FUCHS PETROLUB SE
The leading independent lubricants manufacturer of the world

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Dagmar Steinert, Head of Investor Relations

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The leading independent lubricants manufacturer of the world

- 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
- Member of the MDAX, DAXplus Family 30 and STOXX Europe 600
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
Regional breakdown of world lubricants demand

World lubricants demand 2014: 35 mn t

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

Source: FUCHS Global Competitive Intelligence
2014 per-capita lubricants demand shows significant growth opportunities

Source: FUCHS Global Competitive Intelligence

Word lubricants demand
2014: 35 mn t
(2000: 36 mn t)

North America
19% (26%)

Latin America
9% (8%)

Eastern Europe
8% (13%)

Africa
6% (5%)

Middle East
5% (5%)

Asia-Pacific
42% (29%)

Source: FUCHS Global Competitive Intelligence
FUCHS is present in every important lubricants country.

China and the USA cover more than one third of the world lubricants market.
Competition – strong fragmentation

- High degree of fragmentation
- Concentration especially among smaller companies
- Differences in the size of manufacturers are enormous

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

**sizes:**

<table>
<thead>
<tr>
<th>manufacturers</th>
<th>volumes</th>
</tr>
</thead>
<tbody>
<tr>
<td>top 10</td>
<td>&gt; 50.0</td>
</tr>
<tr>
<td>710</td>
<td>&lt; 50.0</td>
</tr>
<tr>
<td>720</td>
<td>100.0</td>
</tr>
</tbody>
</table>

Source: FUCHS Global Competitive Intelligence
Strategic position
FUCHS is fully focused on lubricants

Sales 2014: €1.9 bn

Automotive lubricants 40.1%
Other 3.1%
Industrial lubricants 56.8%

100,000 customers
FUCHS is strategically well positioned

- Worldwide among the top 10 of the lubricants manufacturers (by volume)
- Among 590 independent lubricant companies the number 1 (by volume)

Source: FUCHS Global Competitive Intelligence
FUCHS is the specialist for lubricants

Worldwide lubricant market 2014 (volume)

- MWF/CP/Greases: 6%
- Process Oils: 10%
- Automotive Oils: 36%
- Industrial Oils: 26%

FUCHS manufactured lubricants 2014 (volume)

- MWF/CP/Greases: 30%
- Process Oils: 2%
- Automotive Oils: 45%
- Industrial Oils: 23%

*metalworking fluids/corrosion preventives/lubricating greases

Source: FUCHS Global Competitive Intelligence
FUCHS is the specialist and occupies technology and market leadership positions in strategically important niche areas.

- High-performance speciality open gear lubricants (cement industry etc.)
- Mining specialities (fire-resistant hydraulic fluids for underground coal mining and high-performance lubricants)
- Environmentally friendly lubricants
- Metalworking fluids No. 2-4
- Corrosion preventives No. 2
- Forging lubricants No. 2
- Greases No. 3-4
FUCHS – the niche specialist

- Technical leadership through intensive Research & Development.
- 416 researchers around the globe help our customers to solve their problems.
- FUCHS PETROLUB spent €33 mn in R&D expenses during 2014.
Breakdown of group sales revenues by customer sector

FUCHS sales revenues 2014: €1,866 mn

- Automotive industry (vehicle manufacturing and components): 27%
- Engineering: 9%
- Agriculture and construction: 8%
- Energy and mining: 9%
- Trade, transport and services: 28%

As a percentage of sales
* Manufacturing industry = producer goods, capital goods, consumer goods

Source: FUCHS Global Competitive Intelligence
Worldwide network – “stronger networking”

- production sites
FUCHS’ strategic position is a combination of…

- Size & global presence
- High degree of specialisation & technical excellence
- Customer focus and tailor-made products
- Local & flat organisation
- Committed employees

Comments

around €1.9 bn in sales (80% with customers 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 administration supported by company’s independence, steering via FVA tool successful
Our business model has paid dividends
During the past 10 years, FUCHS Value Added has increased by 19.9% p. a. and market capitalization has increased constantly and presently is close to €5 bn.
During the past 10 years, sales revenues have increased by 5.5% p.a. and earnings after tax by 16.3% p.a.
Solid balance sheet – equity ratio to 71.7% and net payment items of €185.7 mn

<table>
<thead>
<tr>
<th>€ mn</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Equity</td>
<td>546.5</td>
<td>658.2</td>
<td>781.7</td>
<td>853.5</td>
<td>915.6</td>
</tr>
<tr>
<td>Equity ratio</td>
<td>61.1%</td>
<td>66.8%</td>
<td>70.5%</td>
<td>73.5%</td>
<td>71.7%</td>
</tr>
<tr>
<td>Return on equity (ROE)</td>
<td>36.6%</td>
<td>31.0%</td>
<td>29.0%</td>
<td>26.7%</td>
<td>25.7%</td>
</tr>
<tr>
<td>Return on capital employed (ROCE)</td>
<td>42.7%</td>
<td>39.1%</td>
<td>39.7%</td>
<td>39.7%</td>
<td>37.6%</td>
</tr>
<tr>
<td>Net liquidity</td>
<td>72.4</td>
<td>64.9</td>
<td>134.8</td>
<td>167.4</td>
<td>185.7</td>
</tr>
</tbody>
</table>
Since IPO in 1985 we have paid dividends – during the past 10 years, dividends have been increased by 22.6% p.a.

Dividend per preference share
(adjusted for changes in equity structure)

22.6% CAGR
Pay-out ratio almost 50%
Growth initiative
Growth initiative – we have significantly expanded our global footprint

Main focus of investments were the construction of new plants in growth regions, the modernization and expansion of our large sites as well as an expansion of our R&D capacities.
Growth initiative: capital expenditure projects

Specialty grease plants USA

Modernisation of holding building

Test field Mannheim

Plant Mannheim 2013 - 2015
New jobs with focus on sales and technology

Nearly 70% of the 600 jobs created during the last 5 years were in sales and technology.
Acquisitions - Pentosin

- Acquisition of Deutsche Pentosin-Werke GmbH on 1 July 2015
- Founded in 1927 and based in Wedel near Hamburg
- 2 plants in Germany: Wedel and Dormagen
- Subsidiary in Sao Paulo, Brazil
- Sales revenues in 2014: approximately €135 million
- 190 employees
- Leading manufacturer of quality products for the international automotive industry
Acquisitions – Statoil Fuel & Retail Lubricants AB

- Acquisition of Statoil Fuel & Retail Lubricants AB, Sweden, from Couche-Tard on 1 October 2015
- Based in Stockholm
- Plant in Nynäshamn, Sweden
- Operating in Scandinavia, Poland, Russia and Baltic states
- Sales revenues in the financial year 2014/15: approximately €140 million
- 470 employees
1-9/2015 and outlook
The first nine months of 2015 at a glance

- Sales revenues up 10% to €1.5 billion (currency +6%; acquisitions +4%)
- Earnings (EBIT) increase by 11% to €261 million
- Outlook for the financial year remains unchanged
1-9/2015: sales revenues increase by 9.7% 

- Organic growth 0.1% or €1.5 mn
- External growth 3.6% or €50.6 mn
- Currency effects 6.0% or €83.9 mn
**1-9/2015: growth in sales revenues broken down into regions**

<table>
<thead>
<tr>
<th>Regional sales growth</th>
<th>Europe</th>
<th>Asia-Pacific/Africa</th>
<th>North and South America</th>
<th>Group*</th>
</tr>
</thead>
<tbody>
<tr>
<td>1-9/2015</td>
<td>41.3</td>
<td>65.3</td>
<td>31.0</td>
<td>136.0</td>
</tr>
</tbody>
</table>

€ mn

- **Organic growth**
  - Europe: +0.6%
  - Asia-Pacific/Africa: +1.5%
  - North and South America: -4.3%
  - Group*: +0.1%

- **External growth**
  - Europe: +4.5%
  - Asia-Pacific/Africa: +3.0%
  - North and South America: +1.1%
  - Group*: +3.6%

- **Currency effects**
  - Europe: -0.2%
  - Asia-Pacific/Africa: +12.8%
  - North and South America: +16.3%
  - Group*: +6.0%

* Consolidation effect (-€1.6 mn)
### 1-9/2015: EBIT increase by 10.6%

<table>
<thead>
<tr>
<th>Euro mn</th>
<th>1-9/2015</th>
<th>1-9/2014</th>
<th>variance</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Sales revenues</strong></td>
<td>1,538.8</td>
<td>1,402.8</td>
<td>136.0</td>
</tr>
<tr>
<td><strong>Gross profit</strong></td>
<td>590.7</td>
<td>522.7</td>
<td>68.0</td>
</tr>
<tr>
<td><strong>Gross profit margin</strong></td>
<td>38.4%</td>
<td>37.3%</td>
<td></td>
</tr>
<tr>
<td><strong>Sales, admin. R&amp;D and other net expenses</strong></td>
<td>341.3</td>
<td>295.8</td>
<td>45.5</td>
</tr>
<tr>
<td><strong>Expenses as a percentage of sales</strong></td>
<td>22.2%</td>
<td>21.1%</td>
<td></td>
</tr>
<tr>
<td><strong>EBIT before income from at equity</strong></td>
<td>249.4</td>
<td>226.9</td>
<td>22.5</td>
</tr>
<tr>
<td><strong>EBIT margin before income from at equity</strong></td>
<td>16.2%</td>
<td>16.2%</td>
<td></td>
</tr>
<tr>
<td><strong>Income from at equity</strong></td>
<td>11.5</td>
<td>9.0</td>
<td>2.5</td>
</tr>
<tr>
<td><strong>EBIT</strong></td>
<td>260.9</td>
<td>235.9</td>
<td>25.0</td>
</tr>
<tr>
<td><strong>Earnings after tax</strong></td>
<td>180.9</td>
<td>164.1</td>
<td>16.8</td>
</tr>
<tr>
<td><strong>Net profit margin</strong></td>
<td>11.8%</td>
<td>11.7%</td>
<td></td>
</tr>
<tr>
<td><strong>Earnings per share in €</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ordinary shares</td>
<td>1.30</td>
<td>1.17</td>
<td>0.13</td>
</tr>
<tr>
<td><strong>Preference shares</strong></td>
<td>1.31</td>
<td>1.18</td>
<td>0.13</td>
</tr>
</tbody>
</table>
1-9/2015: segment earnings increased in all regions

**EBIT**

1-9/2015

<table>
<thead>
<tr>
<th>Region</th>
<th>€ mn</th>
<th>Change</th>
<th>Previous Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Europe</td>
<td>127.6</td>
<td>+1.4%</td>
<td>(125.8)</td>
</tr>
<tr>
<td>Asia Pacific, Africa</td>
<td>87.1</td>
<td>+22.8%</td>
<td>(70.9)</td>
</tr>
<tr>
<td>North and South America</td>
<td>50.4</td>
<td>-16.9%</td>
<td>(43.1)</td>
</tr>
<tr>
<td>Holding costs/cons.</td>
<td>-4.2</td>
<td>-10.6%</td>
<td>(-3.9)</td>
</tr>
<tr>
<td>Group</td>
<td>260.9</td>
<td>+10.6%</td>
<td>(235.9)</td>
</tr>
</tbody>
</table>

**EBIT margin before income from at equity**

- Europe: 14.2% (14.6)
- Asia Pacific, Africa: 17.3% (16.7)
- North and South America: 18.9% (18.3)
- Holding costs/cons.: 16.2% (16.2)
Major acquisition fully financed by strong operating cash flow

<table>
<thead>
<tr>
<th></th>
<th>1-9/2015</th>
<th>1-9/2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>€ mn</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Gross cash flow</td>
<td>203.3</td>
<td>184.2</td>
</tr>
<tr>
<td>Changes in net operating working capital</td>
<td>-34.2</td>
<td>-40.9</td>
</tr>
<tr>
<td>Other changes</td>
<td>2.5</td>
<td>5.7</td>
</tr>
<tr>
<td><strong>Operating cash flow</strong></td>
<td>171.6</td>
<td>149.0</td>
</tr>
<tr>
<td>Capex</td>
<td>-29.1</td>
<td>-23.8</td>
</tr>
<tr>
<td>Cash paid for acquisitions</td>
<td>-112.3</td>
<td>-21.8</td>
</tr>
<tr>
<td>Other changes</td>
<td>3.2</td>
<td>4.5</td>
</tr>
<tr>
<td><strong>Free cash flow</strong></td>
<td>33.4</td>
<td>107.9</td>
</tr>
</tbody>
</table>
Key investments

Enlargement of the test field in Mannheim, new plants in the US and Australia.
Number of employees increased

The number of employees has grown by 235 people since the beginning of the year primarily due to acquisitions.
Outlook 2015

- We expect sales revenues to grow by around 10% for 2015
- We anticipate an increase in EBIT by a higher single-digit percentage for 2015
- We plan investments to exceed the previous year’s value
- We stand by our forecast for 2015 of recording free cash flow in excess of €150 million before acquisition-related expenditure in connection with acquisitions
Shareholder structure
Breakdown of shares / September 2015

Ordinary shares

- Free float * 46%
- Fuchs family 54%
- 69,500,000 ordinary shares

Preference shares

- Free float 100%
- 69,500,000 preference shares

Appendix - The year 2014
- Q1/2015
- Q2/2015
- Q3/2015
### 2014: EBIT at previous year’s level

<table>
<thead>
<tr>
<th></th>
<th>2014</th>
<th>2013</th>
<th>Δ Mio. €</th>
<th>Δ in %</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Sales revenues</strong></td>
<td>1,865.9</td>
<td>1,831.6</td>
<td>34.3</td>
<td>1.9</td>
</tr>
<tr>
<td><strong>Gross profit</strong></td>
<td>693.2</td>
<td>689.9</td>
<td>3.3</td>
<td>0.5</td>
</tr>
<tr>
<td><strong>Gross profit margin</strong></td>
<td>37.2%</td>
<td>37.7%</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Admin., sales, R&amp;D and other net operating expenses</strong></td>
<td>-400.6</td>
<td>-391.1</td>
<td>9.5</td>
<td>2.4</td>
</tr>
<tr>
<td><strong>Expenses as a percentage of sales</strong></td>
<td></td>
<td></td>
<td>21.5%</td>
<td>21.4%</td>
</tr>
<tr>
<td><strong>EBIT before at equity income</strong></td>
<td>292.6</td>
<td>298.8</td>
<td>-6.2</td>
<td>-2.1</td>
</tr>
<tr>
<td><strong>EBIT margin before at equity income</strong></td>
<td>15.7%</td>
<td>16.3%</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Income from participations</strong></td>
<td>20.4</td>
<td>13.5</td>
<td>6.9</td>
<td>51.1</td>
</tr>
<tr>
<td><strong>EBIT</strong></td>
<td>313.0</td>
<td>312.3</td>
<td>0.7</td>
<td>0.2</td>
</tr>
<tr>
<td><strong>Earnings after tax</strong></td>
<td>219.9</td>
<td>218.6</td>
<td>1.3</td>
<td>0.6</td>
</tr>
<tr>
<td><strong>Net profit margin</strong></td>
<td>11.8%</td>
<td>11.9%</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Earnings per share in €</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ordinary</td>
<td>1.57</td>
<td>1.53</td>
<td>0.04</td>
<td>2.6</td>
</tr>
<tr>
<td>Preference</td>
<td>1.58</td>
<td>1.54</td>
<td>0.04</td>
<td>2.6</td>
</tr>
</tbody>
</table>
### Regional sales growth 2014

<table>
<thead>
<tr>
<th>Region</th>
<th>Europe</th>
<th>Asia Pacific / Africa</th>
<th>North- and South America</th>
<th>Group*</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>8.7</td>
<td>18.6</td>
<td>8.7</td>
<td>34.3</td>
</tr>
</tbody>
</table>

#### Breakdown of Growth Components

- **Organic growth**
- **Currency effects**
- **External growth**

#### European Union

- Organic growth: +0.8%
- Currency effects: -0.4%
- External growth: +0.9%
- Total growth: +0.8%

#### Asia Pacific / Africa

- Organic growth: +3.7%
- Currency effects: -3.2%
- External growth: +0.9%
- Total growth: +3.7%

#### North- and South America

- Organic growth: +2.8%
- Currency effects: -2.7%
- External growth: 0.0%
- Total growth: +2.8%

#### Group*

- Organic growth: +2.7%
- Currency effects: +0.8%
- External growth: +0.8%
- Total growth: +1.9%

#### Consolidation effect

- Consolidation effect: -€1.7 mn
2014: regional sales revenues and EBIT

€ mn
(variance to previous year %)

Asia-Pacific, Africa
Sales* 516.5 +3.7%  
EBIT 105.6 +2.1%  
EBIT margin** 16.8% (18.3)

North and South America
Sales* 316.0 +2.8%  
EBIT 51.6 -17.0%  
EBIT margin** 16.3% (20.2)

Europe
Sales* 1,112.9 +0.8%  
EBIT 162.0 +6.2%  
EBIT margin** 14.4% (13.7)

FUCHS sales revenues
1,865.9
EBIT margin** 15.7% (16.3)

17.1%***(30.6)

31.0%*** (52.9)

51.9%*** (13.7)

* by companies’ location  
** before at equity  
*** by customers’ location
2014: record free cash flow of €187.9 mn

<table>
<thead>
<tr>
<th>€ mn</th>
<th>2014</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross cash flow</td>
<td>257.9</td>
<td>230.0</td>
</tr>
<tr>
<td>Changes in net current asset</td>
<td>-14.0</td>
<td>-8.6</td>
</tr>
<tr>
<td>Changes in other current assets</td>
<td>11.4</td>
<td>-0.9</td>
</tr>
<tr>
<td>Operating cash flow</td>
<td>255.3</td>
<td>220.5</td>
</tr>
<tr>
<td>Investments</td>
<td>-52.6</td>
<td>-72.8</td>
</tr>
<tr>
<td>Acquisitions</td>
<td>-21.8</td>
<td>0.0</td>
</tr>
<tr>
<td>Other changes</td>
<td>7.0</td>
<td>2.2</td>
</tr>
<tr>
<td>Free cash flow</td>
<td>187.9</td>
<td>149.9</td>
</tr>
</tbody>
</table>
2014: lower capital cost rate leads to an increase in FUCHS Value Added (FVA) by 3.5%
Q1/2015: sales revenues increased by 1% adjusted for currency effects

- Organic growth -0.7% or -€3.0 mn
- External growth 1.6% or €7.4 mn
- Currency effects 6.9% or €31.4 mn
### Regional sales growth 1st quarter 2015

<table>
<thead>
<tr>
<th>Region</th>
<th>Europe</th>
<th>Asia-Pacific / Africa</th>
<th>North- and South America</th>
<th>Group*</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>€ mn</strong></td>
<td>-6.2</td>
<td>27.1</td>
<td>12.9</td>
<td>35.8</td>
</tr>
</tbody>
</table>

- **Organic growth**: Indicates internal growth due to sales volume increase.
- **Currency effects**: Represents the impact of currency fluctuations on revenue.
- **External growth**: Shows additional growth from acquisitions or other external factors.

#### Total growth

<table>
<thead>
<tr>
<th></th>
<th>Europe</th>
<th>Asia-Pacific / Africa</th>
<th>North- and South America</th>
<th>Group*</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>% change</strong></td>
<td>-2.2%</td>
<td>+22.7%</td>
<td>+17.1%</td>
<td>+7.8%</td>
</tr>
<tr>
<td><strong>Organic growth</strong></td>
<td>-2.8%</td>
<td>+3.2%</td>
<td>-1.3%</td>
<td>-0.7%</td>
</tr>
<tr>
<td><strong>External growth</strong></td>
<td>+1.1%</td>
<td>+3.5%</td>
<td>0.0%</td>
<td>+1.6%</td>
</tr>
<tr>
<td><strong>Currency effects</strong></td>
<td>-0.5%</td>
<td>+16.0%</td>
<td>+18.4%</td>
<td>+6.9%</td>
</tr>
</tbody>
</table>

* Consolidation effect €2.0 mn
Q2/2015: sales revenues increase by 11.4% 

- Organic growth 2.0% or €9.1 mn
- External growth 1.5% or €7.0 mn
- Currency effects 7.9% or €36.4 mn
Q2/2015: good organic growth in Europe and Asia

Regional sales growth 2nd quarter 2015

€ mn

<table>
<thead>
<tr>
<th>Region</th>
<th>Europe</th>
<th>Asia-Pacific/Africa</th>
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</thead>
<tbody>
<tr>
<td>Sales</td>
<td>16.4</td>
<td>29.0</td>
<td>9.9</td>
<td>52.5</td>
</tr>
</tbody>
</table>

△ Total growth

<table>
<thead>
<tr>
<th></th>
<th>Europe</th>
<th>Asia-Pacific/Africa</th>
<th>North and South America</th>
<th>Group*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total growth</td>
<td>+5.9%</td>
<td>+22.9%</td>
<td>+12.7%</td>
<td>+11.4%</td>
</tr>
</tbody>
</table>

△ Organic growth

<table>
<thead>
<tr>
<th></th>
<th>Europe</th>
<th>Asia-Pacific/Africa</th>
<th>North and South America</th>
<th>Group*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Organic growth</td>
<td>+4.2%</td>
<td>+3.6%</td>
<td>-5.5%</td>
<td>+2.0%</td>
</tr>
</tbody>
</table>

△ External growth

<table>
<thead>
<tr>
<th></th>
<th>Europe</th>
<th>Asia-Pacific/Africa</th>
<th>North and South America</th>
<th>Group*</th>
</tr>
</thead>
<tbody>
<tr>
<td>External growth</td>
<td>+1.2%</td>
<td>+3.0%</td>
<td>0.0%</td>
<td>+1.5%</td>
</tr>
</tbody>
</table>

△ Currency effects

<table>
<thead>
<tr>
<th></th>
<th>Europe</th>
<th>Asia-Pacific/Africa</th>
<th>North and South America</th>
<th>Group*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Currency effects</td>
<td>+0.5%</td>
<td>+16.3%</td>
<td>+18.2%</td>
<td>+7.9%</td>
</tr>
</tbody>
</table>

* Consolidation effect (€2.8 mn)
Q3/2015: consolidation of PENTOSIN drives external growth

- Organic growth -1.0% or €4.6 mn
- External growth 7.6% or €36.2 mn
- Currency effects 3.3% or €16.1 mn
Q3/2015: currency and acquisition drive growth in all regions

Regional sales growth
3rd quarter 2015

<table>
<thead>
<tr>
<th>Region</th>
<th>Organic growth</th>
<th>Currency effects</th>
<th>External growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Europe</td>
<td>+0.6%</td>
<td>-2.1%</td>
<td>+10.8%</td>
</tr>
<tr>
<td>Asia-Pacific/Africa</td>
<td>-2.1%</td>
<td>+6.6%</td>
<td>+2.5%</td>
</tr>
<tr>
<td>North and South America</td>
<td>-5.9%</td>
<td>+12.7%</td>
<td>+3.1%</td>
</tr>
<tr>
<td>Group*</td>
<td>-1.0%</td>
<td>+7.6%</td>
<td>+7.6%</td>
</tr>
</tbody>
</table>

Total growth
- Group: +9.9%
- Europe: +10.7%
- Asia-Pacific/Africa: +7.0%
- North and South America: +9.9%

* Consolidation effect (-€0.8 mn)
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