

**Lubricants.
Technology.
People.**

FUCHS PETROLUB SE

I 15th German Corporate Conference
I Villa Kennedy, Frankfurt, 18 – 20 January 2016

I Dagmar Steinert, CFO, Member of the Executive Board



Investment Highlights

- I 1** A leading global lubricants company
- I 2** Unique historic track record for continued sales growth and profitability
- I 3** Further organic growth potential and external growth in mature markets
- I 4** Strong balance sheet and free cash flow generation
- I 5** Proven ability to create additional shareholder value and attractive dividends
- I 6** “We deliver what we promise” – reliable management track record
- I 7** Experienced and highly committed management team

1 A leading global lubricants company

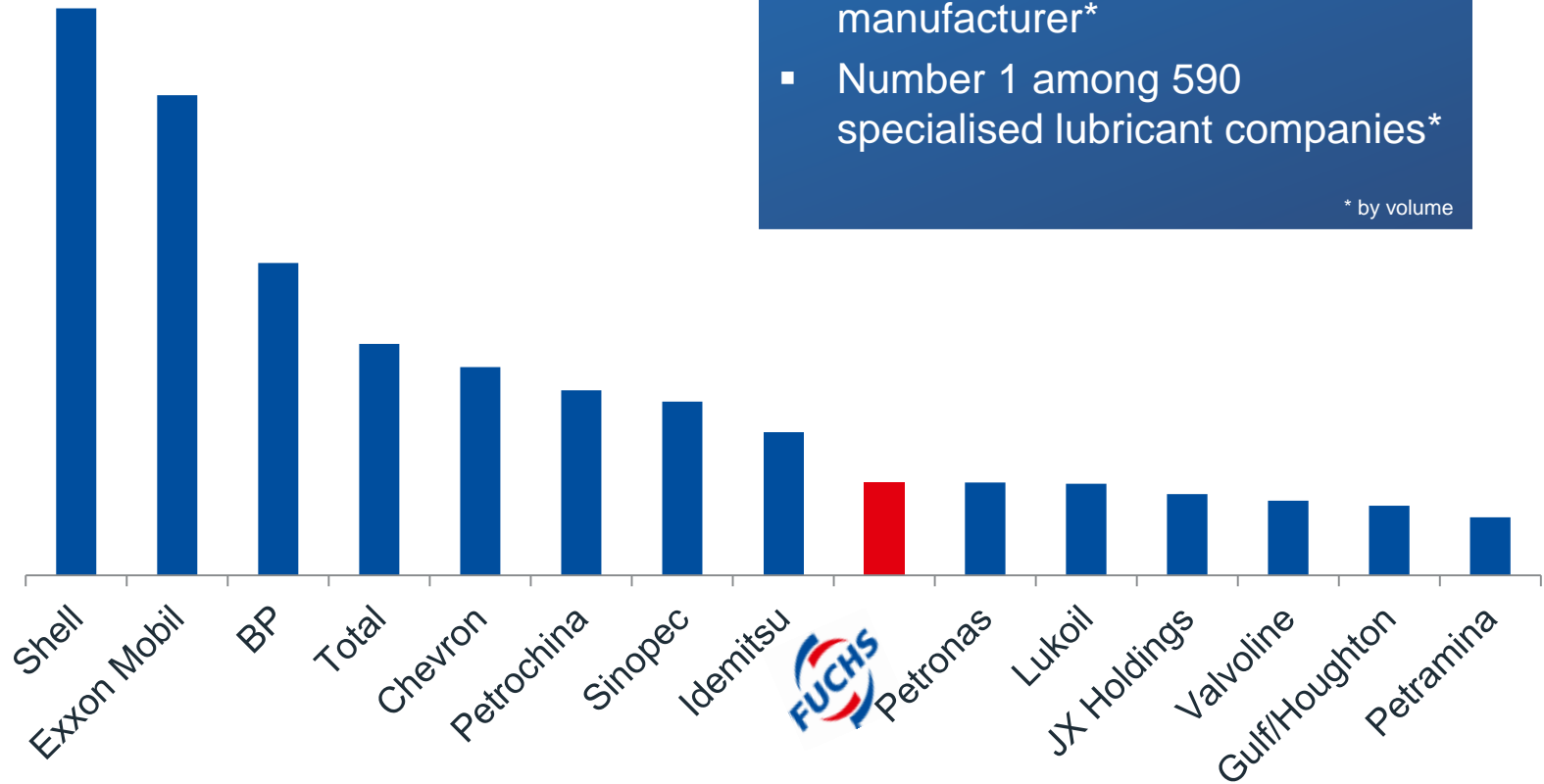


A leading global lubricants company

Strategically well positioned

- A top-10 ranking lubricant manufacturer*
- Number 1 among 590 specialised lubricant companies*

* by volume



Source: FUCHS Global Competitive Intelligence

A leading global lubricants company

Business model



The five core values

Trust

Creating Value

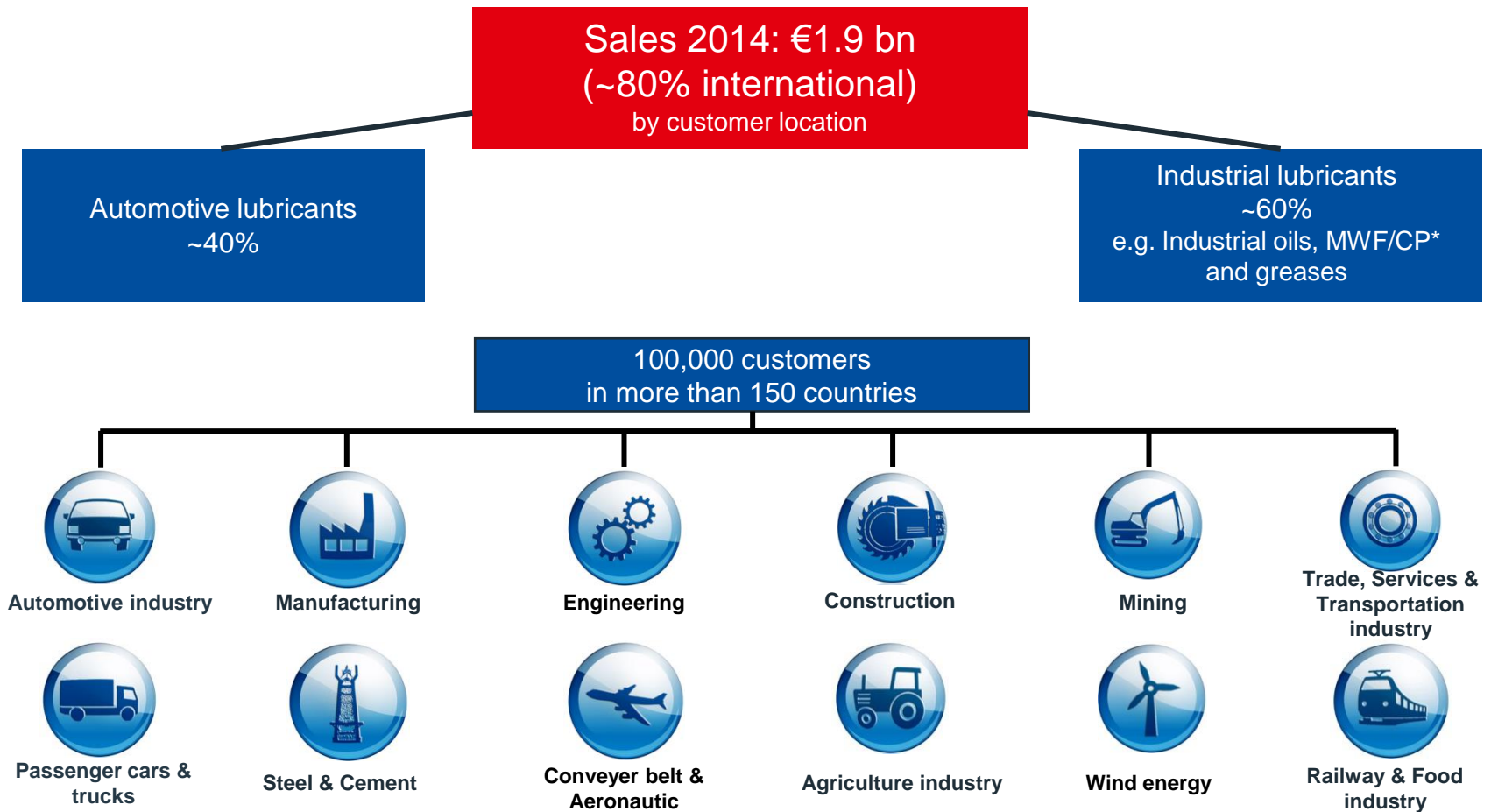
Respect

Reliability

Integrity

A leading global lubricants company

Full-line supplier advantage

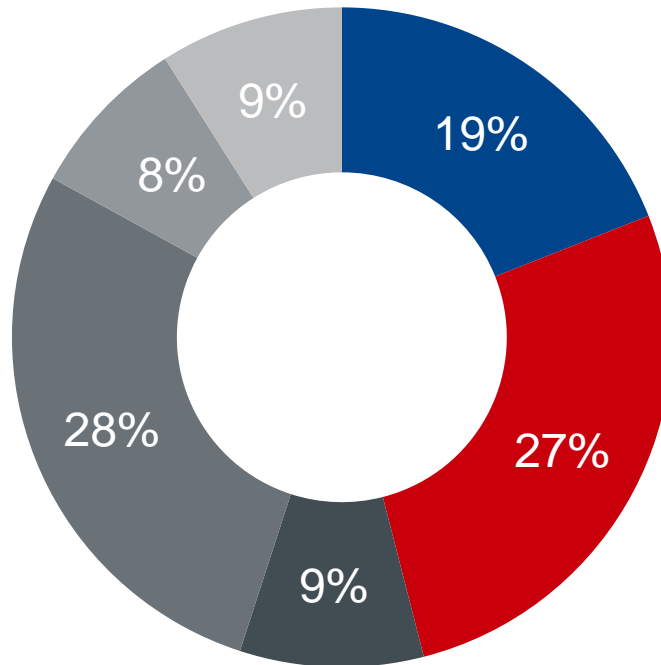


*metalworking fluids/corrosion preventives

A leading global lubricants company

Well balanced customer structure

FUCHS sales revenues 2014: €1.9 bn

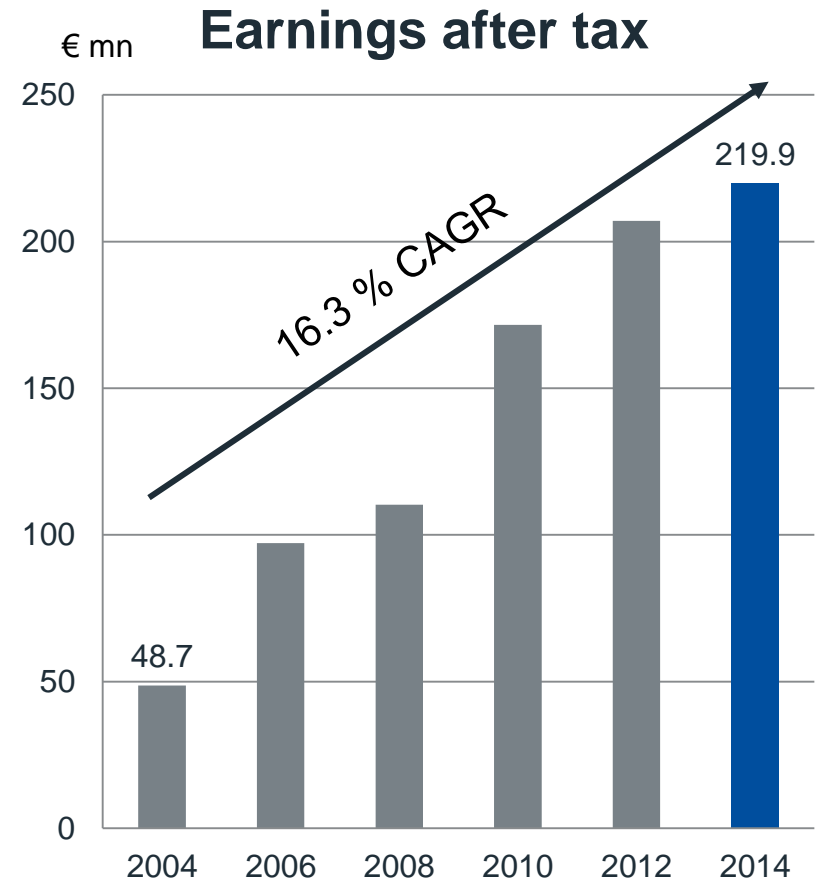
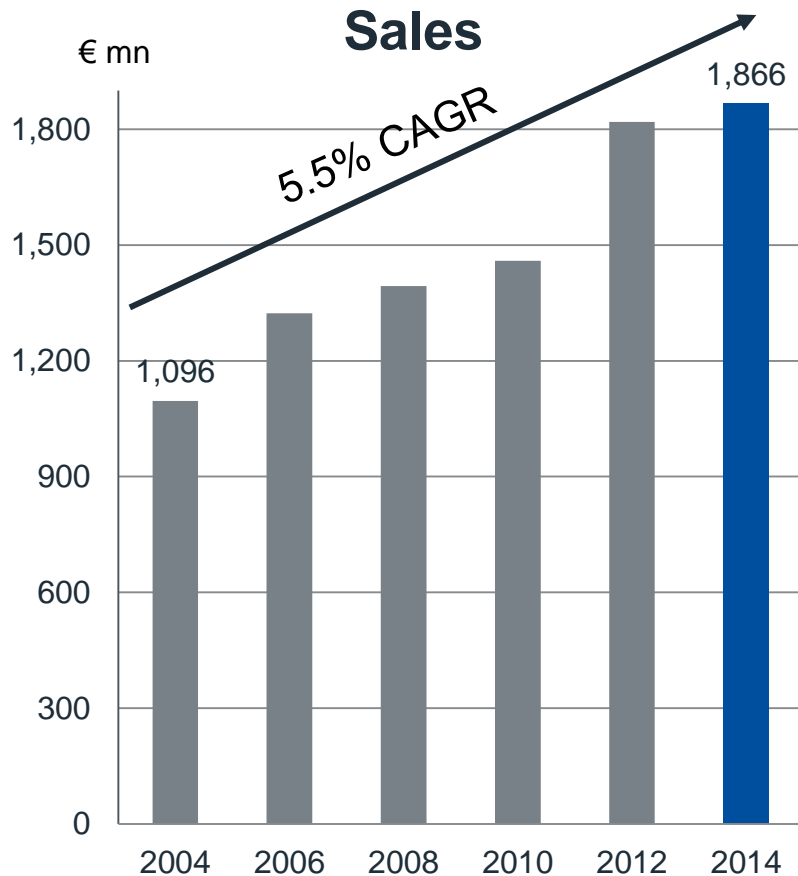


- Manufacturing industry (incl. Chemical production)
- Automotive industry (vehicle manufacturing and components)
- Energy and mining
- Trade, transport and services
- Agriculture and construction
- Engineering/ machinery construction

12 Unique historic track record for continued sales growth and profitability



Unique historic track record for continued sales growth and profitability



Unique historic track record

Solid balance sheet and cash flow generation

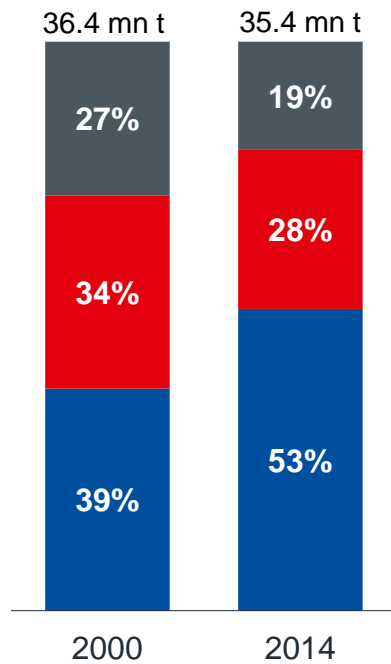
€ mn	2010	2011	2012	2013	2014
Equity	546.5	658.2	781.7	853.5	915.6
Equity ratio	61.1%	66.8%	70.5%	73.5%	71.7%
FVA (Fuchs Value Added)	116.8	182.7	186.0	208.2	221.9
Return on capital employed (ROCE)	42.7%	39.1%	39.7%	39.7%	37.6%
Net liquidity	72.4	64.9	134.8	167.4	185.7
Operating cash flow	133.2	89.2	203.1	220.5	255.3
Free cash flow	77.7	59.0	140.4	149.9	187.9

13 Further organic growth potential and external growth in mature markets

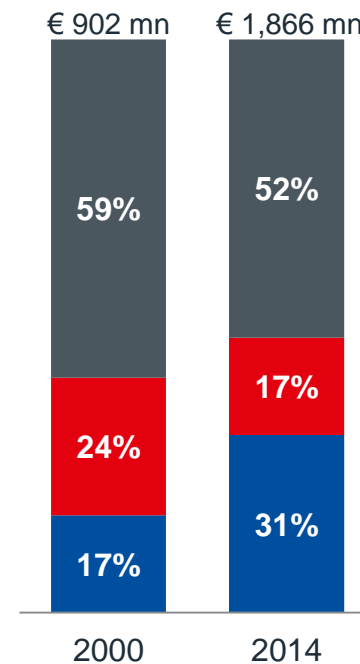


Further significant organic growth potential in emerging countries

**Market Demand
(by region)**



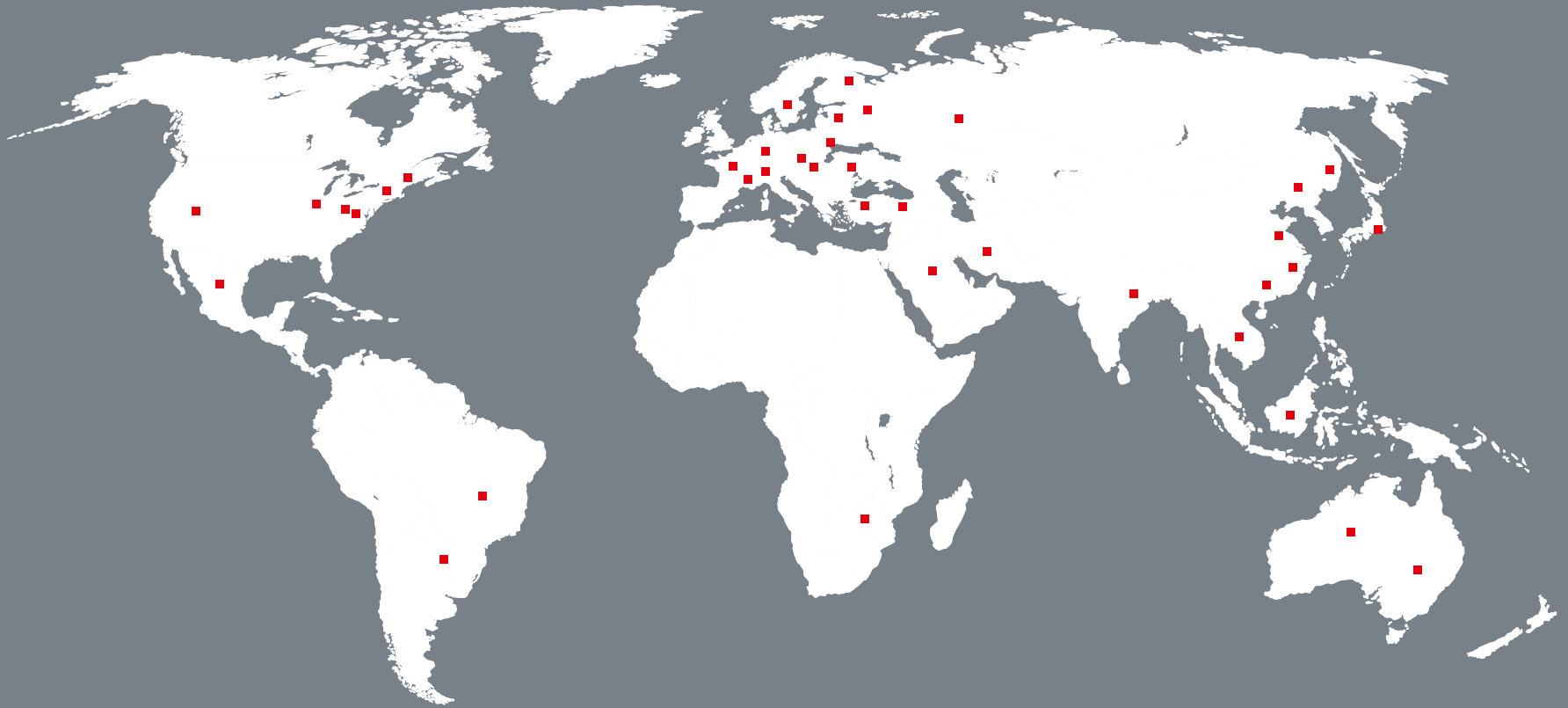
**Fuchs Sales
(by customer location)**



- Europe
- Americas
- Asia-Pacific & Rest of World

Further organic and external growth potential

Well established global network



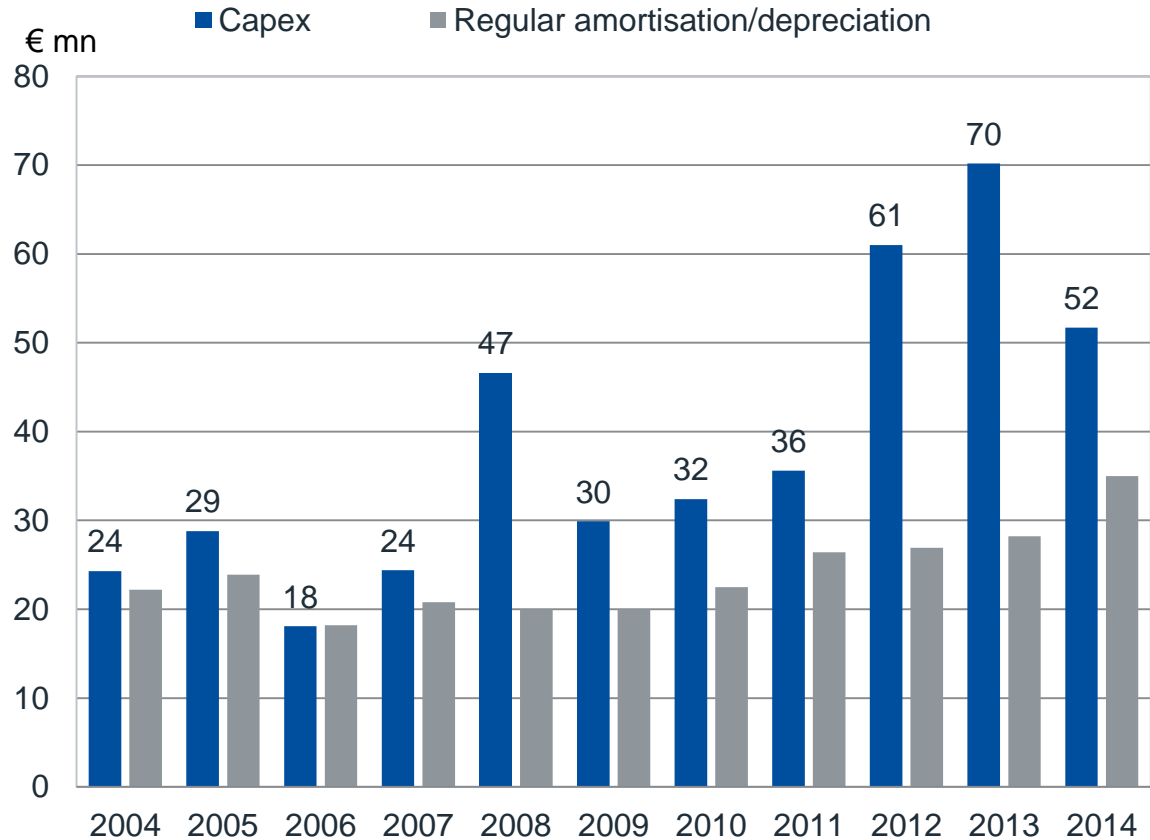
■ production sites

Further organic growth potential

Growth initiative to expand global footprint and R&D

Investment focus on...

- Construction of new plants in growth regions
- Modernization and expansion of existing plants
- Expansion of R&D capacities

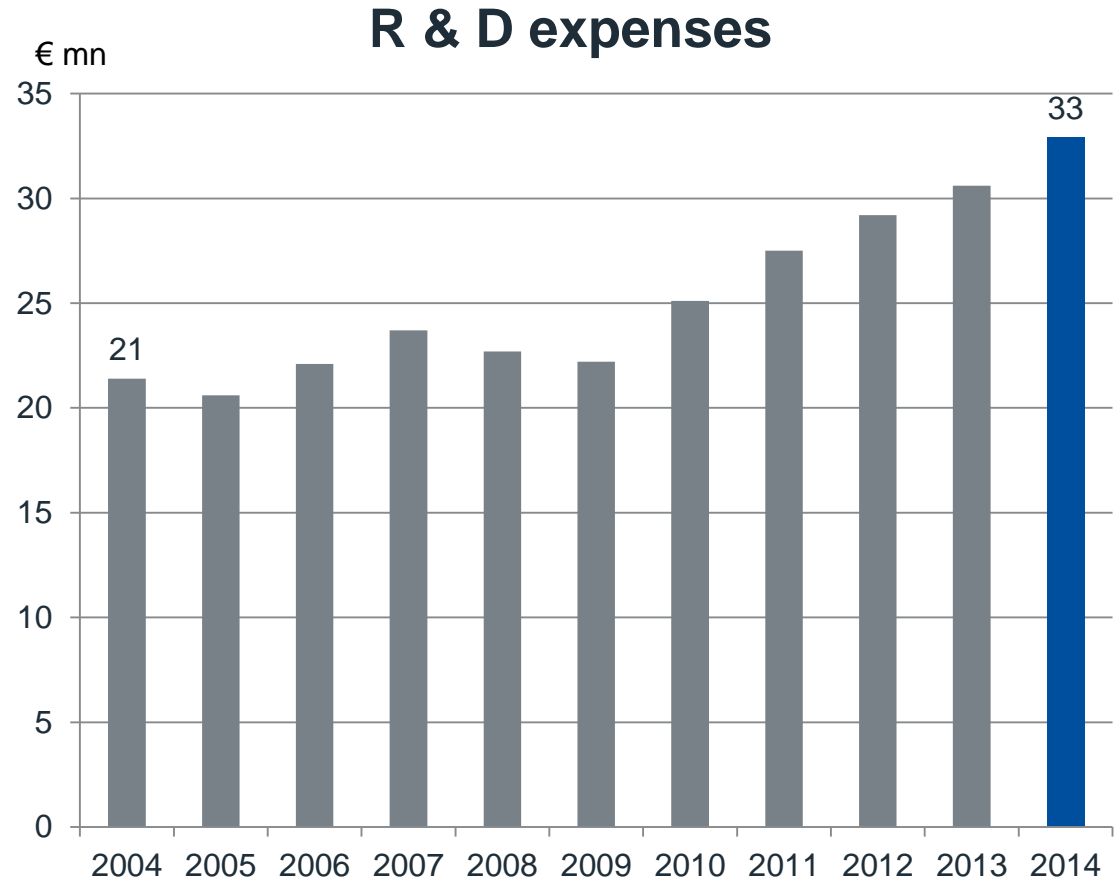


Further organic growth potential:

Technology & innovation fuelled by strong R&D focus

R&D focus:

- Technical leadership through intensive Research & Development.
- 416 researchers around the globe help customers to solve their problems (4,112 employees worldwide).
- FUCHS PETROLUB spent €33 mn in R&D expenses in 2014.



Further organic growth potential

Technology & innovation fuelled by strong R&D

1st of this kind for the European market

Fuel economy oil in an 0W20 viscosity class for the next generation of 2.0l-4 cyl.-downsized-gasoline engines from BMW. These engines will substitute the existing 6 cylinder engines.



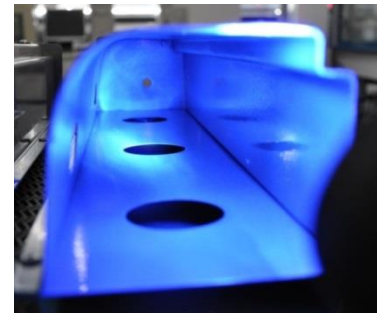
RENOLIT CX CVL 1

A new generation of CV joint greases based on Lignin. Lignin is a biopolymer which gives significant technical advantages and is in addition CO₂ neutral.



CPX Technology

Milestone in wax based cavity protection: CPX based products are high performance corrosion preventatives – significant lower demand and savings of energy are the main advantages, since the product dries without heat.



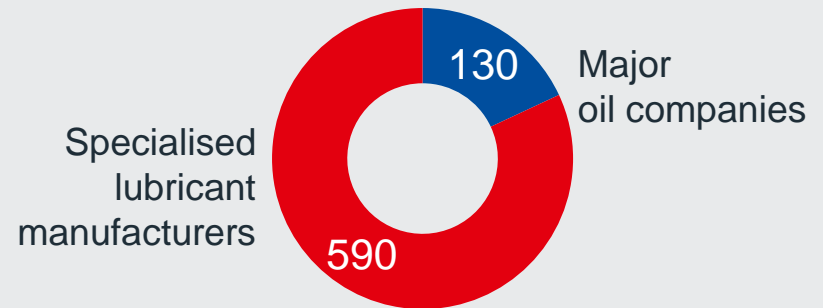
External growth potential

Further market consolidation to be expected

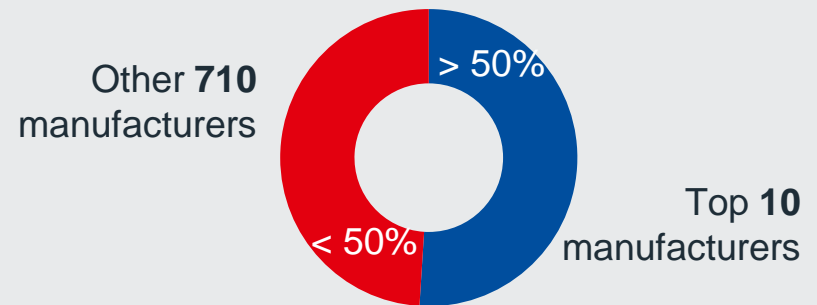
- High degree of fragmentation
- Concentration especially among smaller companies

- Differences in the size of manufacturers are enormous

Manufacturers



Share of lubricant production volumes



Strong track record in efficiently integrating acquired companies

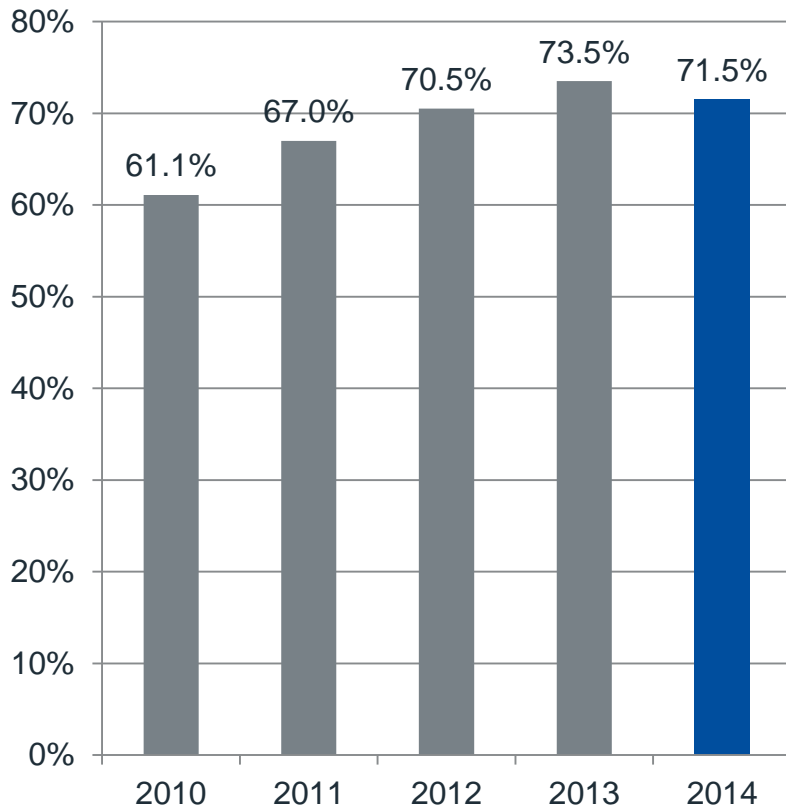


I 4 Strong balance sheet and free cash flow generation

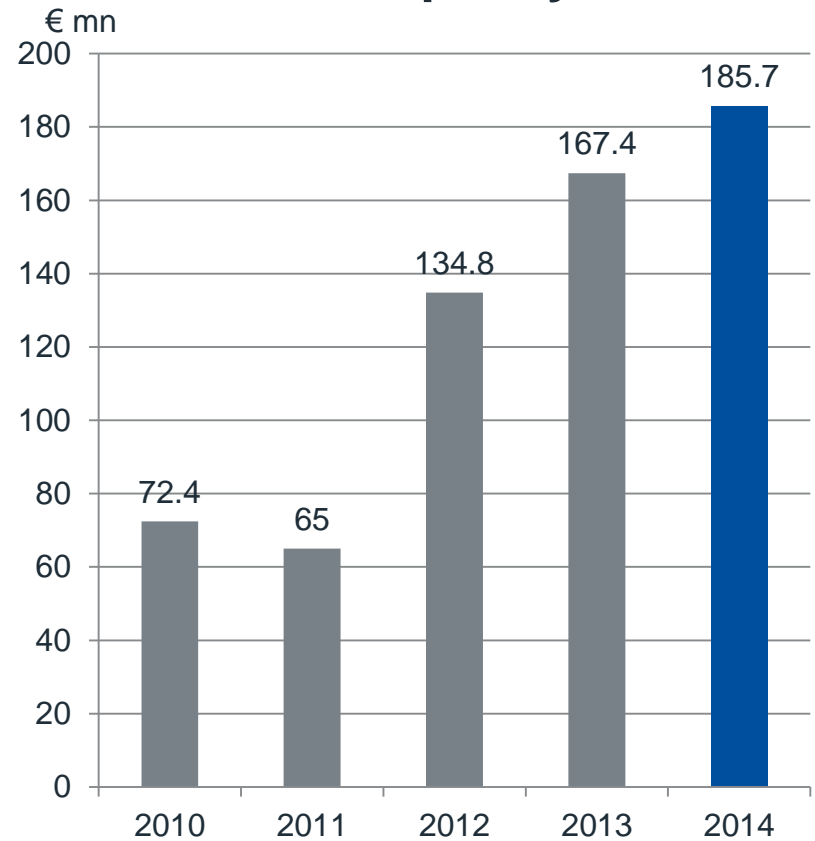


Strong balance sheet structure

Equity Ratio



Net Liquidity

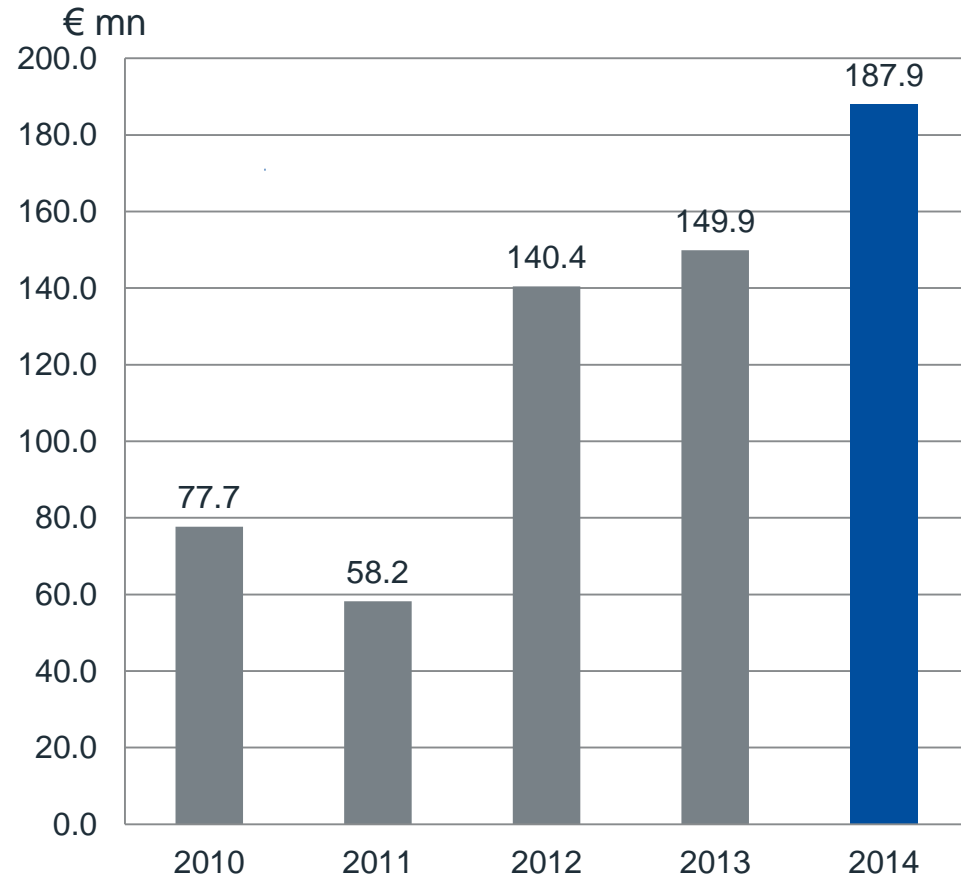


Solid free cash flow generation to finance future growth and dividend payments

Cash usage:

- External growth
- Dividends
- Share buy-backs

Free cash flow*



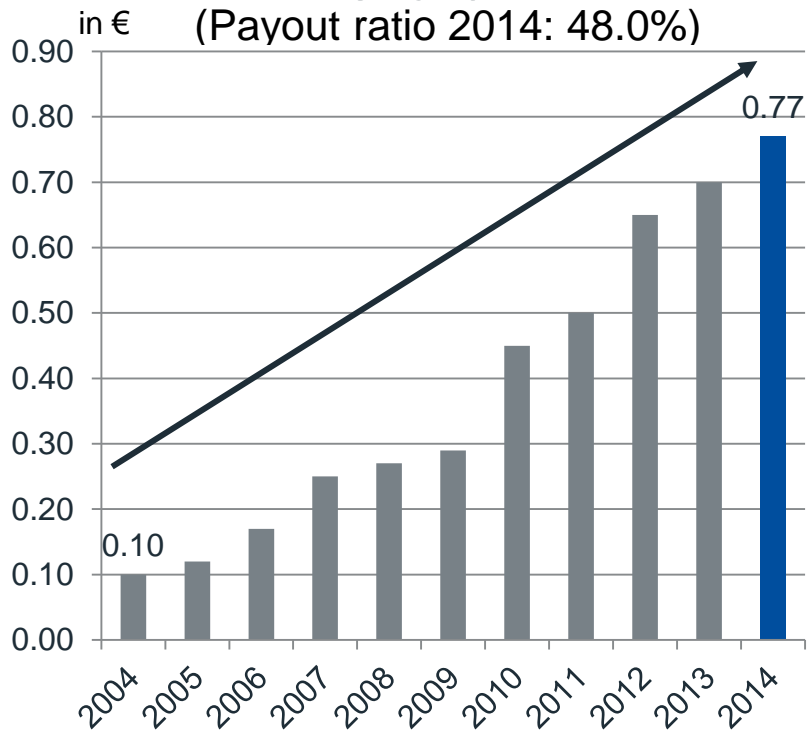
* After external growth

I 5 Proven ability to create additional
shareholder value and attractive
dividends

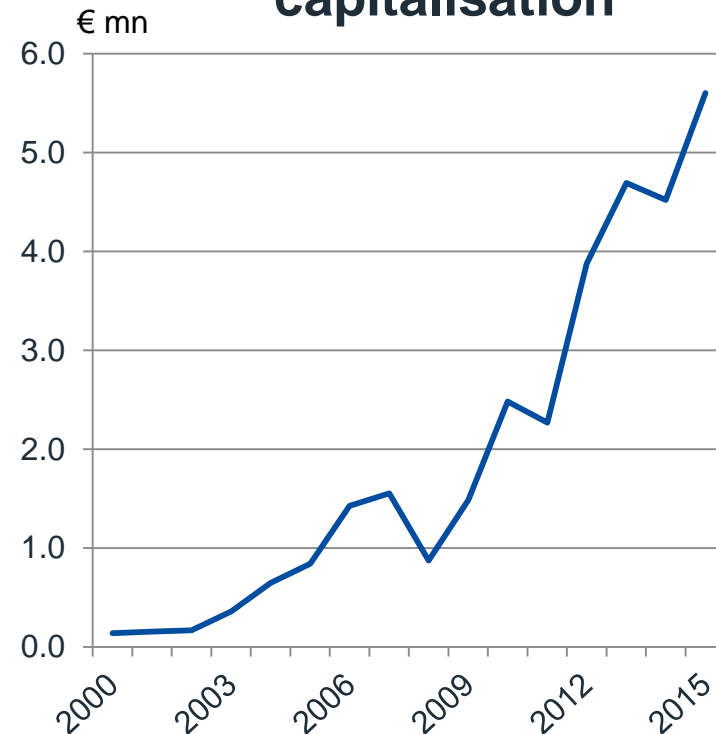


Proven ability creating additional shareholder value and attractive dividend payments

Dividend per preference share



FUCHS market capitalisation

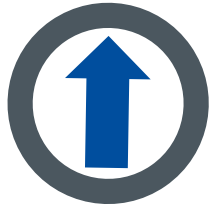


Continued dividend payments since 1985!

16 “We deliver what we promise” –
reliable management track record

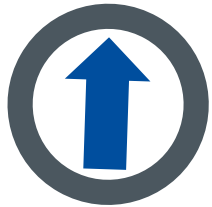


“We deliver what we promise”: Outlook 2015



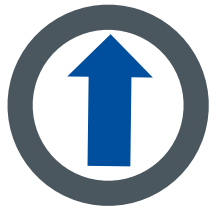
Sales

We expect sales revenues to grow by around 10% for 2015



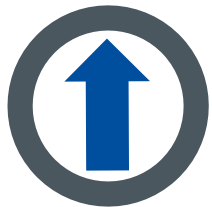
EBIT

We anticipate an increase in EBIT by a higher single-digit percentage for 2015



Investments

We plan investments to exceed the previous year's value



Free cash flow

We stand by our forecast for 2015 of recording free cash flow in excess of €150 mn before acquisition-related expenditures

17 Experienced and highly committed
management team



Experienced and highly committed management team



Stefan Fuchs

Chairman of the Executive Board, CEO

- With FUCHS since 1996
- Responsible for Region Americas, Corporate Development, HR, PR



Dr. Lutz Lindemann

Member of the Executive Board

- With FUCHS since 1998
- Responsible for Technology, Supply Chain, Sustainability, Mining, OEM



Dr. Timo Reister

Member of the Executive Board

- With FUCHS since 2009
- Responsible for Region Asia-Pacific / Africa



Dr. Ralph Rheinboldt

Member of the Executive Board

- With FUCHS since 1998
- Responsible for Region Europe, Fuchs Lubritech Group, SAP/ERP-System



Dagmar Steinert

Member of the Executive Board, CFO

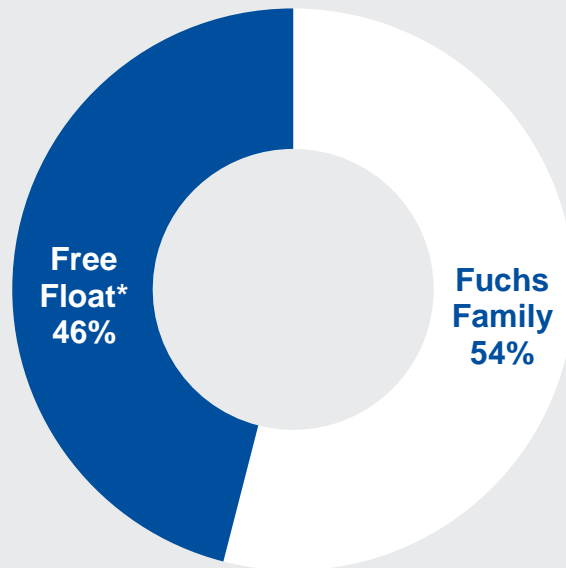
- With FUCHS since 2013
- Responsible for Finance, Controlling, Investor Relations, Compliance, Internal Audit, IT, Legal, Taxes

Shareholder structure



Breakdown of shares / September 2015

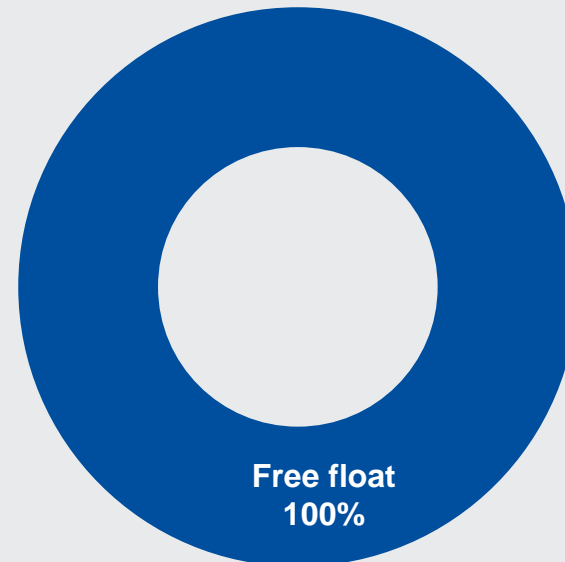
Ordinary shares



Basis: 69.500.000 Ordinary shares

Preference shares

Member of the MDAX



Basis: 69.500.000 Preference shares

*Voting rights notification: DWS Investment, Frankfurt: 5,2% (15 Dec. 2003)

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Thank you for your attention

Disclaimer

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

Addendum



Financial Calendar 2016

19.02.2016	Preliminary numbers for the annual financial statements 2015
22.03.2016	Full year results 2015
29.04.2016	Q1 as of March 31, 2016
04.05.2016	Annual General Meeting
29.07.2016	Interim Report H1 as of June 30, 2016
03.11.2016	Q3 as of September 30, 2016

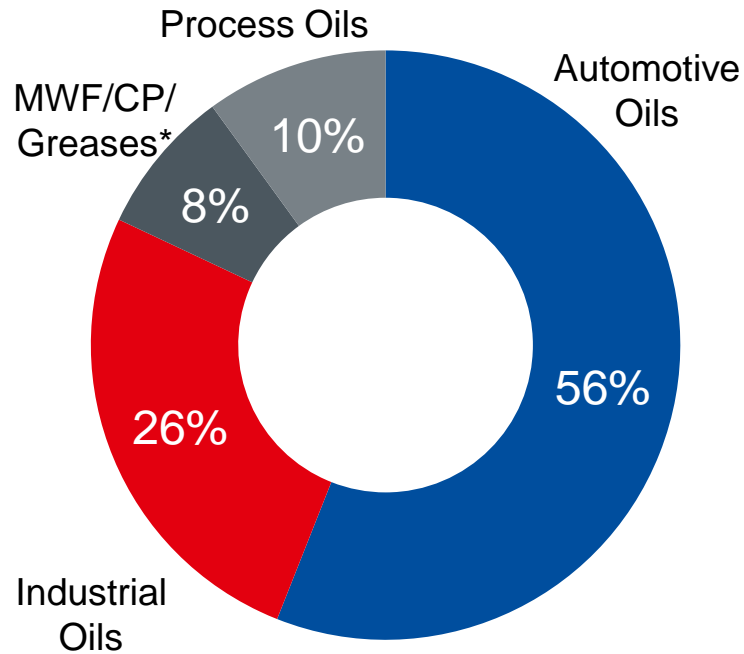
A leading global lubricants company

- Founded in 1931
- 2014 sales revenues: €1.9 bn
- 2014 number of employees: 4,112 in 50 operating companies worldwide
- 32 production facilities
- 100,000 customers in more than 150 countries
- Listed on the MDAX, DAXplus Family 30 and STOXX Europe 600

A leading global lubricants company

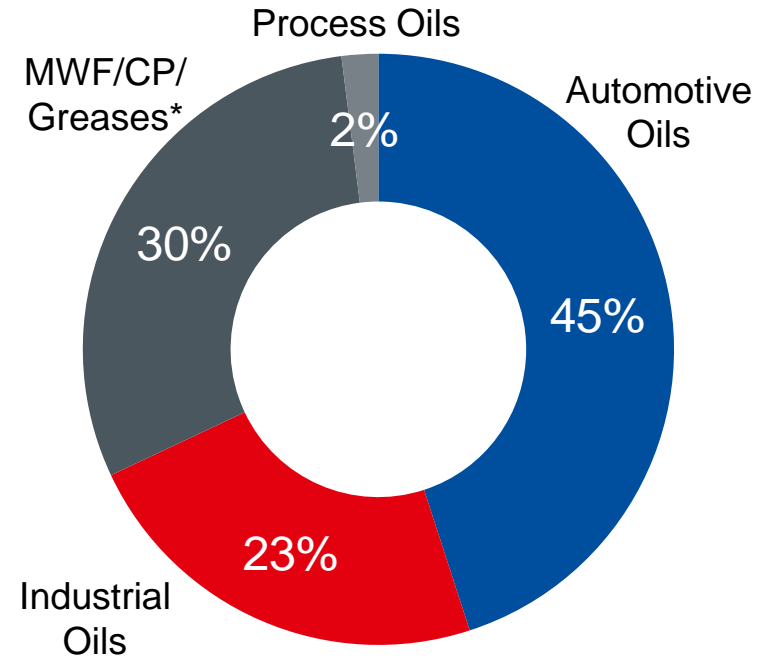
Full-line supplier advantage

Global lubricant market 2014
(volume)



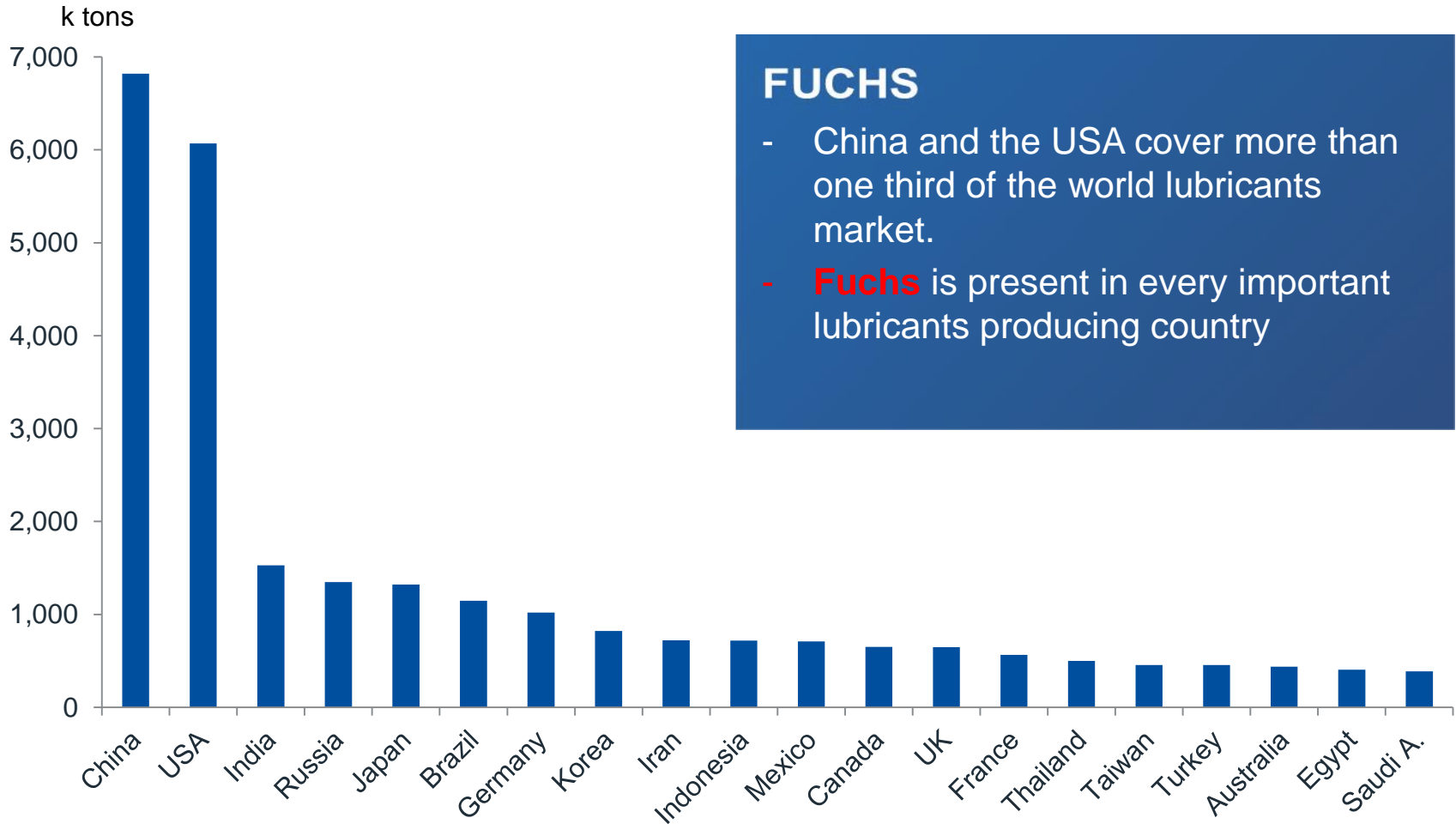
*metalworking fluids/corrosion preventives/lubricating greases

FUCHS 2014
(volume)



A leading global lubricants company

Top-20 lubricants producing countries



FUCHS

- China and the USA cover more than one third of the world lubricants market.
- **Fuchs** is present in every important lubricants producing country

Unique historic track record 2014

EBIT at previous year's level

€ mn	2014	2013	Δ Mio. €	Δ in %
Sales revenue	1,865.9	1,831.6	34.3	1.9
Gross profit	693.2	689.9	3.3	0.5
<i>Gross profit margin</i>	37.2%	37.3%		
Sales, admin. R&D and other net expenses	-400.6	-391.1	9.5	2.4
<i>Expenses as a percentage of sales</i>	21.5%	21.4%		
EBIT before income from at equity	242.6	298.8	-6.2	-2.1
<i>EBIT margin before income from at equity</i>	15.7%	16.3%		
Income from at equity	20.4	13.5	6.9	51.1
EBIT	313.0	312.3	0.7	0.2
Earnings after tax	219.9	218.6	1.3	0.6
<i>Net profit margin</i>	11.8%	11.9%		
Earnings per share in €				
Ordinary shares	1.57	1.53	0.04	2.6
Preference shares	1.58	1.54	0.04	2.6

Unique historic track record 2014

Regional sales revenues and EBIT margin

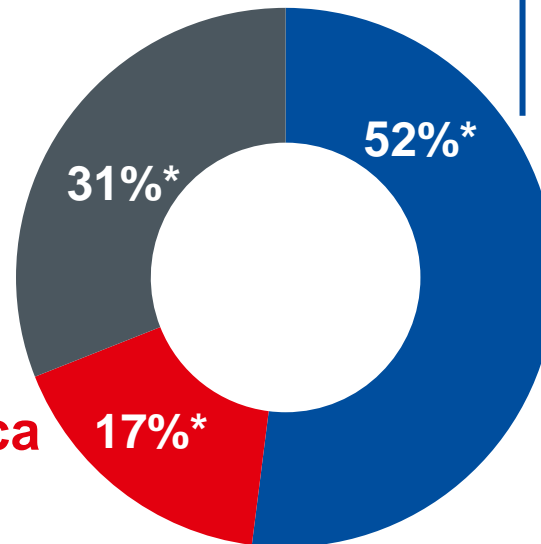
FUCHS sales revenues: € 1.9 bn
EBIT margin before at equity 15,7%

Asia-Pacific, Africa

Sales by comp. loc. € 0.5 mn
 EBIT margin 16.8%

Europe

Sales by comp. loc. € 1.1 mn
 EBIT margin 14.4%



North & South America

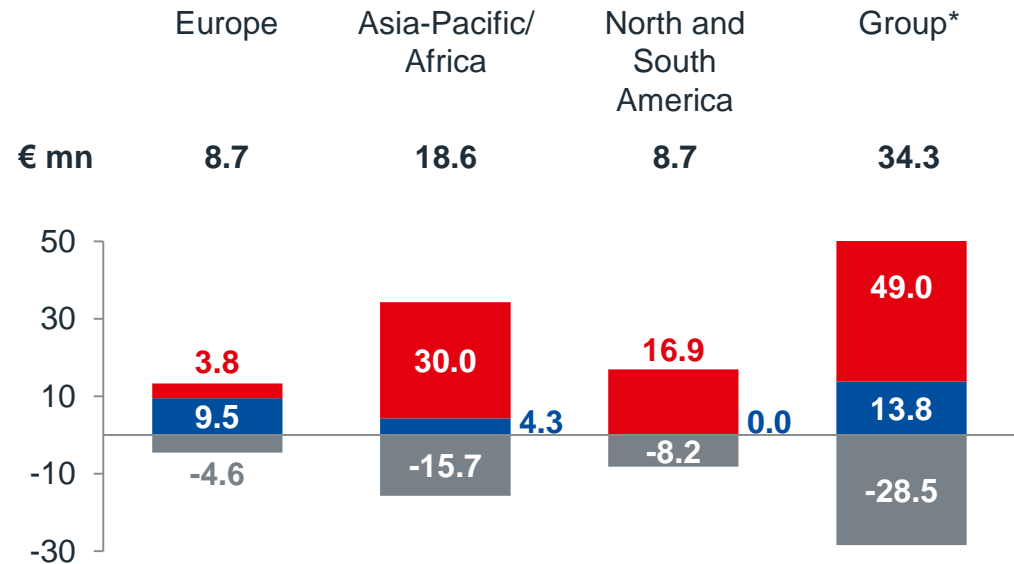
Sales by comp. loc. € 0.3 mn
 EBIT margin 16.3%

* by customers' location

Unique historic track record 2014

High growth rate in Asia

Regional sales growth
2014



- Organic growth
- Currency effects
- External growth

	Europe	Asia-Pacific/Africa	North and South America	Group*
Total growth	+0.8%	+3.7%	+2.8%	+1.9%
Organic growth	+0.3%	+6.0%	+5.5%	+2.7%
External growth	+0.9%	+0.9%	0.0%	+0.8%
Currency effects	-0.4%	-3.2%	-2.7%	-1.6%

* Consolidation effect (-€1.7 mn)

Positive track record continues in 2015

EBIT increase by more than 10% (9M/2015)

€ mn	1-9/2015	1-9/2014	Variance	
Sales revenue	1,538.8	1.402.8	136.0	9.7%
Gross profit	590.7	522.7	68.0	13.0%
<i>Gross profit margin</i>	<i>38.4%</i>	<i>37.3%</i>		
Sales, admin. R&D and other net expenses	341.3	295.8	45.5	15.4%
<i>Expenses as a percentage of sales</i>	<i>22.2%</i>	<i>21.1%</i>		
EBIT before income from at equity	249.4	226.9	22.5	9.9%
<i>EBIT margin before income from at equity</i>	<i>16.2%</i>	<i>16.2%</i>		
Income from at equity	11.5	9.0	2.5	27.8%
EBIT	260.9	235.9	25.0	10.6%
Earnings after tax	180.9	164.1	16.8	10.2%
<i>Net profit margin</i>	<i>11.8%</i>	<i>11.7%</i>		
Earnings per share in €				
Ordinary shares	1.30	1.17	0.13	11.1%
Preference shares	1.31	1.18	0.13	11.0%

Positive track record continues in 2015

Revenues increase by almost 10% (9M/2015)

0.1%

Organic growth

3.6%

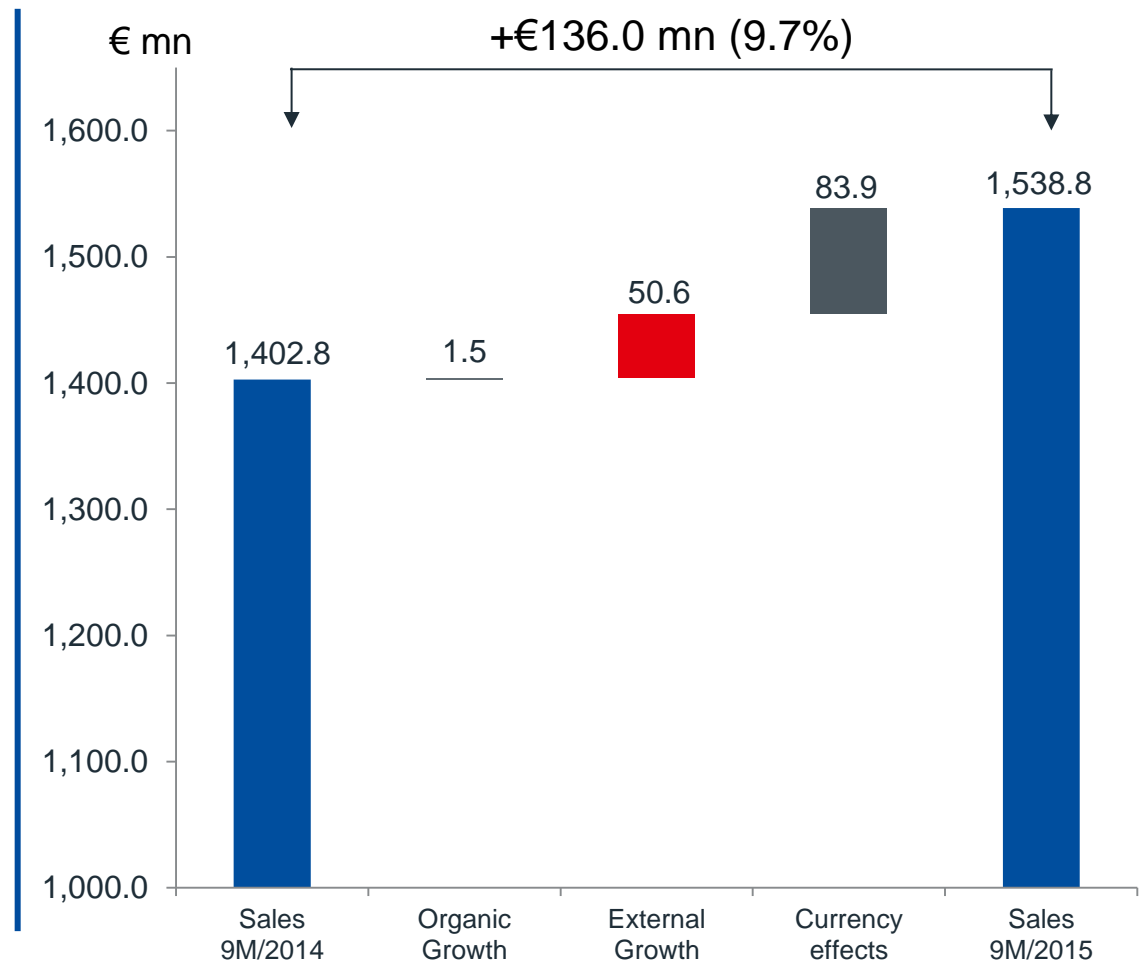
External growth

6.0%

Currency effects

9.7%

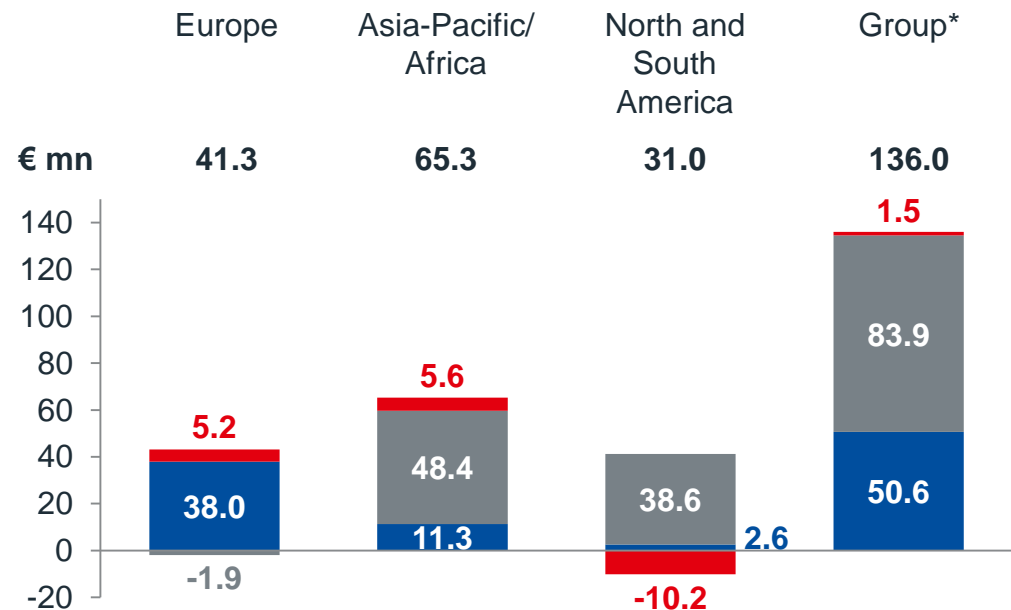
Sales revenue increase



Positive track record continues in 2015

Sales growth by region 9M/2015

Regional sales growth
1-9/2015

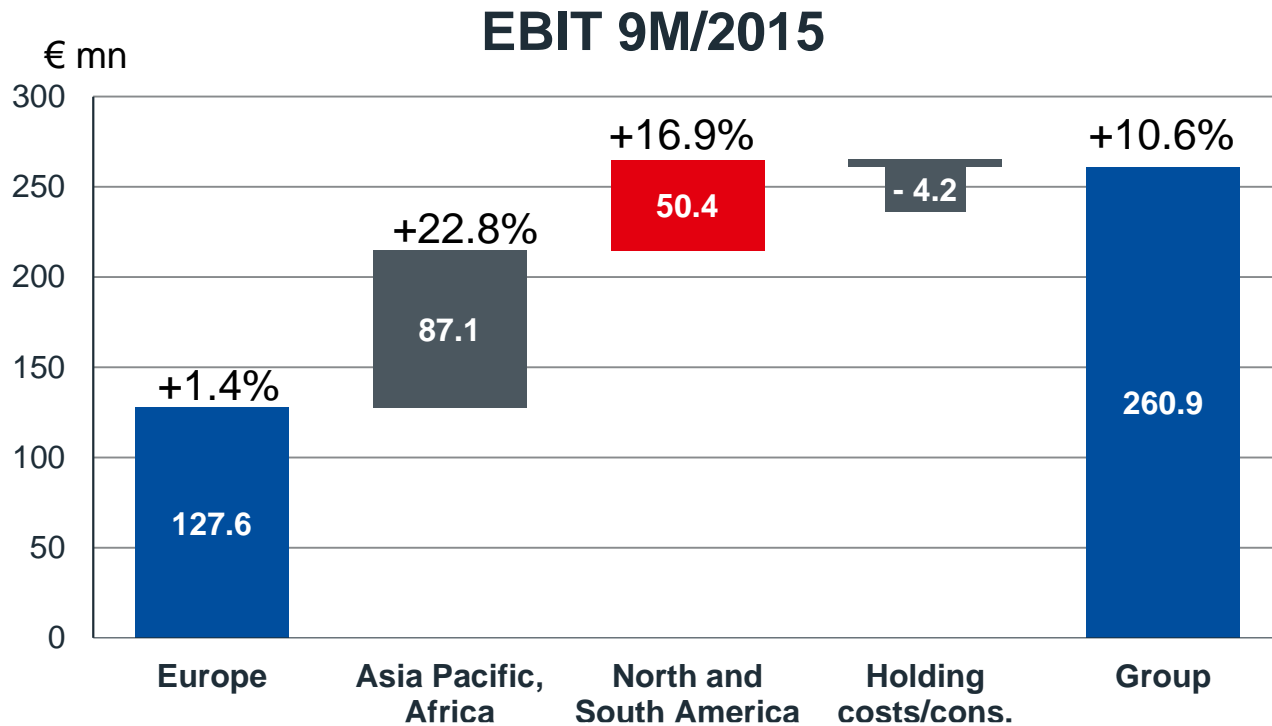


Total growth	+4.9%	+17.3%	+13.1%	+9.7%
Organic growth	+0.6%	+1.5%	-4.3%	+0.1%
External growth	+4.5%	+3.0%	+1.1%	+3.6%
Currency effects	-0.2%	+12.8%	+16.3%	+6.0%

* Consolidation effect (-€1.6 mn)

Positive track record continues in 2015

Segment earnings increased in all regions



	Europe	Asia Pacific, Africa	North and South America	Holding costs/cons.	Group
EBIT margin before at equity (9M/2015)	14.6%	17.3%	18.9%		16.2%
previous year (9M/2014)	14.6%	16.7%	18.3%		16.2%

Positive track record continues in 2015

Acquisitions fully financed by operating cash flow

€ mn	9M/2015	9M/2014
Gross cash flow	203.3	184.2
Changes in net operating working capital	-34.2	-40.9
Other changes	2,5	5,7
Operating cash flow	171.6	149.0
Capex	-29.1	-23.8
Cash paid for acquisitions	-112.3	-21.8
Other changes	3.2	4.5
Free cash flow	33.4	107.9

Further significant organic growth potential in emerging countries

Growth initiative: Capital expenditure projects



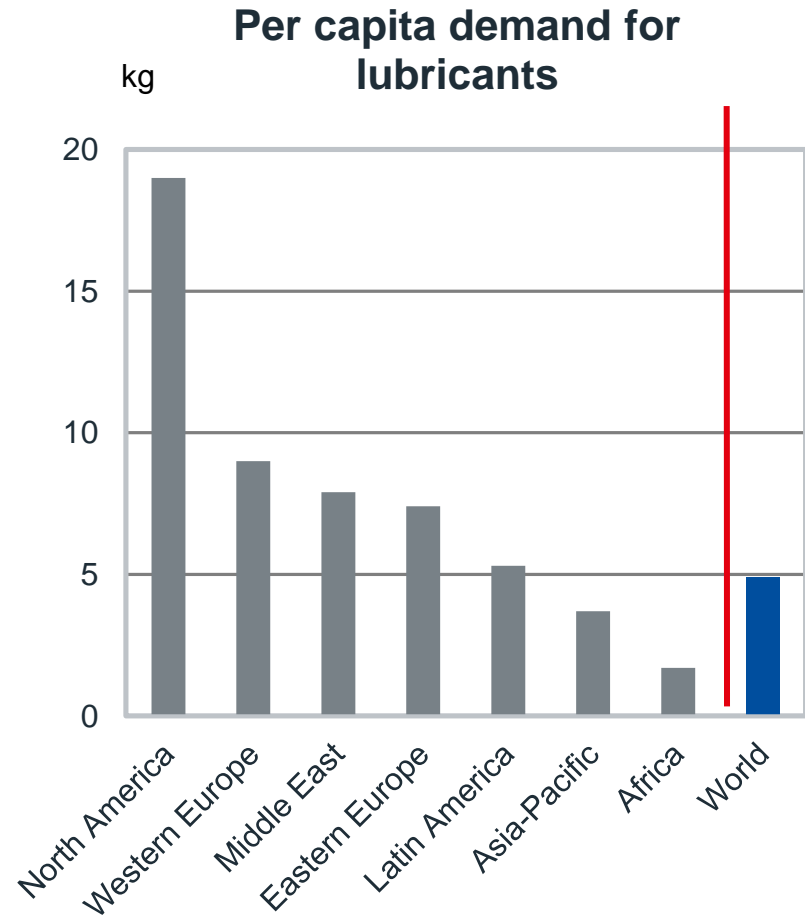
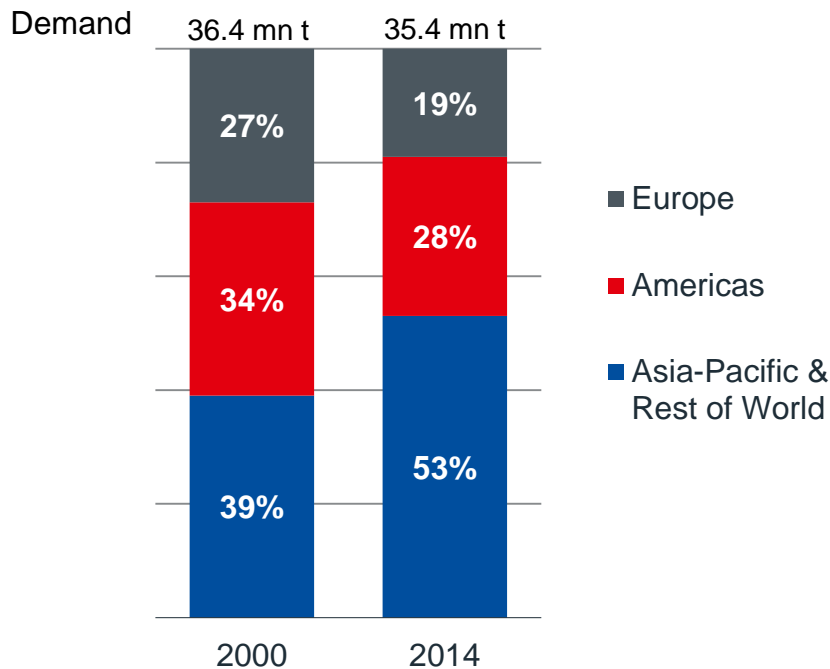
Specialty grease plants USA



Test field Mannheim

Further significant organic growth potential in emerging countries

Asia drives global demand
EU and Americas focus on specialities



Further significant organic growth potential in emerging countries

Growth initiative: Capital expenditure projects



Modernisation of holding building



Plant Mannheim 2013 - 2015