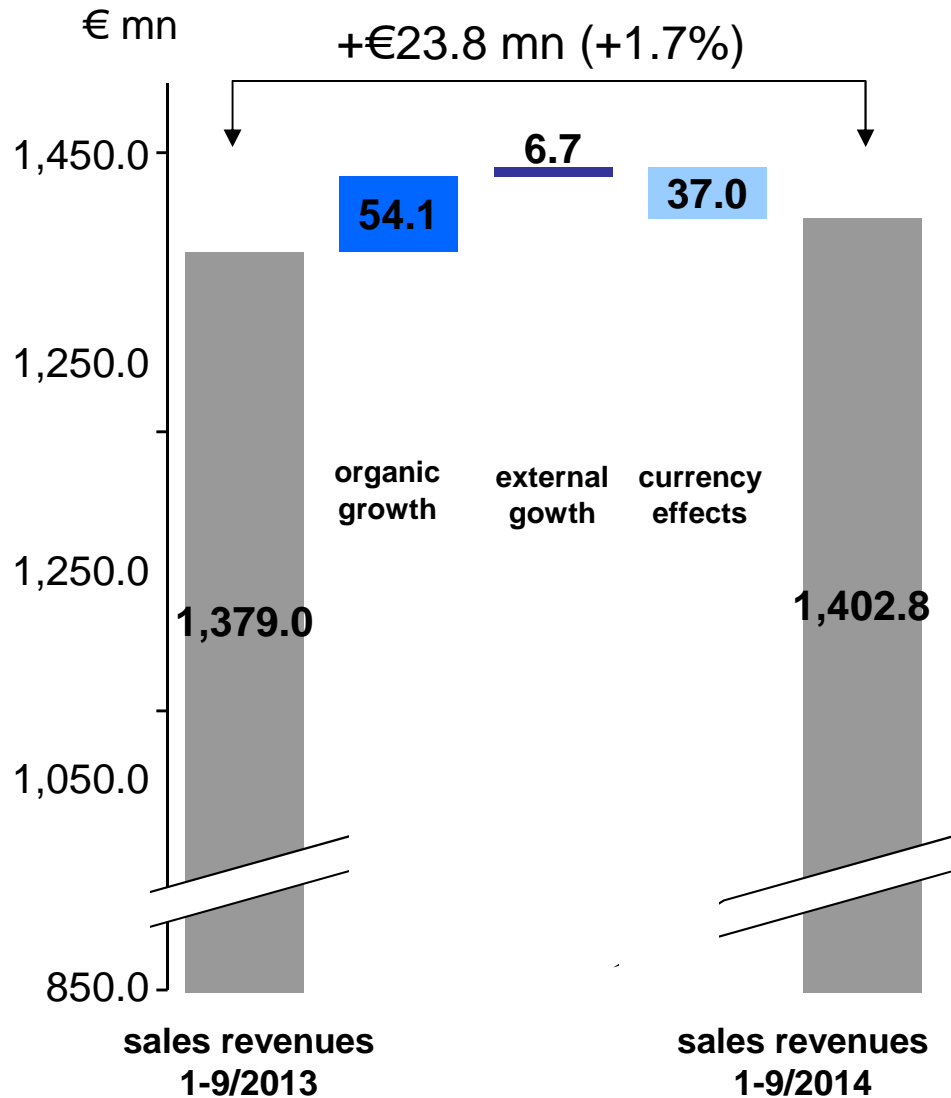


+ 1.6% YoY  
+ 12.0% QoQ

1-9/2014: FUCHS recorded organic growth in sales revenues of 3.9%. The increase in sales volumes was largely compensated by currency effects.



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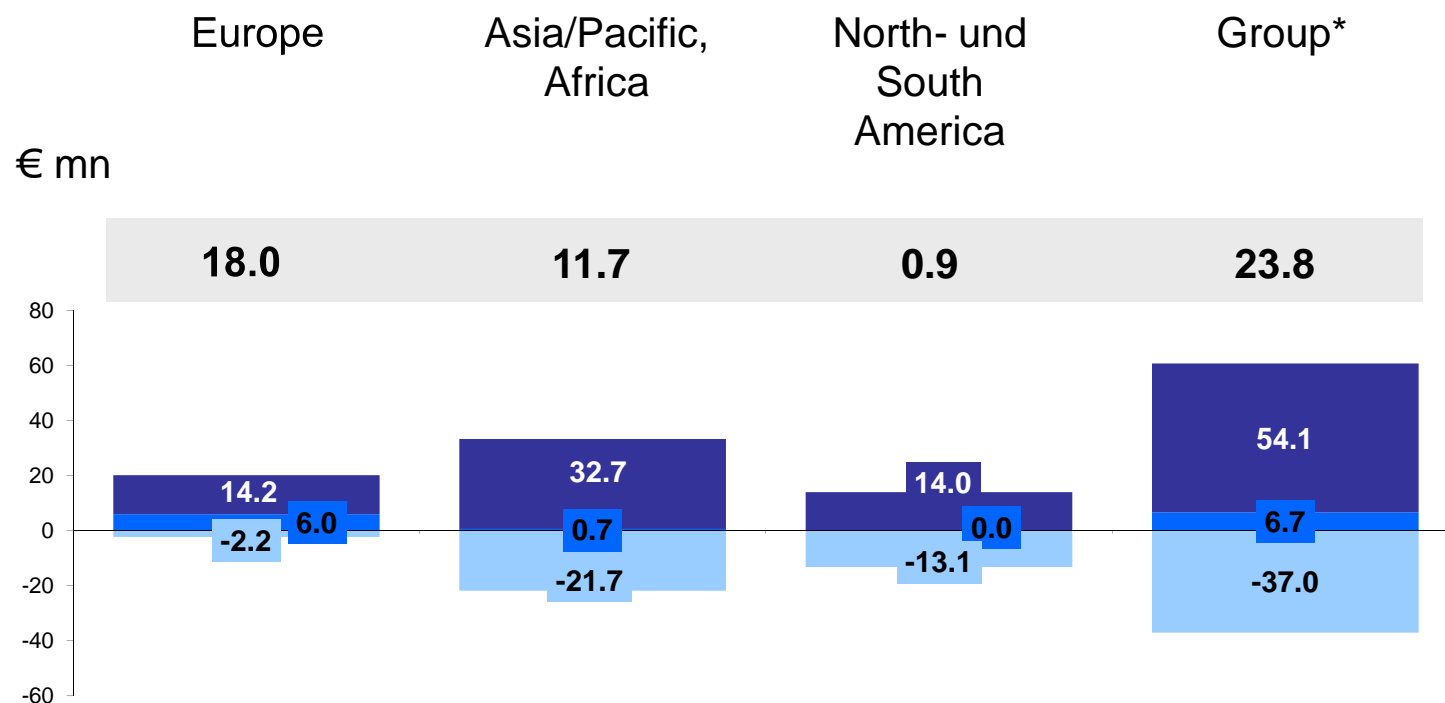
- Organic growth of 3.9% or €54.1 mn
- External growth of 0.5% or €6.7 mn
- Currency effects of -2.7% or -€37.0 mn

# 1-9/2014: All three world regions contribute to the organic growth



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## Regional sales growth 1-9/2014



	Europe	Asia/Pacific, Africa	North- und South America	Group*
△ Total growth	+ 2.1%	+ 3.2%	+ 0.4%	+ 1.7%
△ Organic growth	+ 1.7%	+ 8.9%	+ 6.0%	+ 3.9%
△ Currency effects	- 0.3%	- 5.9%	- 5.6%	- 2.7%
△ External growth	+ 0.7%	+ 0,2%	0.0%	+ 0.5%

\* Consolidation effect -€6,8 mn

1-9/2014: At €236 million, EBIT reach previous year's record level



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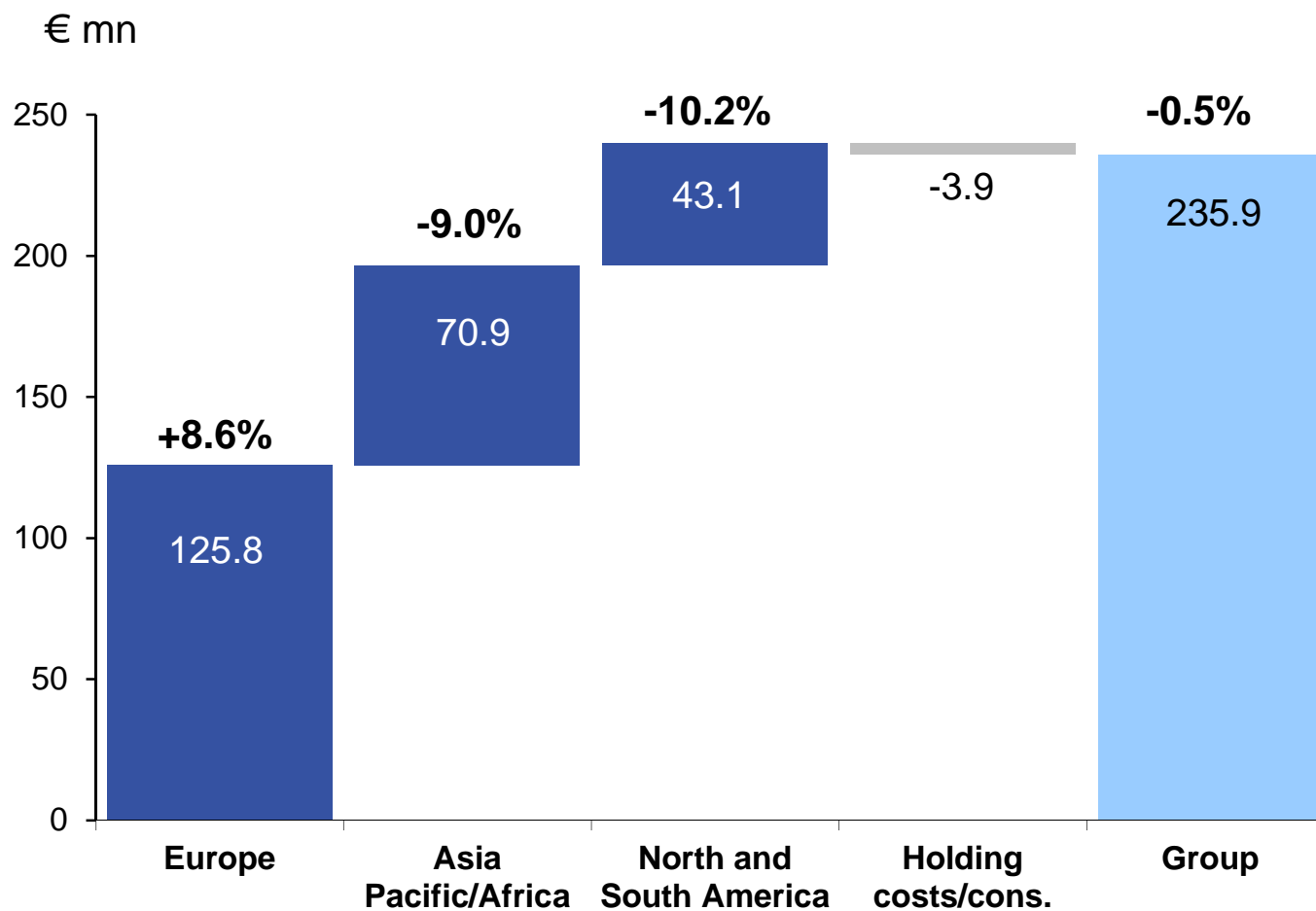
€ mn	1-9/2014	1-9/2013	Variance	
<b>Sales revenues</b>	<b>1,402.8</b>	<b>1,379.0</b>	<b>23.8</b>	<b>1.7%</b>
<b>Gross profit</b>	<b>522.7</b>	<b>520.7</b>	<b>2.0</b>	<b>0.4%</b>
<i>Gross profit margin</i>	<i>37.3%</i>	<i>37.8%</i>		
<b>Admin., sales, R&amp;D and other net operating expenses</b>	<b>295.8</b>	<b>293.6</b>	<b>2.2</b>	<b>0.7%</b>
<i>Expenses as a percentage of sales</i>	<i>21.1%</i>	<i>21.3%</i>		
<b>EBIT before at equity income</b>	<b>226.9</b>	<b>227.1</b>	<b>-0.2</b>	<b>-0.1%</b>
<i>EBIT margin before at equity income</i>	<i>16.2%</i>	<i>16.5%</i>		
<b>Income from at equity</b>	<b>9.0</b>	<b>10.1</b>	<b>-1.1</b>	<b>-10.9%</b>
<b>EBIT</b>	<b>235.9</b>	<b>237.2</b>	<b>-1.3</b>	<b>-0.5%</b>
<b>Earnings after tax</b>	<b>164.1</b>	<b>165.6</b>	<b>-1.5</b>	<b>-0.9%</b>
<i>Net profit margin</i>	<i>11.7%</i>	<i>12.0%</i>		
<b>Earnings per share</b>				
<b>Ordinary</b>	<b>1.17</b>	<b>1.16</b>	<b>0.01</b>	<b>0.9%</b>
<b>Preference</b>	<b>1.18</b>	<b>1.17</b>	<b>0.01</b>	<b>0.9%</b>

# 1-9/2014: EBIT growth in Europe compensates negative currency effects in Australia, South Africa and South America



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EBIT  
1-9/2014



EBIT margin before  
at equity income  
(previous year)

14.6%  
(13.8)

16.7%  
(18.8)

18.3%  
(20.4)

16.2%  
(16.5)



## 1-9/2014: Free cash flow increased



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€ mn	1-9/2014	1-9/2013
<b>Gross cash flow</b>	<b>175.3</b>	<b>167.7</b>
Change in working capital	-40.9	-23.5
Other changes	5,7	3.0
<b>Operating cash flow</b>	<b>140.1</b>	<b>147.2</b>
Capex (incl. financial investment)	-45.6	-51.2
Other changes	13.4	4.1
<b>Free cash flow</b>	<b>107.9</b>	<b>100.1</b>

# Capex and two smaller acquisitions

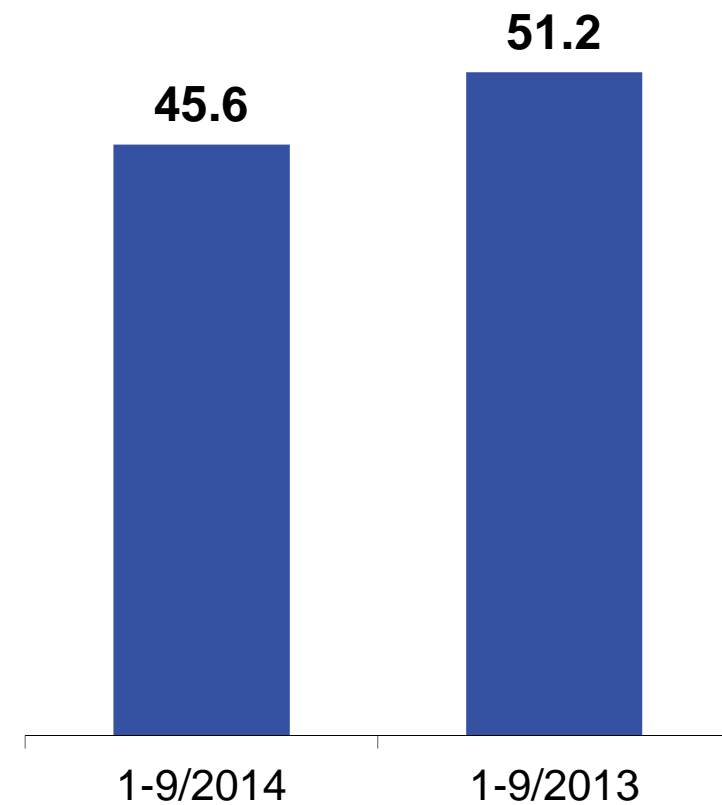


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€ mn

Key investments were made in Germany, China, Australia and the U.S.

Acquisition of two smaller companies.



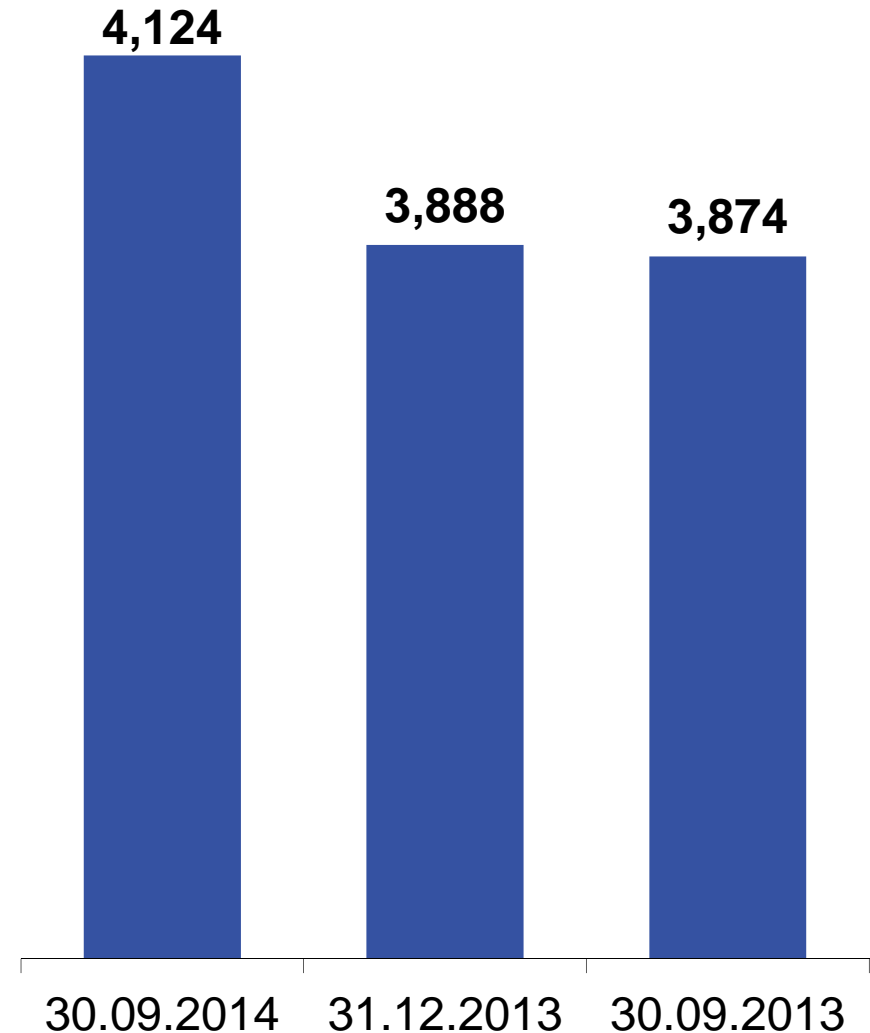
# Increase in employees



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236 more people since beginning of the year.

Approximately half of the new employees can be attributed to the acquisitions in South Africa and Great Britain.





- FUCHS forecasts an organic sales growth in the low single-figure percentage range for 2014
- We expect to repeat the record EBIT of the previous year
- Capex in the 4<sup>th</sup> quarter will be above the average we have seen so far
- Free cash flow should at least reach the previous year's level

# Thank you for your attention



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**FUCHS PETROLUB SE**

**Investor Relations**

**Friesenheimer Str. 17**

**68169 Mannheim**

**Telefon +49 (0)621 3802 1201, Fax +49 (0)621 3802 7274**

**[ir@fuchs-oil.de](mailto:ir@fuchs-oil.de), [www.fuchs-oil.com](http://www.fuchs-oil.com)**

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