



FUCHS PETROLUB SE
**The leading independent lubricants
manufacturer of the world**

Stefan Fuchs, CEO
Dagmar Steinert, Head of Investor Relations
German, Swiss & Austrian Conference, Berlin
June 11, 2014



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FUCHS

business model & strategic position



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The leading independent lubricants manufacturer of the world



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- Founded in 1931
- 2013 sales revenues: €1.8 bn
- 2013: 3,888 employees in 36 countries
- 31 production facilities
- 100,000 customers in more than 150 countries
- Member of the MDAX, DAXplus Family 30 and STOXX Europe 600



- FUCHS is fully focussed on lubricants
- Technology, innovation and specialisation leadership
- Independence allows customer and market proximity
- FUCHS is a full-line supplier
- Global presence

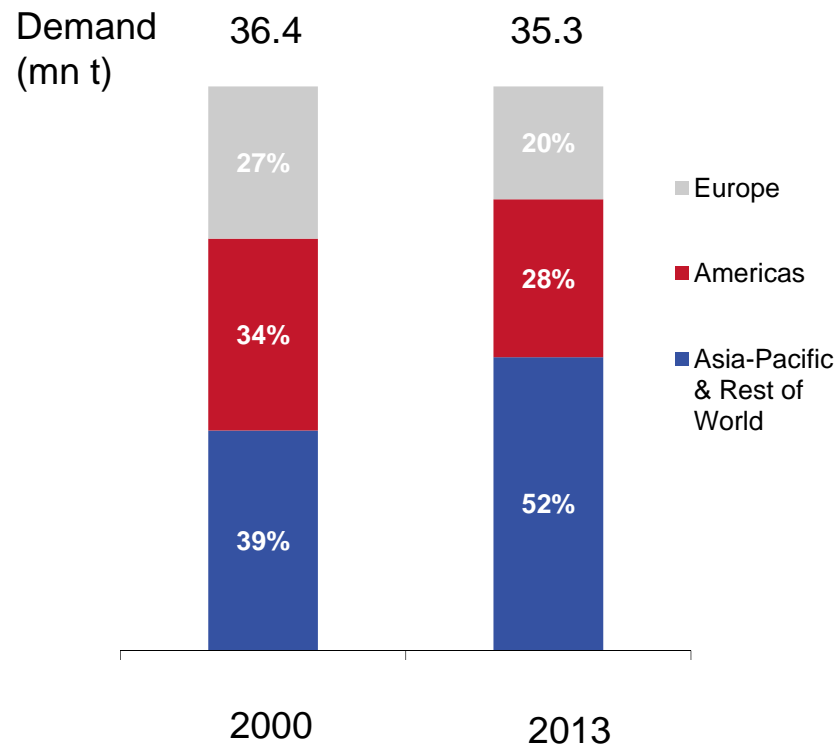
- Continue to be the world's largest independent lubricants company
- Value-based growth through innovation and specialisation leadership
- Organic growth coupled with potential acquisitions
- Creating shareholder value through FUCHS VALUE ADDED principle
- Remain independent which is decisive for FUCHS' business model

Regional breakdown of world lubricants demand



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World lubricants demand 2013: 35 mn t



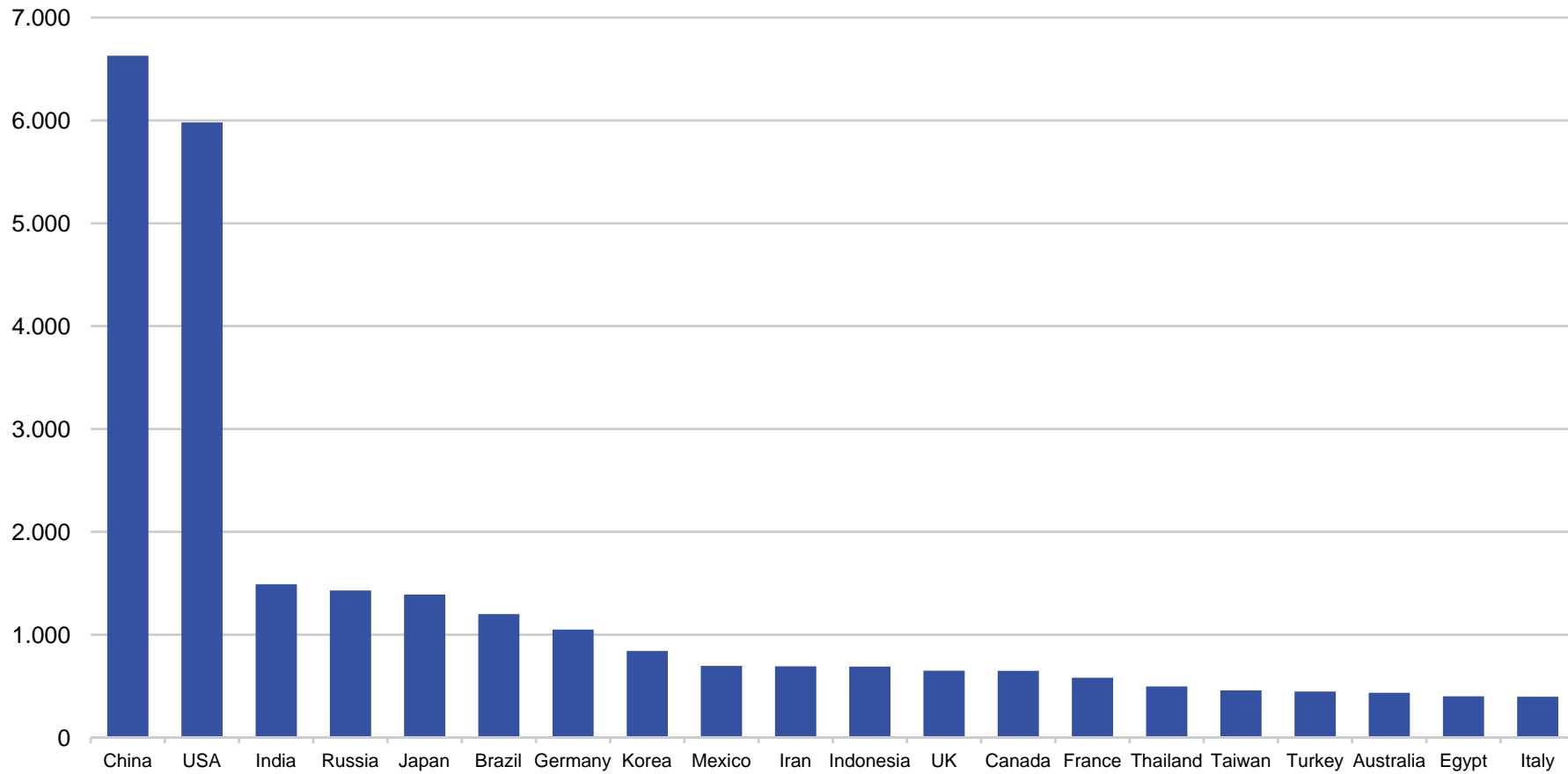
- Asia-Pacific biggest regional lubricants market & highest growth rate
- North America and Western Europe mature markets; focus more a specialized product portfolio

Top 20 Lubricants Countries 2013



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K tons

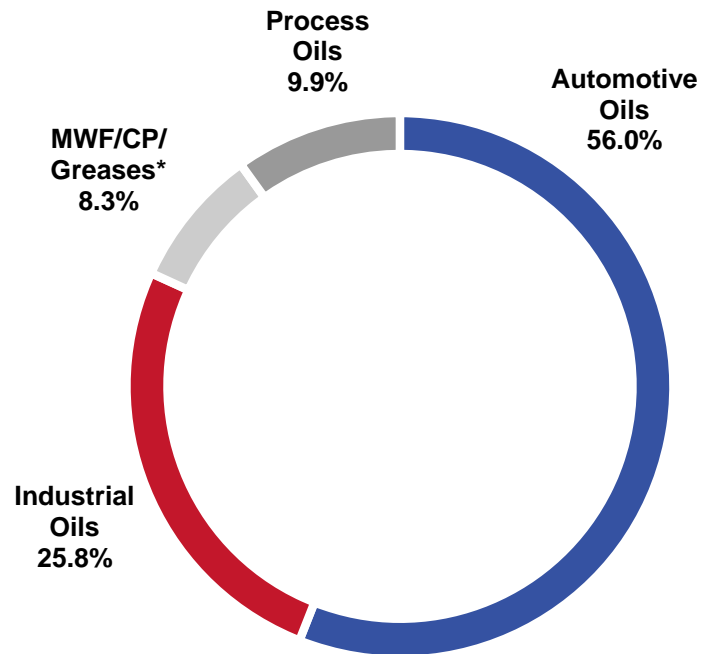


FUCHS is the Specialist for Lubricants

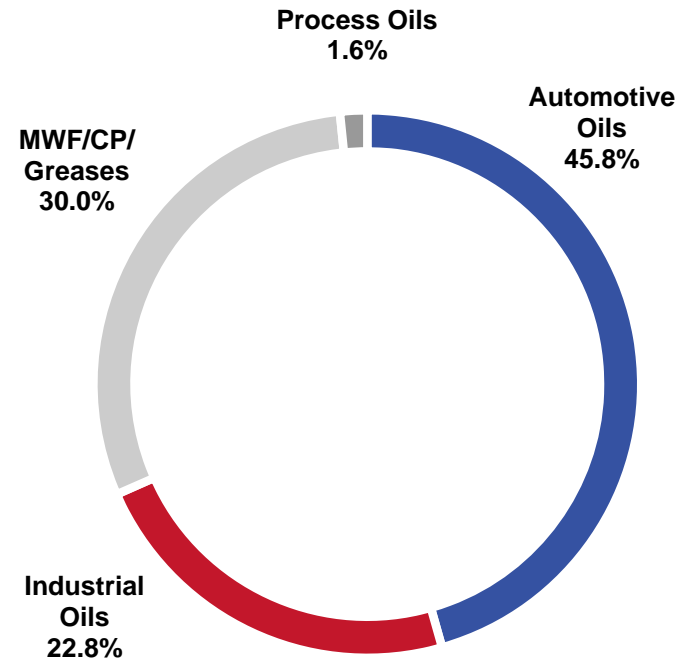


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Worldwide lubricant market 2013 (volume)



FUCHS manufactured lubricants 2013 (volume)



*metalworking fluids/corrosion preventatives/lubricating greases

Source: FUCHS Global Competitive Intelligence

Competition – strong fragmentation



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manufacturers:

130 major oil companies

590 independent manufacturers

720 manufacturers

- High degree of fragmentation
- Concentration especially among smaller companies

sizes:

manufacturers	volumes %
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top 10	> 50.0
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710	< 50.0
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720	100.0
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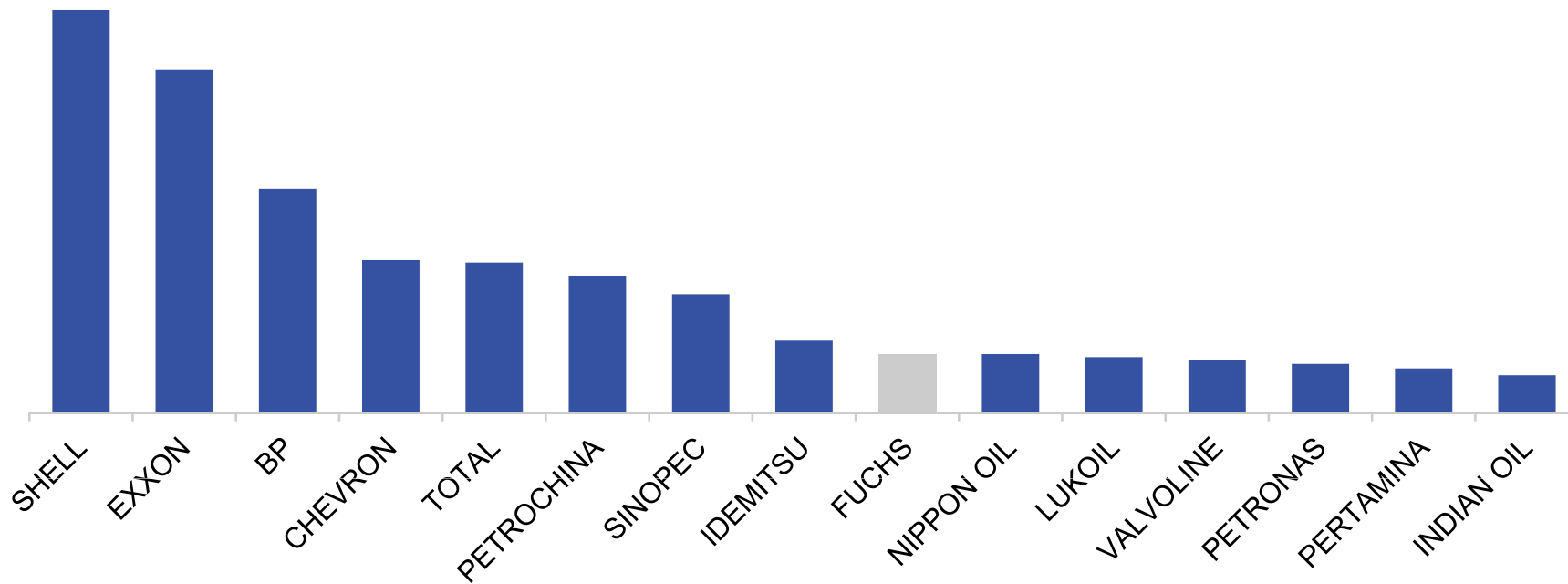
- Differences in the size of manufacturers are enormous

Source: FUCHS Global Competitive Intelligence

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

We have a worldwide network



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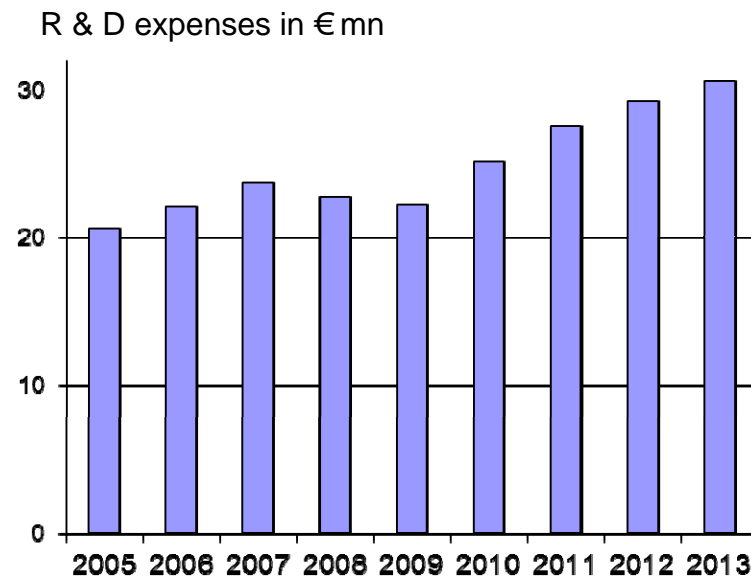


● production sites

FUCHS - the niche specialist



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- Technical Leadership through intensive Research & Development.
- 398 researchers around the globe help our customers to solve their problems.
- FUCHS PETROLUB spent € 31 mn in R&D expenses during 2013

Financials – return for shareholders

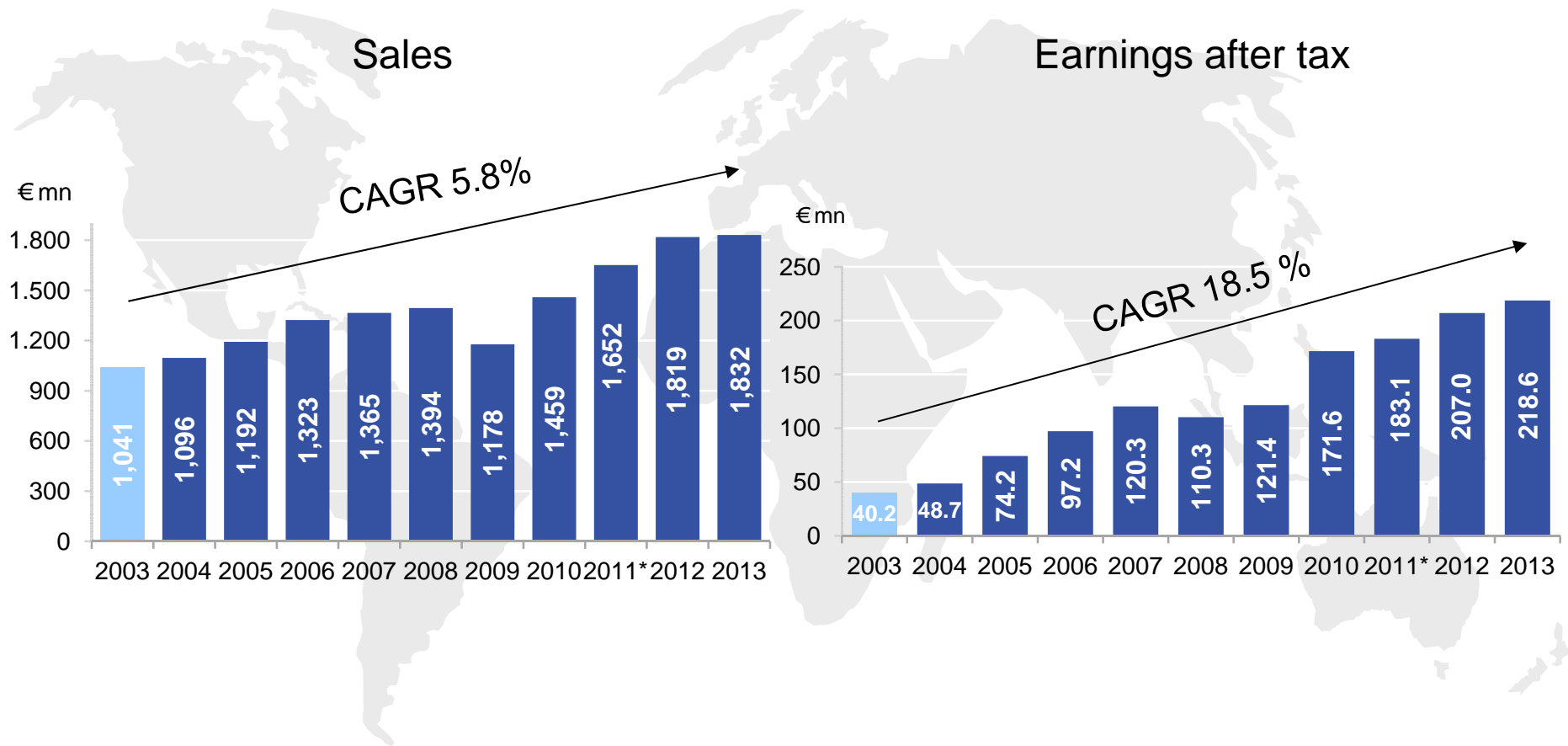


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During the past 10 years, sales revenues have increased by 5.8% p.a. and earnings after tax by 18.5% p.a.



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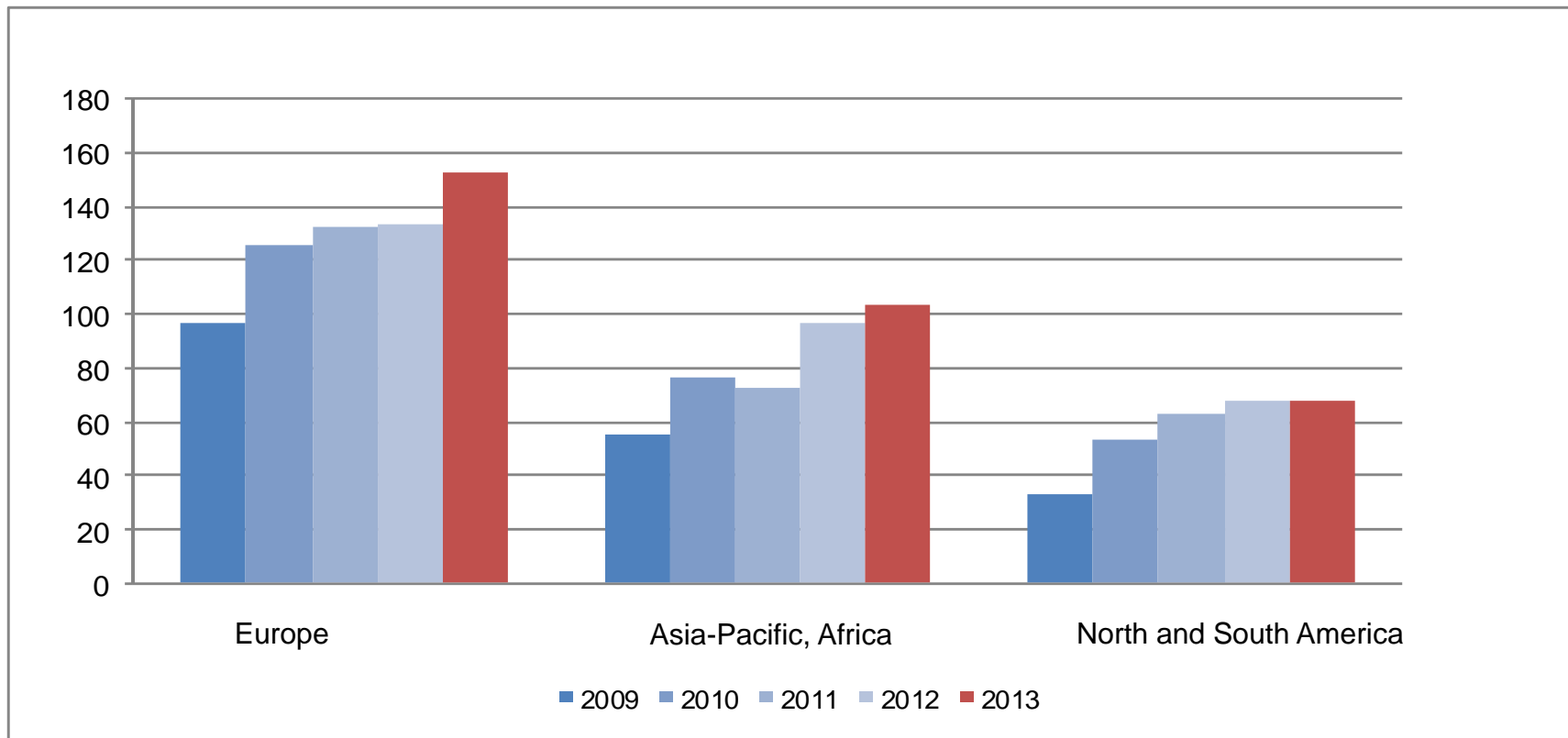
* comparable

All world regions contribute to the success



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EBIT (€mn)

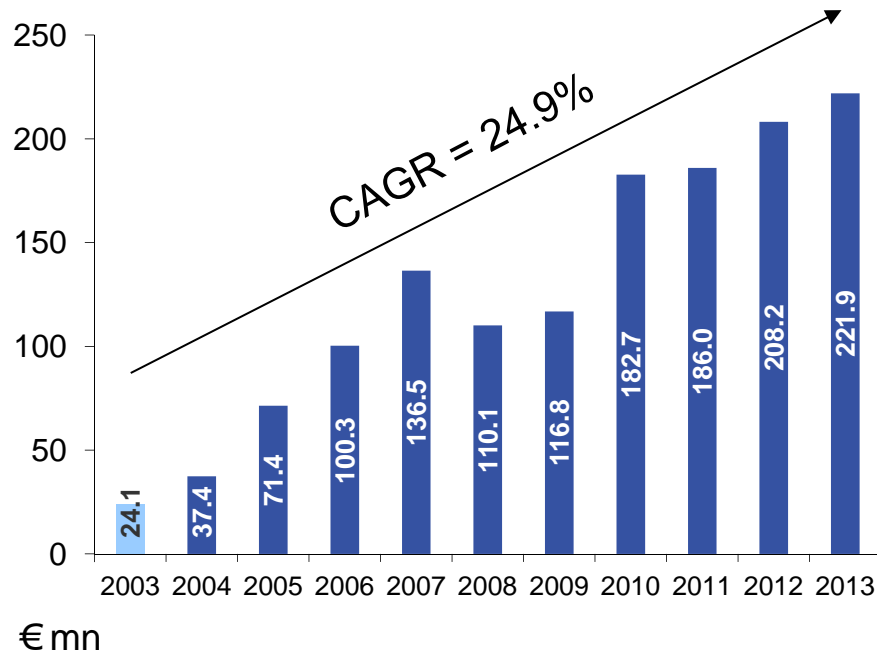


During the past 10 years, FVA increased by 25% p.a. and market capitalization increased to almost €5 bn.

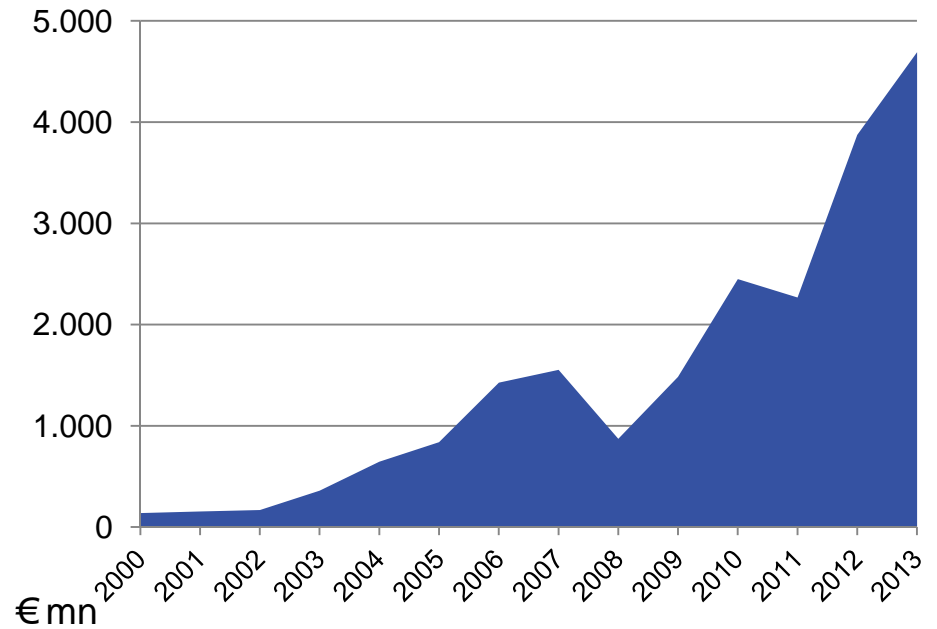


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FVA = Fuchs Value Added



FUCHS market capitalization

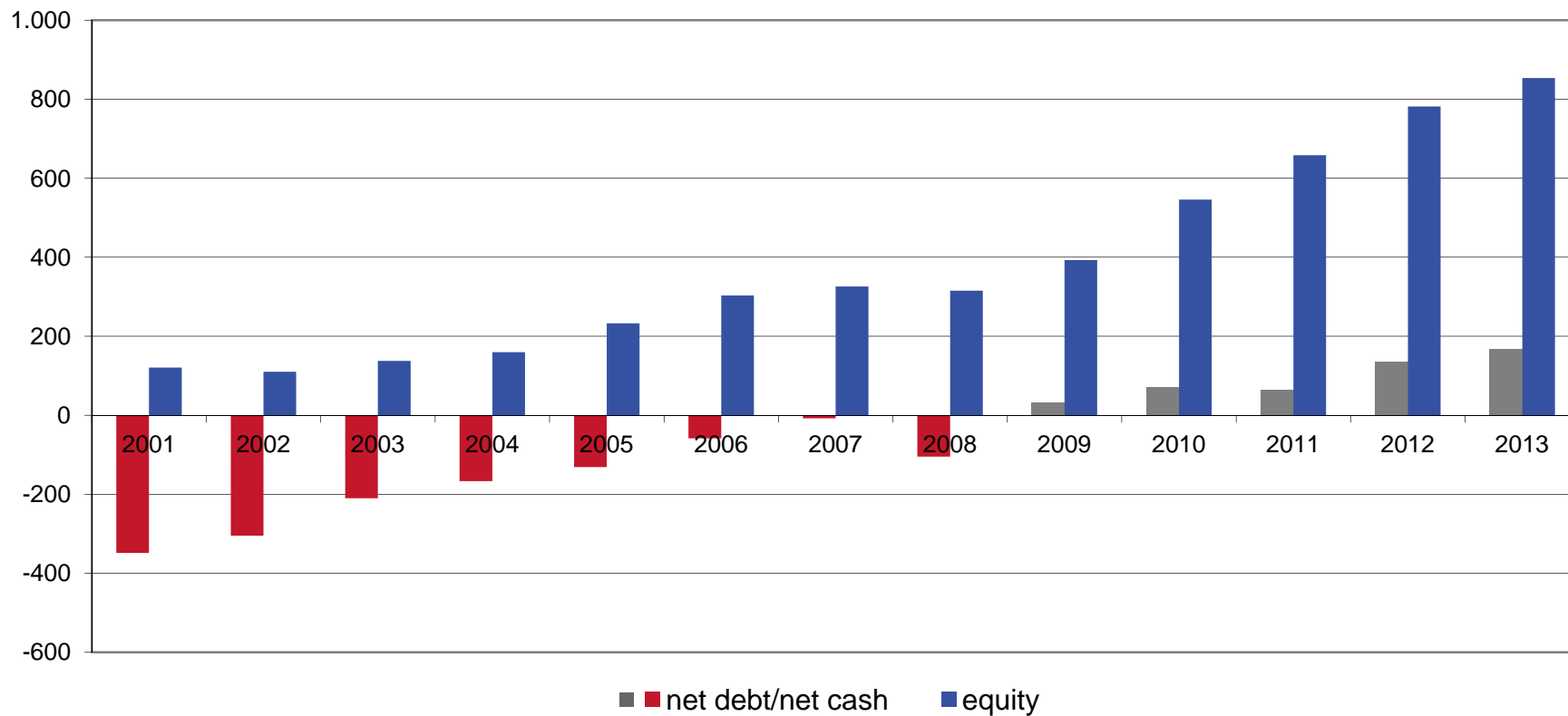


Solid financing



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€ mn

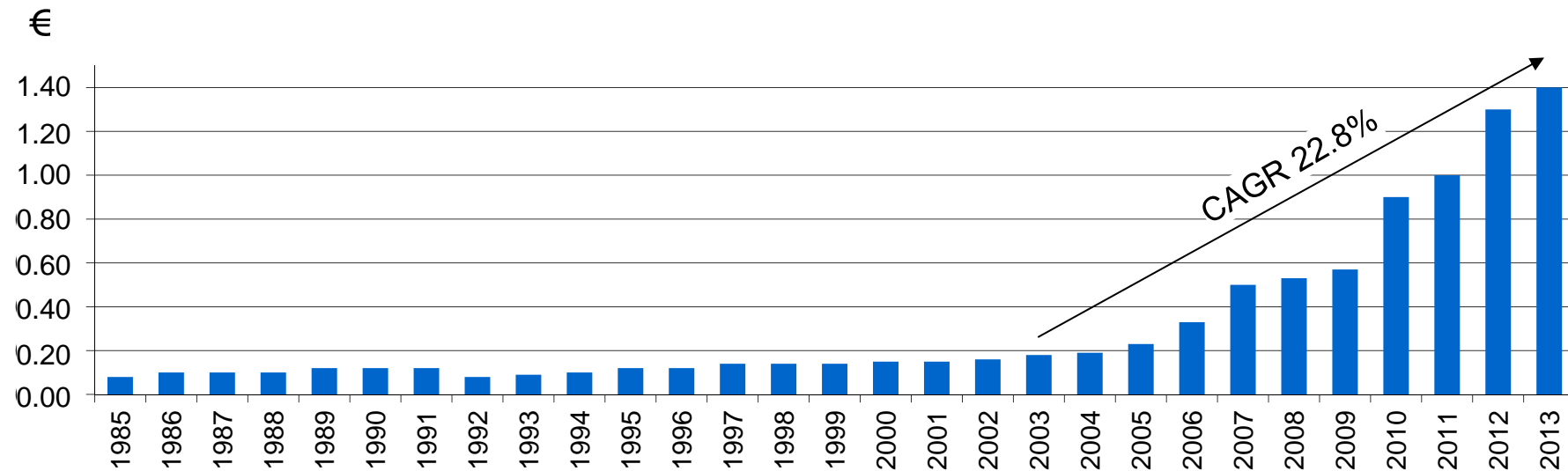


Since IPO in 1985 we have paid dividends - during the past 10 years, dividends have been increased by 23% p.a.



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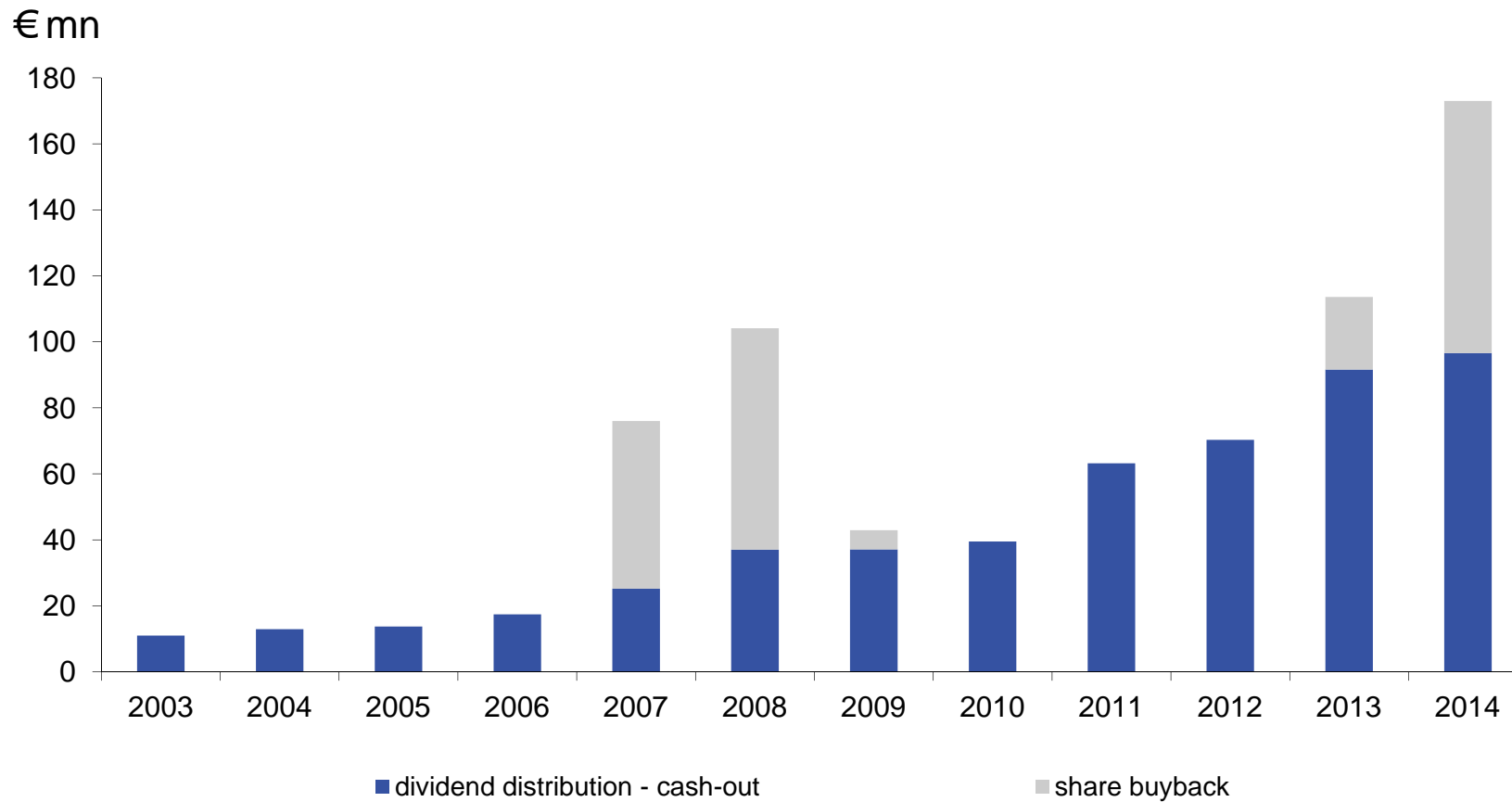
Dividend per preference share



Total return to FUCHS shareholders through dividend distribution and share buyback – cash-out



Dividend distribution and share buyback – Cash-out



Q1 2014



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Good start into the year 2014



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- Sales up 3.3% despite unfavourable currency effects; organic growth of 7.3%
- Earnings before interest and tax (EBIT) increase by 3.0% to €75.6 mn
- Outlook for the financial year confirmed

€mn	Q 1 2014	Q 1 2013	Variance	
Sales revenues	456.8	442.0	14.8	3.3%
<i>EBIT margin before income from at equity</i>	<i>15.9%</i>	<i>15.9%</i>		
EBIT	75.6	73.4	2.2	3.0%
Earnings after tax	52.8	51.6	1.2	2.3%

Outlook 2014



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Outlook for the year 2014

- organic **sales** growth in the low single-figure percentage range for the year; organic growth rate of 7,3% seen in Q1 should not be extrapolated.
- **EBIT** is forecast to grow by a low single-figure percentage.
- Capital expenditure is likely to increase in subsequent months. Net operating working capital (NOWC) should show no further significant increase. Taking into account the anticipated earnings development we once again expect to record **free cash flow** in the three-digit million range for 2014.

Growth initiative

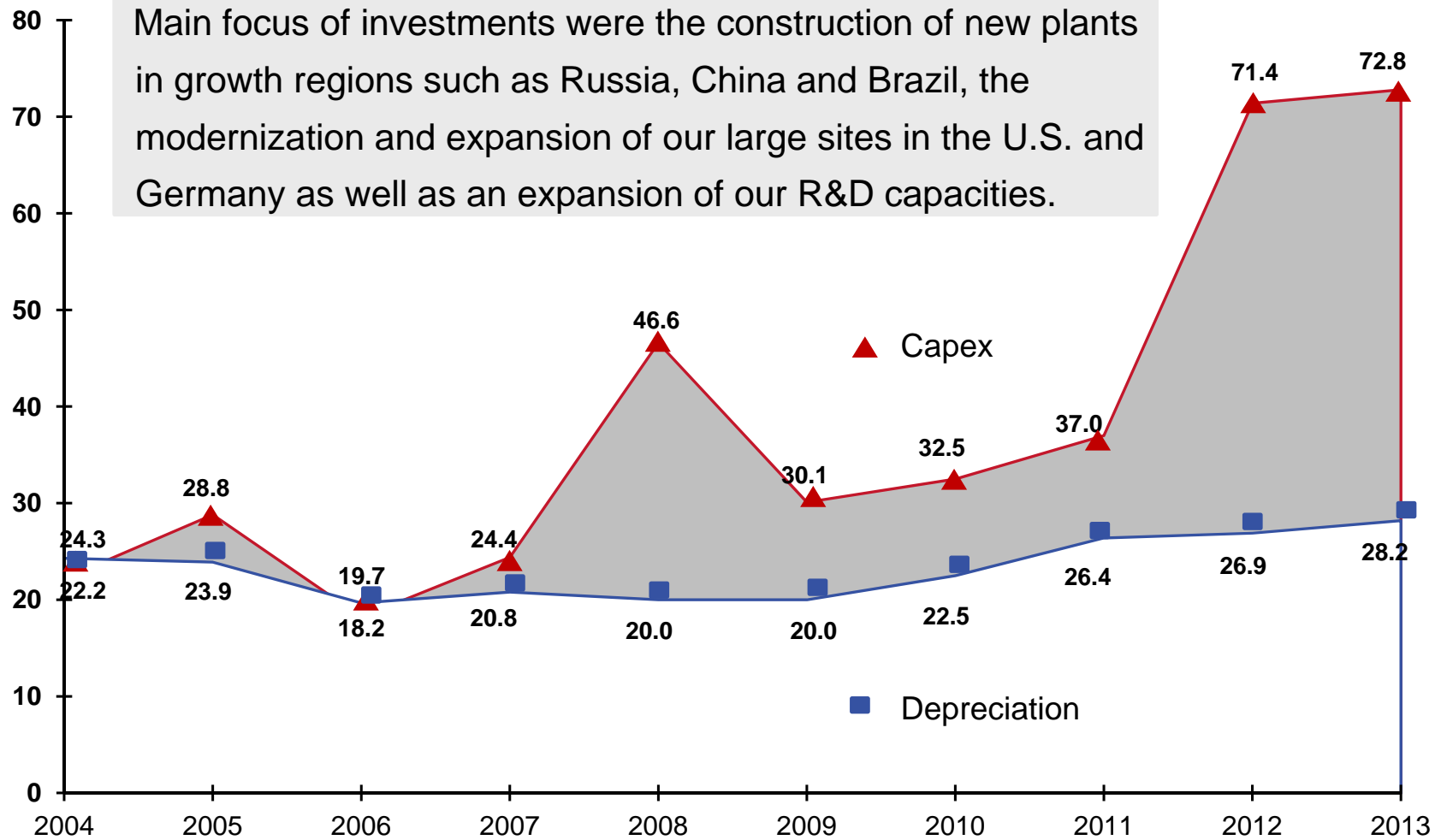


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Growth initiative - We have significantly expanded our global footprint



€ mn



Capex - completed in 2013



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New plant in Yingkou, China



Extension of Chicago, USA



New plant in Kaluga, Russland

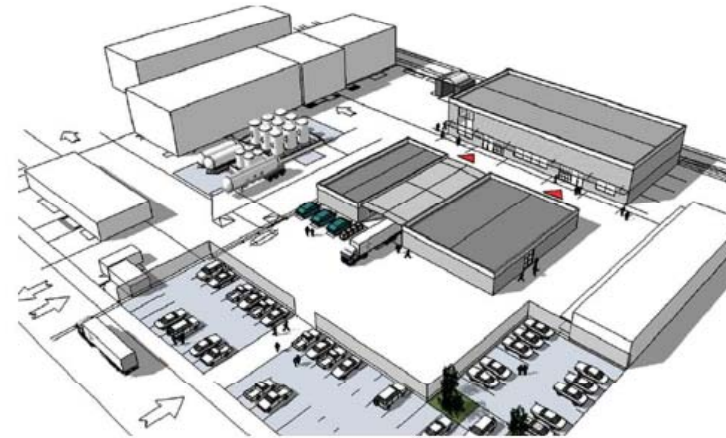
Capex – planned for 2014



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Grease manufacturing USA



Test field Mannheim

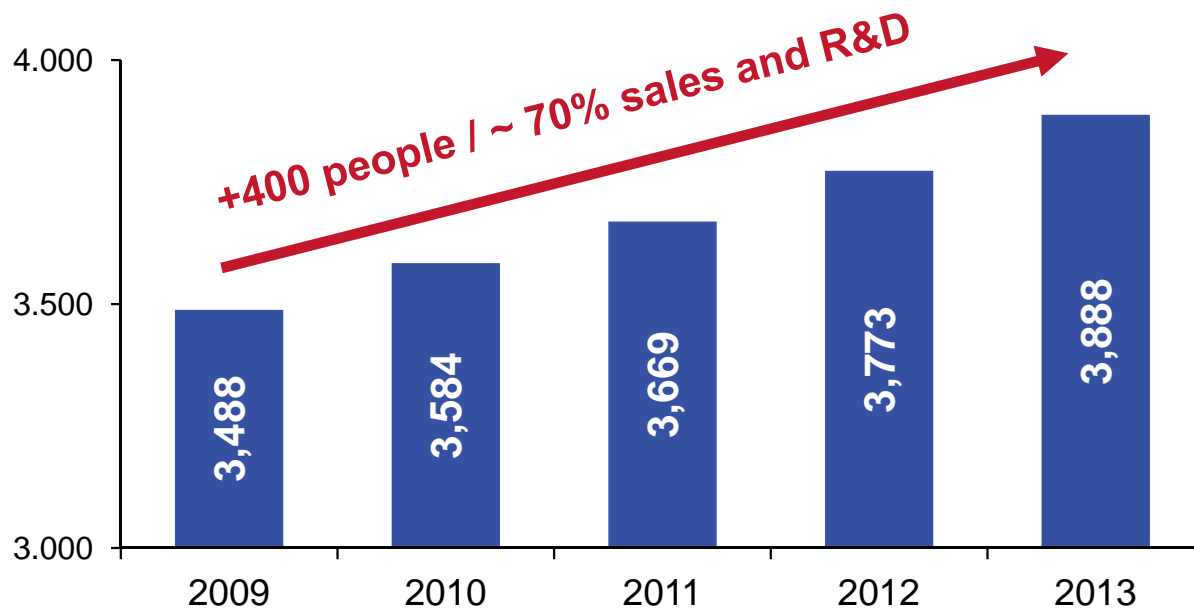
New plant in
Sorocaba (S.P.),
Brasil



Growth initiative – Personnel increase mainly in sales and R&D



Number of employees
(on 31 December)



Total workforce: 3.888

~ 50% sales and R&D

Mission Statement of the FUCHS PETROLUB Group



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Values of the FUCHS PETROLUB Group



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Trust



Creating value



Respect



Reliability

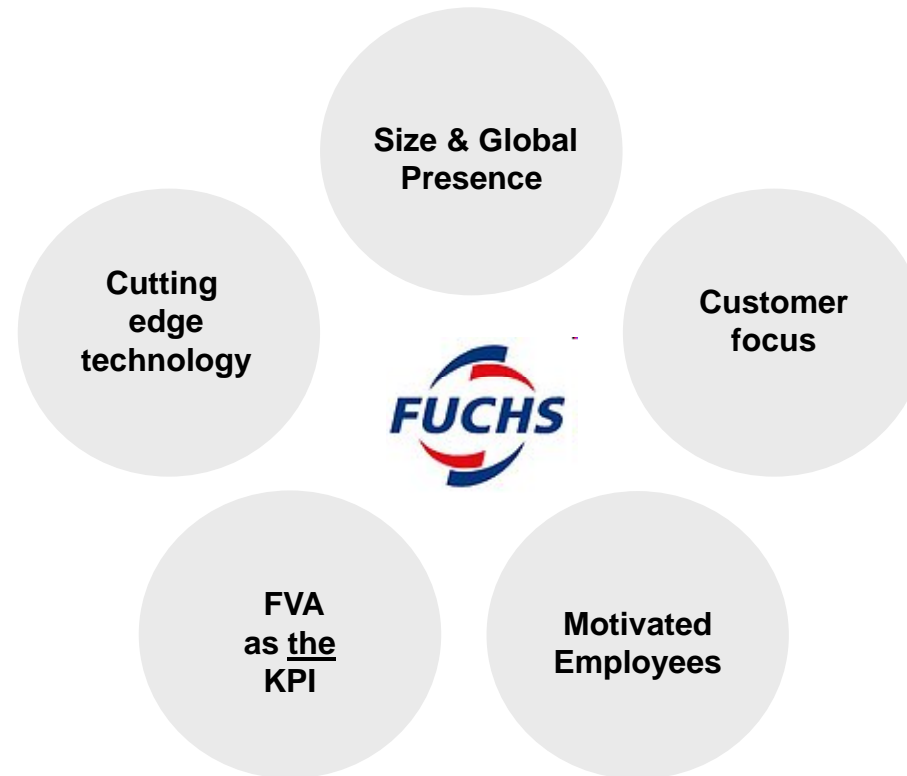


Integrity

FUCHS' strategic position is a combination of ...



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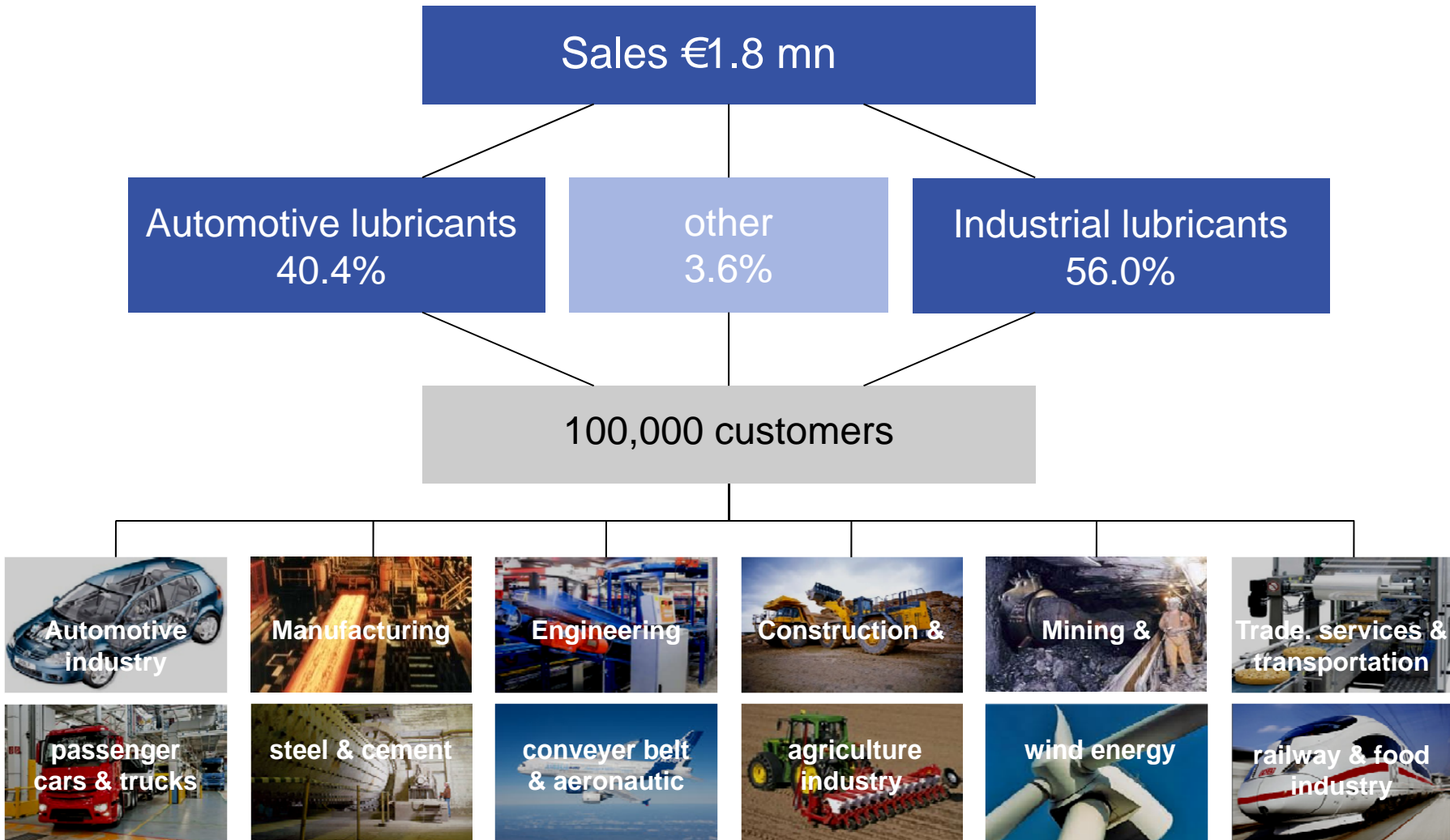


Independence & Financial Strength

FUCHS is fully focused on lubricants



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Thank you for your attention



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