



FUCHS PETROLUB / Q1 2014 Conference Call

Dr. Alexander Selent, Vice Chairman & CFO
Dagmar Steinert, Head of Investor Relations

Mannheim, 5 May 2014



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- Dr. Georg Lingg, responsible for the region Asia-Pacific/Africa, will leave FUCHS PETROLUB in the middle of this year
 - After 19 years in the company and 10 years on the Board of Directors, he seeks new challenges outside of the lubricants industry.
 - The Supervisory Board and the Board of Directors thank him for his loyalty and commitment and wish him all the best for the future.

- The Board of Directors of FUCHS PETROLUB will be reduced from 5 to 4 members
 - Stefan Fuchs will take over the responsibility of the world region Asia-Pacific
 - Dr. Alexander Selent for the region Africa and Near- and Middle East.
 - Dr. Ralph Rheinboldt for the global speciality business FUCHS LUBRITECH
 - Dr. Lutz Lindemann for the International Mining division

Good start into the year 2014



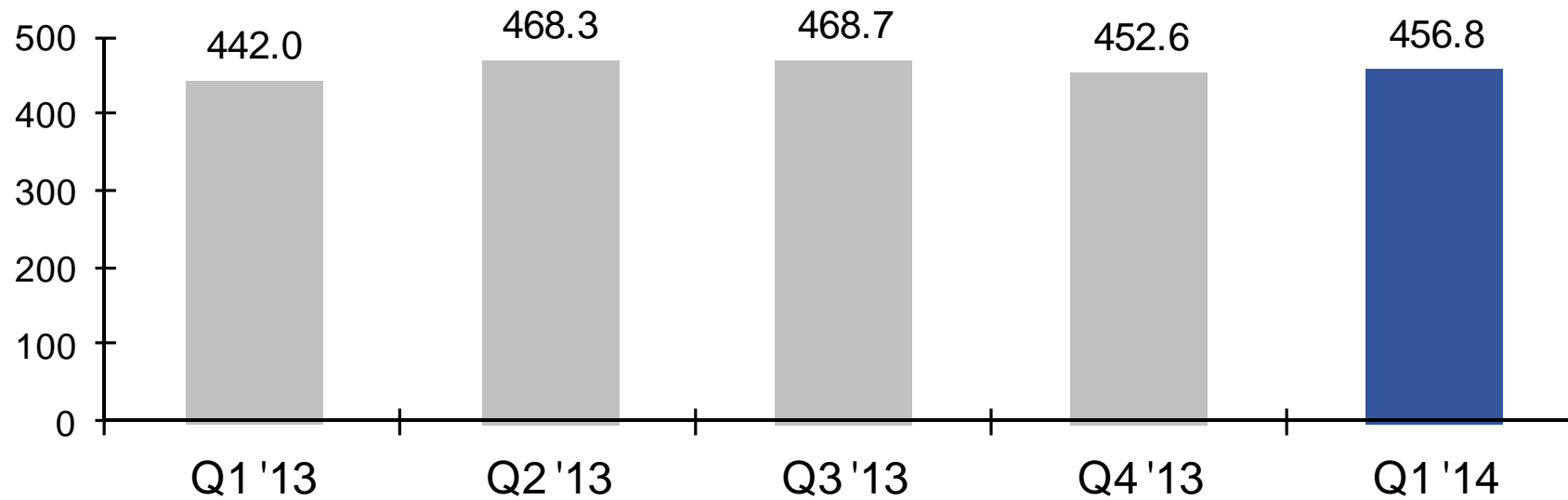
- Sales revenues up 3.3% despite unfavorable currency effects
- Earnings before interest and tax (EBIT) increase by 3.0% to €75.6 mn
- Outlook for the financial year confirmed

Sales revenues up 3.3% despite unfavorable currency effects



Sales Revenues

€ mn



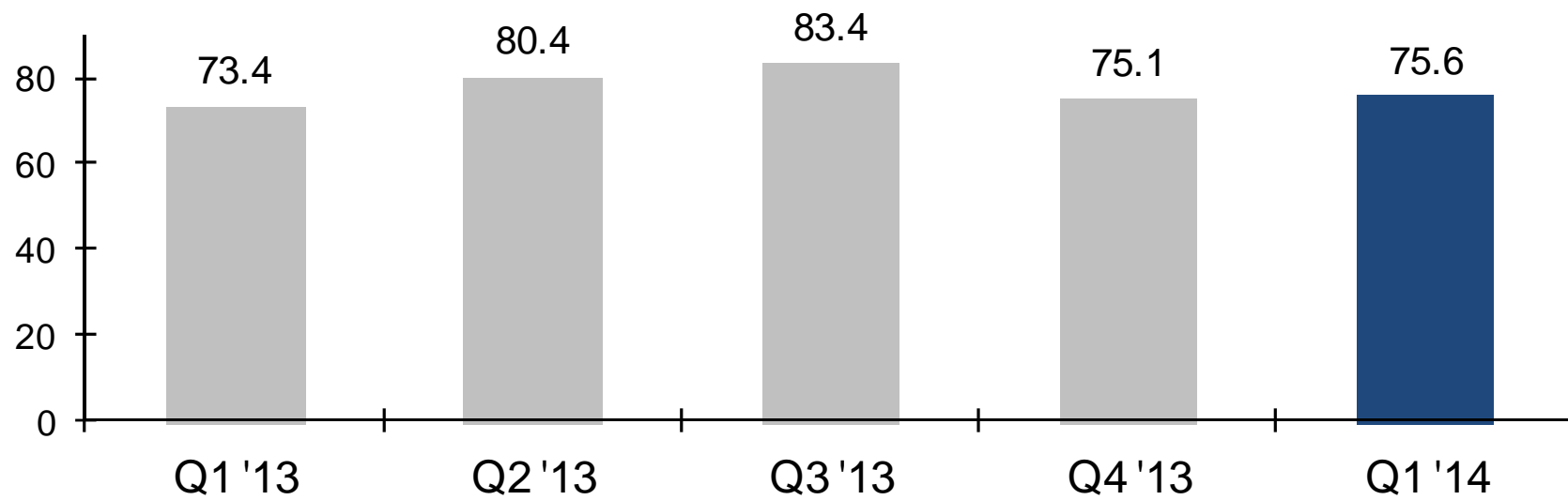
+3.3% YoY

+0.9% QoQ

EBIT increased by 3.0%

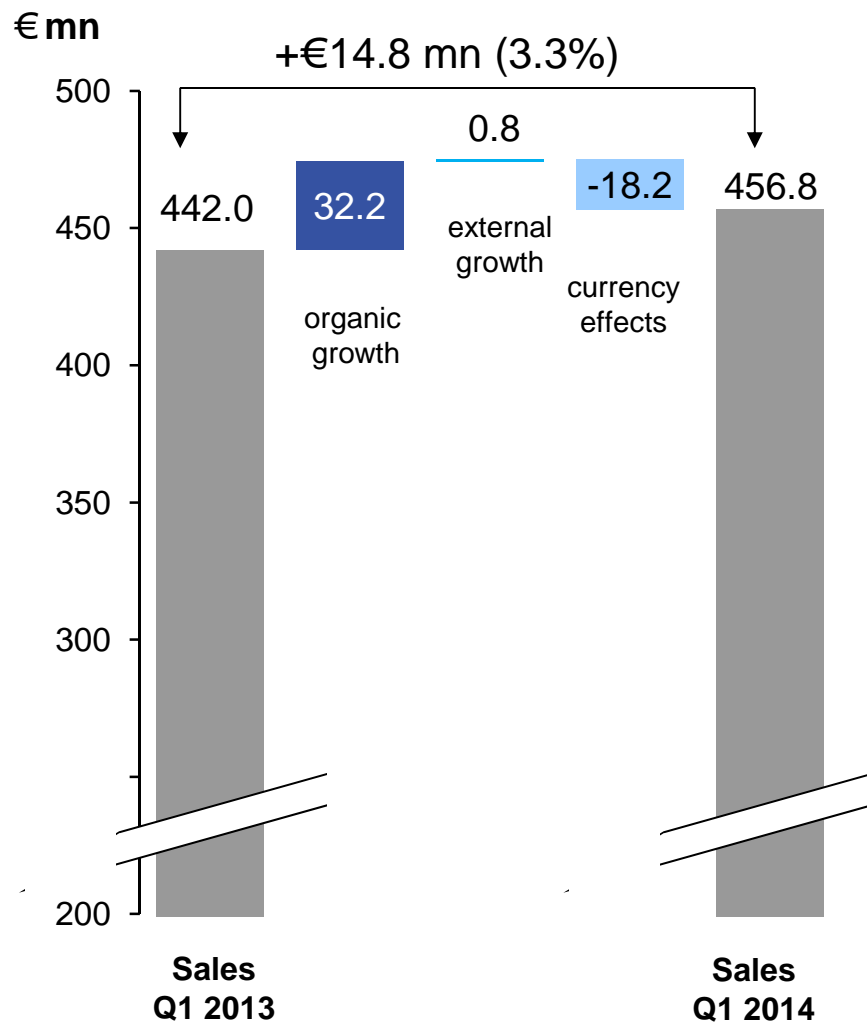


EBIT (€ mn) – quarterly development



+3.0% YoY
+0.7% QoQ

Sales revenues increased organically by 7.3%

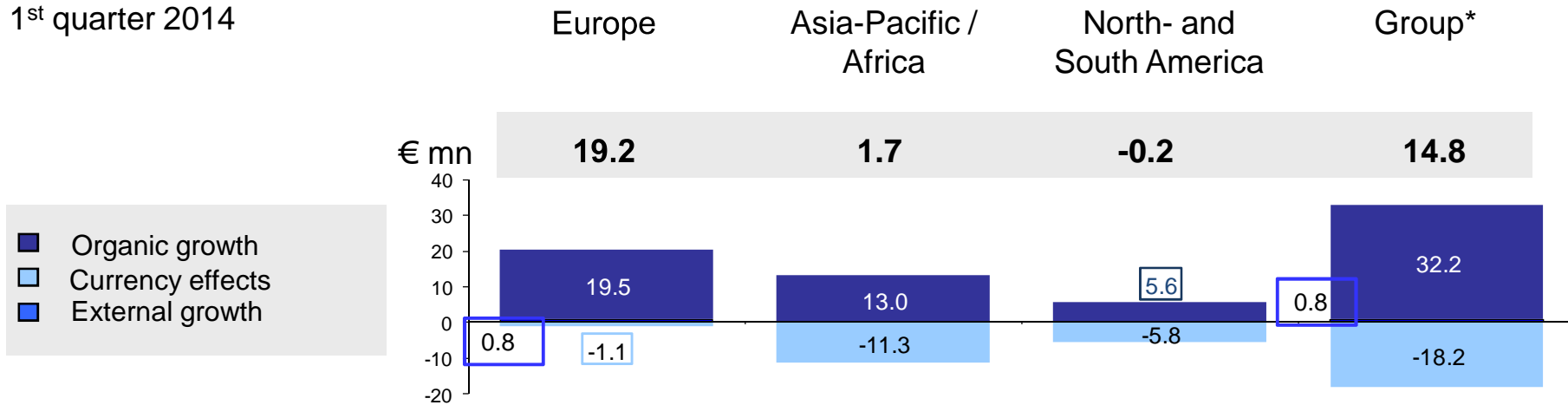


- Organic growth 7.3% or €32.2 mn
- External growth 0.2% or €0.8 mn
- Currency effects -4.2% or -€18.2 mn

Organic growth rose considerably in all three regions



Regional sales growth 1st quarter 2014



	Europe	Asia-Pacific / Africa	North- and South America	Group*
△ Total growth	+7.2%	+1.4%	-0.3%	+3.3%
△ Organic growth	+7.4%	+11.0%	+7.4%	+7.3%
△ Currency effects	-0.5%	-9.6%	-7.7%	-4.2%

* Consolidation effect -€5.9 mn

EBIT before income from at equity developed in the same manner as sales revenues

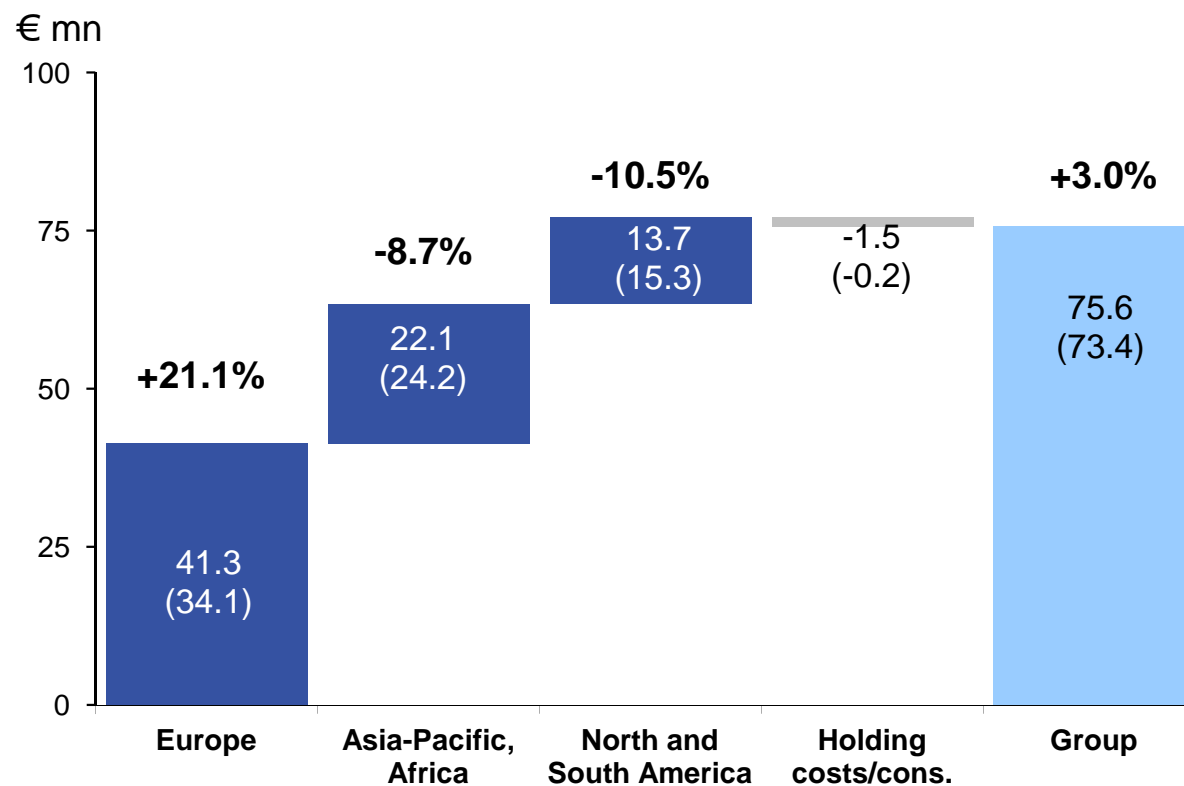


€ mn	Q 1 2014	Q 1 2013	Variance	
Sales revenues	456.8	442.0	14.8	3.3%
Gross profit	170.9	165.6	5.3	3.2%
<i>Gross profit margin</i>	<i>37.4%</i>	<i>37.5%</i>		
Sales, admin., R&D and other net expenses	98.3	95.4	2.9	3.0%
<i>Expenses as a percentage of sales</i>	<i>21.5%</i>	<i>21.6%</i>		
EBIT before income from at equity	72.6	70.2	2.4	3.4%
<i>EBIT margin before income from at equity</i>	<i>15.9%</i>	<i>15.9%</i>		
Income from at equity	3.0	3.2	-0.2	
EBIT	75.6	73.4	2.2	3.0%
Earnings after tax	52.8	51.6	1.2	2.3%
<i>Net profit margin</i>	<i>11.6%</i>	<i>11.7%</i>		
Earnings per share				
Ordinary	0.75	0.72	0.03	4.2%
Preference	0.76	0.73	0.03	4.1%

The regional results show increased segment earnings for Europe and decreased segment earnings for the other two regions.



1st quarter 2014



EBIT margin before income from at equity (previous year)

14.3%	16.4%	18.2%	15.9%
(12.7)	(18.1)	(20.2)	(15.9)

Net operating working capital increased as expected



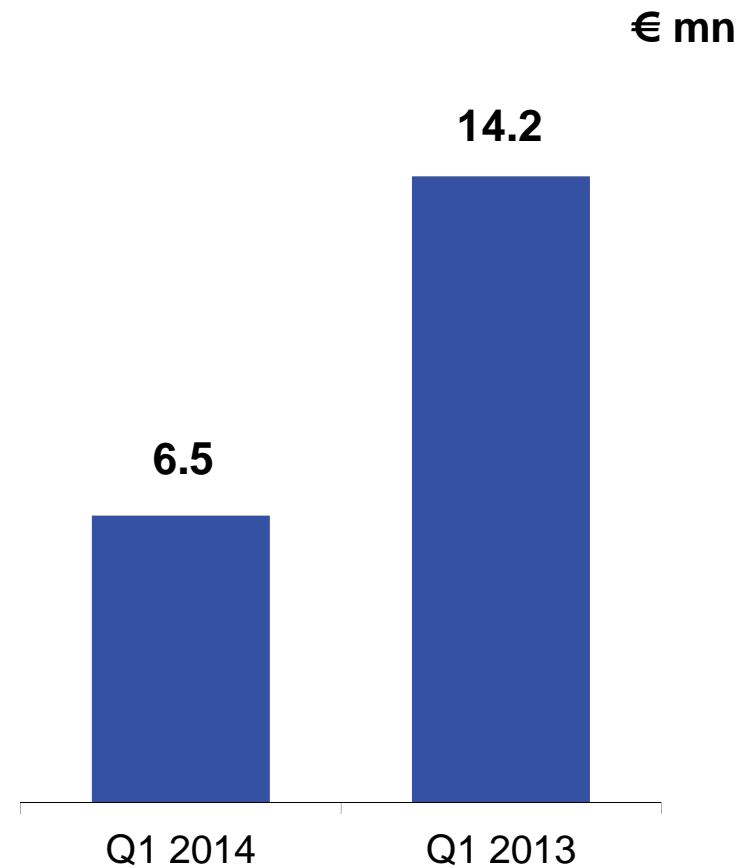
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€ mn	Q1 2014	Q1 2013
Gross cash flow	57.5	52.6
Changes in net operating working capital	-32.1	-10.8
Other changes	3.6	1.4
Operating cash flow	29.0	43.2
Capex	-6.5	-14.2
Other changes	3.3	1.5
Free cash flow	25.8	30.5



Key investments

Primarily in Germany, China and the USA. For the following quarters, we expect higher capital expenditures for our projects in Brazil, Australia and the USA that are currently being prepared.

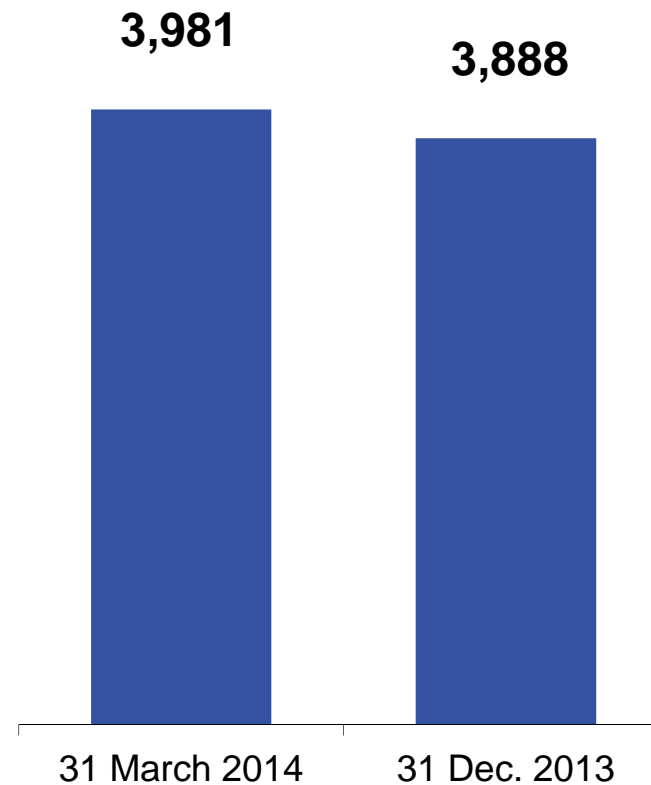


Further personnel with focus on sales and technical



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The number of employees has grown by 93 people since the beginning of the year. The new hires were made mainly in Asia-Pacific, Africa and Europe.



Outlook for the year 2014

- The forecast for organic growth in the low single-figure percentage range for the year remains in place. The Executive Board does not expect to be able to maintain the growth rates recorded in the first quarter.
- The forecast for an increase in EBIT by a low single-figure percentage continues to apply.
- Capital expenditure is also likely to increase in subsequent months, although net operating working capital (NOWC) should show no further significant increase. Taking into account the anticipated earnings development, we therefore once again expect to record free cash flow in the three-digit million range for 2014.

Thank you for your attention



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