

Q1 2016

Quarterly Statement as at March 31

- Sales revenues rise by 12 % to € 550 million
- Earnings (EBIT) up 4 % to € 85 million
- Outlook remains unchanged

LUBRICANTS.
TECHNOLOGY.
PEOPLE.



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FUCHS at a glance

in € million	Q1 2016	Q1 2015	Change in %
Sales revenues¹	550.2	492.6	11.7
Europe	349.4	278.3	25.5
Asia-Pacific, Africa	144.4	146.5	-1.4
North and South America	84.5	88.3	-4.3
Consolidation	-28.1	-20.5	-
Earnings before interest and tax (EBIT)	85.2	81.7	4.3
Earnings after tax	58.7	56.8	3.3
Capital expenditures	14.4	7.8	84.6
Free cash flow before acquisitions	27.3	30.2	-9.6
Earnings per share in €			
Ordinary share	0.42	0.41	2.4
Preference share	0.42	0.41	2.4
Employees as at March 31	4,863	4,141	17.4

¹ By company location.

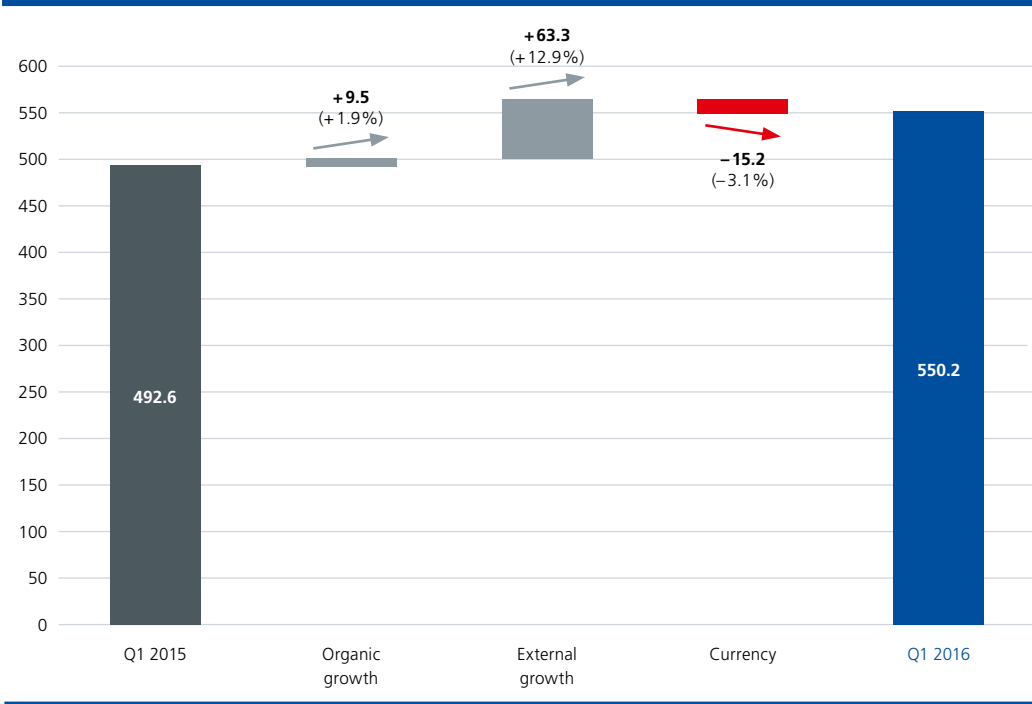
„We made a good start to 2016 and anticipate further increases in both sales revenues and earnings for the year. Our focus is on organic growth and further strengthening our market and competitive position worldwide. To this end we want to invest € 300 million in the expansion of existing facilities and in the construction of new facilities until 2018.“

Stefan Fuchs, Chairman of the Executive Board at FUCHS PETROLUB SE

Business development in the first three months of 2016

DEVELOPMENT OF SALES REVENUES IN THE GROUP

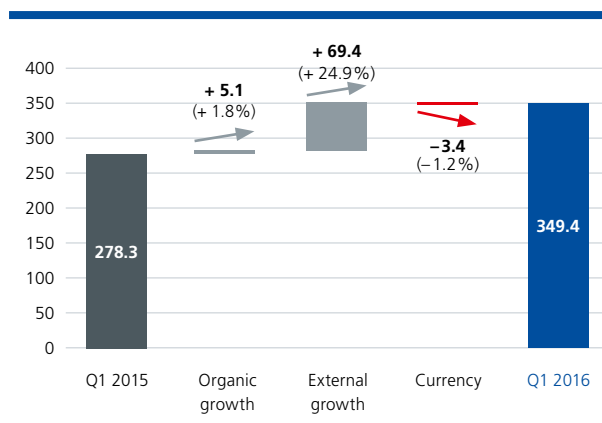
Development of sales revenues in the Group
(in € million)



- Sales revenues up 11.7 % to € 550.2 million (492.6)
- Organic growth in Asia and Europe
- External growth through PENTOSIN and STATOIL FUEL & RETAIL LUBRICANTS (acquisitions in 2015)
- Currency development has an opposite effect

DEVELOPMENT OF SALES REVENUES BY REGION / SEGMENT

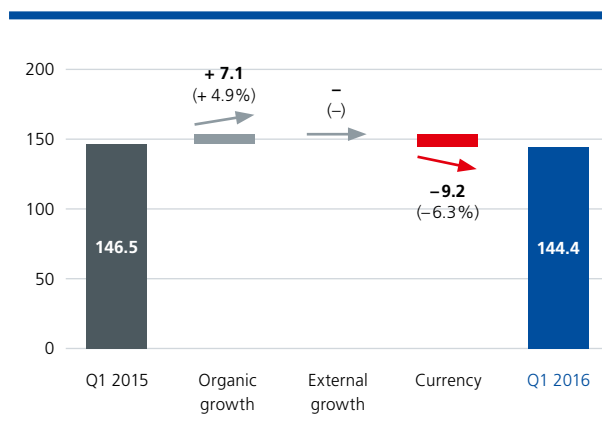
Europe (in € million)



Europe generated sales revenues of € 349.4 million (278.3), representing an increase of 25.5 % over the previous year. This rise is largely due to acquisitions

- Acquisitions of PENTOSIN and STATOIL FUEL & RETAIL LUBRICANTS in 2015 strengthen business in Germany and Scandinavia, as well as in Central and Eastern Europe
- Organic growth in sales revenues, particularly in Central and Eastern Europe
- Weak British pound puts a damper on development of sales revenues in England

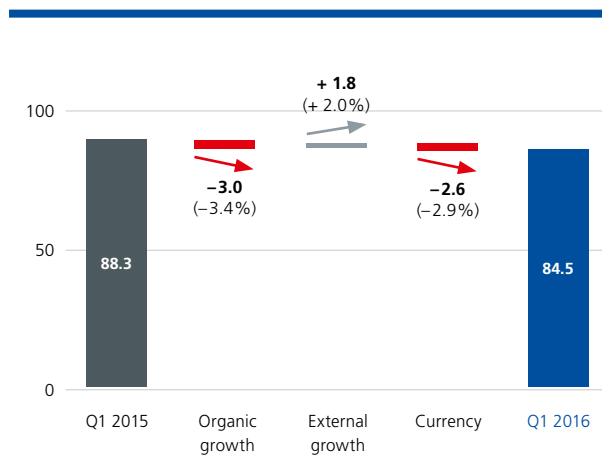
Asia-Pacific, Africa (in € million)



Asia-Pacific, Africa displays organic growth of 4.9 %, yet still remains slightly below the previous year at € 144.4 million (146.5)

- Unfavorable currency translation effects cancel out organic growth
- In particular China, India and South Korea record organic growth

North and South America (in € million)



North and South America is € 3.8 million or 4.3 % below the previous year at € 84.5 million (88.3)

- Organic decline in North America due to the weak demand in the mining, oil, gas and steel industries. Negative growth in South America as a result of the economic situation
- Favorable currency translation effects of the US dollar were more than compensated for by the opposing effects of the South American currencies

GROUP RESULTS OF OPERATIONS / INCOME STATEMENT

Income statement

(in € million)

	Q1 2016	Q1 2015
Sales revenues	550.2	492.6
Cost of sales	-344.4	-304.7
Gross profit	205.8	187.9
Selling and distribution expenses	-83.1	-74.1
Administrative expenses	-30.3	-25.6
Research and development expenses	-10.4	-8.7
Other operating income and expenses	-1.7	-1.6
EBIT before income from companies consolidated at equity	80.3	77.9
Income from companies consolidated at equity	4.9	3.8
Earnings before interest and tax (EBIT)	85.2	81.7
Financial result	-0.6	-1.1
Earnings before tax (EBT)	84.6	80.6
Income taxes	-25.9	-23.8
Earnings after tax	58.7	56.8
Thereof		
Non-controlling interests	0.1	0.1
Profit attributable to shareholders of FUCHS PETROLUB SE	58.6	56.7
Earnings per share in €¹		
Ordinary share	0.42	0.41
Preference share	0.42	0.41

¹ Basic and diluted in both cases.

- Income statement significantly influenced by previous year's acquisitions
- Gross profit up 9.5 % or €17.9 million to €205.8 million (187.9); as expected, this increase is below the growth in sales revenues
- As planned, expenses for sales and distribution, administration, research and development, as well as other net operating expenses rose by 14.1 % or €15.5 million to €125.5 million (110.0)
- EBIT up 4.3 % to €85.2 million (81.7)
- At €58.7 million (56.8), earnings after interest and taxes are 3.3 % or €1.9 million above the previous year
- Earnings per share (ordinary and preference shares) increase to €0.42 (0.41)

RESULTS OF OPERATIONS OF THE REGIONS / SEGMENTS

Segments (in € million)

	Europe	Asia-Pacific, Africa	North and South America	Total for operating companies	Holding including consolidation	FUCHS PETROLUB Group
Q1 2016						
Sales revenues by company location	349.4	144.4	84.5	578.3	-28.1	550.2
EBIT before income from com- panies consolidated at equity	42.8	24.6	15.1	82.5	-2.2	80.3
<i>in % of sales</i>	12.2	17.0	17.9	-	-	14.6
Income from companies consolidated at equity	0.3	4.6	-	4.9	-	4.9
Segment earnings (EBIT)	43.1	29.2	15.1	87.4	-2.2	85.2
Investments in long-term assets	6.9	1.3	6.1	14.3	0.1	14.4
Employees as at March 31	3,142	1,034	593	4,769	94	4,863
Q1 2015						
Sales revenues by company location	278.3	146.5	88.3	513.1	-20.5	492.6
EBIT before income from com- panies consolidated at equity	39.1	23.1	16.5	78.7	-0.8	77.9
<i>in % of sales</i>	14.0	15.8	18.7	-	-	15.8
Income from companies consolidated at equity	0.3	3.5	-	3.8	-	3.8
Segment earnings (EBIT)	39.4	26.6	16.5	82.5	-0.8	81.7
Investments in long-term assets	5.9	1.3	0.5	7.7	0.1	7.8
Employees as at March 31	2,468	1,033	545	4,046	95	4,141

Europe increases EBIT by € 3.7 million or 9.4 % to € 43.1 million (39.4)

- Growth driven by acquisitions
- Headwind from a weak British pound

Asia-Pacific, Africa increases EBIT by €2.6 million or 9.8 % to €29.2 million (26.6)

- Growth primarily recorded in China, India and South Korea
- Currency conversion puts a damper on earnings growth

North and South America recorded an EBIT of € 15.1 million (16.5), € 1.4 million or 8.5 % below the previous year

- Development of mining, oil, gas and steel industries in the US negatively impacted
- Downturn in raw material prices and political uncertainty put a strain on the South American economy

Outlook

Outlook remains unchanged:

- Acquisition-based and organic growth in sales revenues of 7 % to 11 % anticipated for the financial year
- EBIT increase between 3 % and 7 % forecast
- Forecast does not account for currency translation effects

FUCHS PETROLUB SE
Mannheim, April 29, 2016

DISCLAIMER

This quarterly statement contains statements about future developments 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, for example, include changes in the overall economic climate, changes in procurement prices, changes to exchange rates and interest rates, and changes within 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 quarterly statement and assumes no liability for such. We do not assume any obligation to update the future-oriented statements made in this quarterly statement.

Balance sheet

in € million	March 31, 2016	Dec. 31, 2015
Assets		
Intangible assets	279.5	284.2
Property, plant and equipment	365.3	364.9
Shares in companies consolidated at equity	45.0	38.6
Other financial assets	4.2	4.7
Deferred tax assets	34.2	33.8
Other receivables and other assets	1.2	1.3
Long-term assets	729.4	727.5
Inventories	304.5	297.2
Trade receivables	344.9	320.6
Tax receivables	4.9	4.3
Other receivables and other assets	23.7	21.6
Cash and cash equivalents	141.7	119.1
Short-term assets	819.7	762.8
Total assets	1,549.1	1,490.3
Equity and liabilities		
Subscribed capital	139.0	139.0
Group reserves	916.7	694.4
Group profits	58.6	235.8
Equity of shareholders of FUCHS PETROLUB SE	1,114.3	1,069.2
Non-controlling interests	0.7	1.0
Total equity	1,115.0	1,070.2
Pension provisions	32.6	33.2
Other provisions	3.3	3.3
Deferred tax liabilities	45.4	46.5
Financial liabilities	0.0	0.0
Other liabilities	3.9	3.9
Long-term liabilities	85.2	86.9
Trade payables	164.3	157.3
Provisions	35.6	37.0
Tax liabilities	32.0	28.4
Financial liabilities	17.0	17.7
Other liabilities	100.0	92.8
Short-term liabilities	348.9	333.2
Total equity and liabilities	1,549.1	1,490.3

Statement of cash flows

in € million	Q1 2016	Q1 2015
Earnings after tax	58.7	56.8
Depreciation and amortization of long-term assets	11.6	8.4
Change in long-term provisions and in other non-current assets (covering funds)	0.0	-2.3
Change in deferred taxes	-1.2	0.5
Non-cash income from shares in companies consolidated at equity	-4.9	-3.8
Dividends received from companies consolidated at equity	0.0	0.0
Gross cash flow	64.2	59.6
Gross cash flow	64.2	59.6
Change in inventories	-11.4	-3.4
Change in trade receivables	-29.8	-25.4
Change in trade payables	9.4	10.9
Change in other assets and liabilities (excluding financial liabilities)	10.9	-3.7
Net gain/loss on disposal of long-term assets	0.0	0.0
Cash flow from operating activities	43.3	38.0
Investments in long-term assets	-14.4	-7.8
Cash paid for shares in companies consolidated at equity	-1.6	0.0
Cash paid for acquisitions	-	-
Proceeds from the disposal of long-term assets	0.0	0.0
Cash flow from investing activities	-16.0	-7.8
Free cash flow¹	27.3	30.2
Dividends paid for previous year	-0.4	-0.4
Changes in financial liabilities	-1.1	4.5
Cash flow from financing activities	-1.5	4.1
Cash and cash equivalents as at Dec. 31, 2015	119.1	202.1
Cash flow from operating activities	43.3	38.0
Cash flow from investing activities	-16.0	-7.8
Cash flow from financing activities	-1.5	4.1
Effect of currency translations	-3.2	12.8
Cash and cash equivalents at the end of the period²	141.7	249.2

¹ Total of cash flow from operating activities and cash flow from investing activities.

² Cash and cash equivalents comprise total liquid funds of the Group.

Financial calendar

Dates 2016

April 29	Quarterly statement Q1 2016
May 4	Annual General Meeting in Mannheim
May 6	Information event in Zurich
August 1	Interim report Q2 2016
November 3	Quarterly statement Q3 2016

FUCHS PETROLUB SE
Investor Relations
Thomas Altmann
Friesenheimer Straße 17
68169 Mannheim
Germany

Telephone +49-(0)621-3802-1201
Fax +49-(0)621-3802-7274

www.fuchs.com/group
E-Mail: ir@fuchs-oil.de