

- Following an increase in the second quarter, sales revenues for the first half of the year return to the previous year's level
- Earnings before interest and tax (EBIT) up 5.8 % to €153.8 million
- Outlook for the financial year confirmed





# The first six months of 2013 of the FUCHS PETROLUB Group at a glance

#### **FUCHS PETROLUB GROUP**

| 1-6/2013 | 1-6/2012  | Change in %   |
|----------|---|---|
| 910.3    | 910.0   | 0.0   |
| 547.2    | 541.0   | 1.1   |
| 243.9    | 240.5   | 1.4   |
| 155.0    | 161.4   | -4.0  |
| -35.8    | -32.9   |   |
|          |   |   |
| 147.0    | 137.9   | 6.6   |
| 16.1     | 15.2  |   |
| 153.8    | 145.4   | 5.8   |
| 107.6    | 101.8   | 5.7   |
| 11.8     | 11.2  |   |
| 33.6     | 33.4  | 0.6   |
| 107.6    | 105.5   | 2.0   |
|          |   |   |
| 1.51     | 1.42  | 6.3   |
| 1.52     | 1.43  | 6.3   |
| 3,826    | 3,764   | 1.6   |
|          | 910.3 547.2 243.9 155.0 -35.8  147.0 16.1 153.8 107.6 11.8 33.6 107.6 | 910.3     910.0       547.2     541.0       243.9     240.5       155.0     161.4       -35.8     -32.9       147.0     137.9       16.1     15.2       153.8     145.4       107.6     101.8       11.8     11.2       33.6     33.4       107.6     105.5       1.51     1.42       1.52     1.43 |

<sup>&</sup>lt;sup>1</sup> By company location.

#### **GROUP STRUCTURE**

The Group is headed by the central-management controlling company, FUCHS PETROLUB SE, which predominantly owns subsidiaries directly at 100%.

On June 30, 2013, the Group comprised 49 operating companies. A total of 53 fully consolidated companies and five companies consolidated at equity were included in the financial statements of the Group.

The organizational and reporting structure is grouped according to the geographic regions Europe, Asia-Pacific, Africa and North and South America.

<sup>&</sup>lt;sup>2</sup> Previous year's figures adjusted, see "Application of new accounting standards" in the notes to the consolidated financial statements

<sup>&</sup>lt;sup>3</sup> Intangible assets, property, plant and equipment, and financial assets.

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Stefan Fuchs, Chairman of the Executive Board

## Letter to our shareholders

# Dear shareholders,

The FUCHS PETROLUB Group remains on course despite operating in a weak economic environment. In the first six months of this year, we recorded organic growth in sales revenues of 1.7% and also increased earnings before interest and tax by 5.8%. At €910.3 million (910.0), sales revenues remained at the level recorded in the first half of 2012. This was largely due to exchange rate movements. Earnings after tax increased by 5.7% to €107.6 million (101.8).

The Asia-Pacific, Africa and Europe regions continued along their growth course in the first six months of 2013 and generated encouraging increases in earnings. As a result of the weaker business in the US, however, figures for the North and South America region are still below the previous year.

Our growth initiative, with selective recruitment of new staff and investments in both production locations and emerging markets, is on schedule. We will be commencing operations at our new facilities in Russia and Northern China in the second half of the year. The modernization and extension work at our facility in Chicago is scheduled for completion this year. The site for construction of a new facility in Brazil has now also been successfully acquired.

We are happy to confirm our overall forecast for 2013 and are keen to continue our positive development with organic growth in sales revenues and an increase in earnings. To what extent potential changes in exchange rates will have an effect remains to be seen. The risks we face in achieving our targets are largely due to the uncertainty regarding ongoing economic developments.

The change of corporate form from FUCHS PETROLUB AG to FUCHS PETROLUB SE was completed on July 18, 2013 by entry in the commercial register. This conversion of legal form represents another consistent step in the company's development that follows the successful expansion of the FUCHS PETROLUB Group's international business operations and the growth recorded over the course of the last years.

Stefan Fuchs

Chairman of the Executive Board

# Interim management report<sup>1</sup>

#### BUSINESS AND GENERAL CONDITIONS

#### STRATEGIC OBJECTIVES AND BUSINESS MODEL

The detailed presentation of the business model, strategy, and structure of the FUCHS PETROLUB Group on pages 53 and 54 of our 2012 annual report still applies. No changes to our proven business model were made in the period under review.

#### **ECONOMIC FRAMEWORK: GENERAL AND SECTORAL**

The global economy continued to display only moderate expansion in the first few months of 2013. On the one hand the economic situation in the industrialized countries did improve slightly, on the other hand weaker economic expansion was observed in the emerging markets. The International Monetary Fund (IMF) has therefore slightly reduced the forecast it published at the start of the year and is now anticipating an increase in global economic performance of just 3.1% for 2013. Following a somewhat weak period, economic activity in Germany has now stabilized. For 2013, the IMF is predicting an increase in Germany's gross domestic product (GDP) of 0.3%.

Important end-user industries are developing as follows:

- According to data published by the World Steel Association, global steel production increased by around 2% up to May 2013 over the same period of the previous year. While production declined by more than 5% in both Europe and North America in the period stated, Asia was able to record an increase in production of roughly the same magnitude. By June 2013, crude steel production in Germany was almost 1% below the level for the same period of 2012.
- In the mechanical engineering sector, the German Engineering Federation (VDMA) is anticipating a global increase in sales revenues of 2% for 2013. However, it has revised its original 2% growth forecast for Germany and is now expecting a decline of 1% for the year.

<sup>&</sup>lt;sup>1</sup> The figures in parentheses refer to the respective period of the previous year.

- According to the German Association of the Automotive Industry (VDA), the global passenger vehicle market is likely to grow by around 2% in 2013. China and the US will be the dynamic drivers of this growth. These two countries together make up around 40% of the global passenger car market. In the rest of the world, the VDA expects to see stagnation or even slight declines. In Germany, new car registrations fell by 8% in the period under review, and both export and production were 3% behind the previous year's level up to June 2013.
- According to data published by the Association of the German Chemical Industry (VCI), global chemical production increased by 3.6% up to March 2013. Asia, headed by China and India, made the greatest regional contribution to global growth. In the US, the chemical sector also showed signs of further recovery, although in Europe no signs of a trend reversal could yet be observed. In Germany, the production of chemicals stagnated at the previous year's level in the first half of 2013. For the whole of 2013, however, the VCI is still predicting growth in German chemical production of 1.5% and a global increase in production of 3%.

Lubricant demand in the mature markets of the USA, Japan, Germany, France, Italy and Spain, which together make up roughly one third of global lubricant demand, has fallen by around 5% in the first third of 2013 compared with the previous year. Based on economic developments, we are anticipating an increase in consumption in the emerging markets for the first half of 2013. From today's perspective, we expect global lubricant consumption to stagnate in 2013 at the same level as 2012.

#### CONSOLIDATED RESULTS OF OPERATIONS

#### PERFORMANCE IN THE SECOND QUARTER

In the second quarter of 2013, the FUCHS PETROLUB Group recorded its highest ever sales revenues in a second quarter, as well as its best quarterly EBIT result of all time. The organically generated growth in sales revenues of 3.4% was in line with our expectations. The good quarterly result was also within the forecast range. Earnings were backed by increased demand and an improved gross margin. No economic or other risks had any material effects during the second quarter.

#### Sales revenues

Following a relatively weak start to the year, the Group increased its sales revenues in the second quarter of 2013. At €468.3 million (461.6), it almost repeated its record of €469.2 million, which was set in the third quarter of 2012, although currency translation effects partially reduced the organic growth achieved.

Development of sales revenues at a glance:

|                              | in € million | in % |
|------------------------------|--------------|------|
| Organic growth               | 15.5         | 3.4  |
| External growth              |              | _    |
| Currency translation effects | -8.8         | -1.9 |
| Growth in sales revenues     | 6.7          | 1.5  |

#### **DEVELOPMENT OF SALES REVENUES BY REGION**

| in € million               | Second<br>quarter of<br>2013 | Second<br>quarter of<br>2012 | Total<br>change<br>absolute | Total<br>change<br>in % | Organic<br>growth | External<br>growth | Exchange rate effects |
|----------------------------|------------------------------|------------------------------|-----------------------------|-------------------------|-------------------|--------------------|-----------------------|
| Europe                     | 281.9                        | 277.5                        | 4.4                         | 1.6                     | 6.3               | _                  | -1.9                  |
| Asia-Pacific, Africa       | 126.2                        | 121.6                        | 4.6                         | 3.8                     | 9.0               |                    | -4.4                  |
| North and South<br>America | 79.4                         | 81.6                         | -2.2                        | -2.7                    | 0.3               | _                  | -2.5                  |
| Consolidation              | -19.2                        | -19.1                        | -0.1                        | -                       | -0.1              |                    |                       |
| Total                      | 468.3                        | 461.6                        | 6.7                         | 1.5                     | 15.5              | _                  | -8.8                  |

Europe generated organic increases in sales revenues of  $\leqslant$ 6.3 million or 2.3%. Besides the companies in Germany, Great Britain and Russia, which all already recorded increases in the previous quarters, our Italian company was also able to achieve good growth in this quarter. However, the weakening of both the British pound and the Russian ruble relative to the euro had a negative currency exchange rate effect of  $\leqslant$ 1.9 million. Despite this, the region was still able to increase its net sales revenues by  $\leqslant$ 4.4 million or 1.6% to  $\leqslant$ 281.9 million (277.5).

The Asia-Pacific, Africa region recorded encouraging organic growth of €9.0 million or 7.4%. Our companies in China and South Africa enjoyed particularly strong growth. However, the South African rand, the Australian dollar and the Japanese yen all suffered significant losses relative to the euro, which led to a negative currency translation effect of €4.4 million or 3.6%. Taking into account the currency effect, the region recorded growth of €4.6 million or 3.8% to €126.2 million (121.6).

North and South America also displayed improved sales revenue development in comparison with the previous quarter. In local currency, this region was actually able to generate the same revenue as in the previous year ( $+ \in 0.3$  million or 0.4%). However, the stronger euro led to a currency translation effect of  $- \in 2.5$  million (-3.1%), which had an unfavorable impact on total sales revenues. At  $\in 79.4$  million, the region therefore contributed  $\in 2.2$  million or 2.7% less to Group sales revenues than in the previous year (81.6).

#### Earnings

With sales revenues of €468.3 million (461.6), the Group generated gross profit of €177.5 million (168.2) in the second quarter of 2013. The increase of €9.3 million or 5.5% was driven by sales revenues and also influenced by a higher gross margin (37.9% following 36.4% in the previous year). In the same time period, expenses for selling, distribution and administration, research and development as well as other net operating expenses increased by only €2.0 million or 2.0% to €100.7 million (98.7).

As a result of this, earnings before interest and tax and before income from companies consolidated at equity (EBIT before income from companies consolidated at equity) recorded a disproportional increase of 10.5% to €76.8 million (69.5). The ratio of EBIT before income from companies consolidated at equity relative to sales revenues increased to 16.4% (15.1%).

Together with the profit contributions of €3.6 million (3.4) from our associated companies and joint ventures, the Group generated EBIT of €80.4 million, which is 10.3% more than in the second quarter of the previous year (72.9).

Earnings after interest and tax were €56.0 million (50.4). Earnings per share increased to €0.78 (0.70) per ordinary share and €0.79 (0.71) per preference share.

#### Development of earnings by region

The Group's earnings development in the second quarter of 2013 was carried by significant increases in segment earnings in Europe and Asia, which were offset against a decline in North and South America.

Just under half of the earnings before interest and tax (EBIT) were generated by the Group's operating companies in Europe. EBIT increased by €5.5 million to €40.0 million (34.5). This growth is mainly attributable to Germany. In Europe, the ratio of EBIT before income from companies consolidated at equity relative to sales revenues increased to 14.1% (12.3%).

The Asia-Pacific, Africa region contributed almost one third of the EBIT recorded by the operating companies. Its EBIT rose by  $\leq$ 3.4 million to  $\leq$ 27.1 million (23.7). The Chinese companies made the greatest contribution to this. Relative to sales revenues, the region's EBIT before income from companies consolidated at equity reached 18.9% (16.9%).

North and South America remains the region with the highest ratio of EBIT before income from companies consolidated at equity relative to sales revenues. Due to slightly weaker business in the US and also to currency translation effects, however, the region's EBIT declined by €1.0 million to €15.7 million (16.7) in the second quarter. The EBIT margin before income from companies consolidated at equity was 19.8% (20.5%).

#### PERFORMANCE IN THE FIRST SIX MONTHS

#### Sales revenues

The FUCHS PETROLUB Group recorded organic growth in sales revenues of 1.7% in the first six months of 2013. However, the positive changes in total sales, price and product mix were neutralized by currency translation effects. At  $\leq$ 910.3 million, Group sales revenues therefore remained at the previous year's level (910.0).

Summary of the factors affecting sales revenues:

| Growth in sales revenues     |              |      |
|------------------------------|--------------|------|
| Growth in sales revenues     | 0.3          | _    |
| Currency translation effects | -15.3        | -1.7 |
| External growth              |              |      |
| Organic growth               | 15.6         | 1.7  |
|                              | in € million | in % |

#### **DEVELOPMENT OF SALES REVENUES BY REGION**

| in € million         | First<br>half of<br>2013 | First<br>half of<br>2012 | Total<br>change<br>absolute | Total<br>change<br>in % | Organic<br>growth | External<br>growth | Exchange rate effects |
|----------------------|--------------------------|--------------------------|-----------------------------|-------------------------|-------------------|--------------------|-----------------------|
| Europe               | 547.2                    | 541.0                    | 6.2                         | 1.1                     | 8.7               |                    | -2.5                  |
| Asia-Pacific, Africa | 243.9                    | 240.5                    | 3.4                         | 1.4                     | 11.3              | _                  | -7.9                  |
| North and South      |                          |                          |                             |                         |                   |                    |                       |
| America              | 155.0                    | 161.4                    | -6.4                        | -4.0                    | -1.5              | -                  | -4.9                  |
| Consolidation        | -35.8                    | -32.9                    | -2.9                        | -                       | -2.9              | _                  | _                     |
| Total                | 910.3                    | 910.0                    | 0.3                         | -                       | 15.6              |                    | -15.3                 |

The organic growth of  $\in$ 8.7 million or 1.6% in Europe was primarily driven by companies in Germany, Great Britain and Russia. Negative currency exchange effects of  $\in$ 2.5 million or 0.5% resulted in particular from the weakening of the British pound. In total, the region recorded growth in sales revenues of  $\in$ 6.2 million or 1.1% to  $\in$ 547.2 million (541.0).

Essentially driven by increased volumes, the Asia-Pacific, Africa region was able to organically increase its sales revenues by  $\leq 11.3$  million or 4.7%. When converting its sales revenues to the euro, however, it recorded a  $\leq 7.9$  million or 3.3% decline due to the drop in value of the South African rand, the Australian dollar and the Japanese yen. This resulted in Group sales revenues increasing by  $\leq 3.4$  million or 1.4% overall to  $\leq 243.9$  million (240.5).

Due to the weak market in the first quarter, the North and South America region fell €1.5 million or 0.9% short of repeating its previous year's revenue in the first half of the year. Declining sales figures in North America could not be fully compensated by gains in South America. At the same time, weaker currencies throughout the region led to a negative currency translation effect of €4.9 million or 3.0%. At €155.0 million (161.4), the region contributed €6.4 million or 4.0% less to Group sales revenues than in the same period of the previous year.

#### **Earnings**

With sales revenues remaining virtually unchanged, the FUCHS PETROLUB Group was able to increase its gross profit by 3.9% or €13.0 million to €343.1 million (330.1) in the first six months of 2013. The gross margin therefore increased to 37.7% (36.3%).

In the same time period, expenses for selling, distribution and administration, research and development as well as other net operating expenses increased by  $\in$  3.9 million or 2.0% to  $\in$ 196.1 million (192.2).

Earnings before interest, tax and income from companies consolidated at equity therefore rose by  $\in$  9.1 million or 6.6% to  $\in$  147.0 million (137.9). This represents 16.1% (15.2%) relative to sales revenues.

Taking into account the €6.8 million (7.5) in earnings of companies consolidated at equity, the Group recorded earnings before interest and tax (EBIT) of €153.8 million (145.4). The increase over the previous year is €8.4 million or 5.8%.

At -€1.1 million (-1.1), the financial result remained at the previous year's level. Income tax increased to €45.1 million (42.5) as a result of earnings generated. Earnings after tax therefore increased by 5.7% or €5.8 million to €107.6 million (101.8).

Earnings per share are €1.51 (1.42) per ordinary share and €1.52 (1.43) per preference share.

#### Development of earnings by region

Both the Europe and Asia-Pacific, Africa regions contributed to the increase in EBIT, although North and South America were not able to repeat their previous year's performance

Europe's contribution to Group EBIT was  $\in$ 74.1 million (67.2). Our German and British companies, along with our Polish and Italian companies, recorded total increases of  $\in$ 6.9 million or 10.3% over the same period in the previous year. The ratio of EBIT before income from companies consolidated at equity relative to sales revenues increased to 13.4% (12.3%).

Asia-Pacific, Africa recorded segment earnings (EBIT) of €51.3 million (46.2) in the first half of the year, which correspond to an increase of €5.1 million or 11.0%. Besides China, Australia and South Africa both made appreciable contributions to segment earnings. The increase in the first half of 2013 was primarily generated in China. A large portion of the significantly higher contribution of our South African company in local currency was canceled out by the weakness of the South African rand. The ratio of EBIT before income from companies consolidated at equity relative to sales revenues increased to 18.5% (16.3%).

The North and South America region once again generated the highest return. Its ratio of EBIT before income from companies consolidated at equity relative to sales revenues was 20.0% (21.0%). At €31.0 million, the region's EBIT was €2.9 million or 8.6% below the previous year's level (33.9). This was due to the weaker development of sales revenues in the US and negative currency translation effects in South America.

#### NET ASSETS AND FINANCIAL POSITION

#### CAPITAL EXPENDITURE AND INVESTMENTS IN COMPANIES

The investments in long term assets were €33.6 million (33.4) in the first six months of 2013 and thereby significantly exceeded amortization and depreciation expenses.

More than half of the investments were dedicated to the modernization and extension of our US production site in Chicago, as well as the new facilities which are currently under construction in China and Russia. All three of these projects shall be completed during the course of 2013.

The depreciation of long-term assets was €13.6 million (13.6) in the reporting period. The ratio of investments in property, plant and equipment and intangible assets relative to depreciation expenses (2.4 fold) underlines the high degree of investment in expansion.

In addition to the investments in property, plant and equipment and intangible assets, the minority interests of a shareholder in the Ukraine were also acquired in the first quarter.

#### STATEMENT OF CASH FLOWS

The Group generated gross cash flow of €107.6 million (105.5) in the first six months. This includes depreciation and amortization of long-term assets of €13.6 million (13.6).

At €74.3 million (76.6), cash flow from operating activities remained at the previous year's level. Capital of €23.0 million (26.4) was required to finance the net operating working capital (inventories plus trade receivables minus trade payables). Compared to the previous year, the ratio of net operating working capital to annualized quarterly sales revenues increased slightly to 20.6% (20.4%), which corresponds to an increase of the average capital commitment period of around half a day to 75 days (74.5). Beside this, changes to other assets and liabilities required financial resources of €9.7 million (2.5). This was primarily due to the payment of tax liabilities, and also payments made in the context of external financing for pension liabilities.

At  $\leq$ 29.5 million (31.6), cash flow from investing activities reached the previous year's level, so free cash flow of  $\leq$ 44.8 million (45.0) remained at virtually the same level as the previous year.

Dividend payments to shareholders and minority shareholders for the previous year were €92.0 million, following €70.8 million in 2012. In terms of cash and cash equivalents, the Group had access to financial resources of €93.4 million as at June 30, 2013 (56.5).

#### **BALANCE SHEET AND FINANCING STRUCTURE, LIQUIDITY**

At the end of June 2013, the Group held total assets of  $\in$ 1,097.9 million (1,108.7 as at December 31, 2012). The slight reduction since the start of the year can primarily be attributed to the use of cash and cash equivalents to make the dividend payments in May.

Cash and cash equivalents, which are held largely in the form of short-term bank deposits, were reduced by  $\in$  50.3 million to  $\in$  93.4 million (143.7 as at December 31, 2012).

At the same time, long-term assets increased by €19.1 million or 4.3% to €459.5 million (440.4 as at December 31, 2012). These figures reflect the fact that amortization and depreciation expenses were significantly exceeded by the Group's total investment volume, which allowed property, plant and equipment to increase by €14.6 million. In addition to this, the carrying amount of shares in companies consolidated at equity increased by €4.5 million due to retained earnings.

By mid-year 2013 accounts receivable amounted to  $\leq$ 289.0 million and were thus  $\leq$ 38.6 million above the value recorded on December 31, 2012 (250.4) due to the closing date. At the same time, inventories were reduced by  $\leq$ 6.0 million to  $\leq$ 233.3 million (239.3 as at December 31, 2012).

The reduction in other receivables and other assets corresponds to an equivalent reduction in other liabilities.

The Group's financing structure did not change over the course of 2013. The Group is mainly financed by shareholders' equity. Despite dividend payments of €92.0 million, shareholders' equity increased slightly to €790.5 million (781.7 as at December 31, 2012). As at June 30, 2013, the equity ratio was 72.0% (70.5% as at December 31, 2012).

At the same time, long-term liabilities were reduced by €10.8 million to €43.6 million (54.4 as at December 31, 2012), primarily due to the external funding of UK pension liabilities. The Group therefore now only maintains pension provisions of €16.6 million (26.4 as at December 31, 2012).

The scope of short-term liabilities was also reduced. Although trade payables increased by €16.6 million to €136.4 million (119.8 as at December 31, 2012), other liabilities were reduced at the same time due to the disposal of an asset held on a fiduciary basis, as well as tax liabilities that were paid off.

Total financial liabilities are €7.5 million (8.9 as at December 31, 2012).

Besides its cash and cash equivalents, the Group has access to free lines of credit for greater than one hundred million euros. These lines of credit secure external financing options at all times.

The FUCHS PETROLUB Group does not use any off-balance-sheet financial instruments.

#### NON-FINANCIAL PERFORMANCE INDICATORS

#### RESEARCH AND DEVELOPMENT

The FUCHS PETROLUB Group's research and development activities focus on many fields of technology that place strict and exacting demands on the products. One such field of technology with special requirements is metalworking in the medical engineering sector.

Medical engineering is a market with a future. The hard-to-machine materials used in this sector place great demands on the quality of cooling lubricants. FUCHS has developed high-performance products for these applications that cover the entire bandwidth of a machine tool's lubricant requirements.

Manufacturers of implants must in particular ensure that their products are absolutely free of residue and completely sterile before they are used in the human body. The manufacturers set up their processes accordingly and check every piece to ensure that all the requirements have been met. FUCHS even goes one step further, as we introduce the cooling lubricant to a nutrient solution and then perform tests in line with the EN ISO 10993-5 EU standard to determine whether it has any influence on cell growth. These tests for cytotoxicity are a unique selling point of FUCHS' products and make it far easier for companies operating in the strictly regulated medical engineering sector to comply with the stipulated validation processes. The product portfolio encompasses products such as ECOCUT 7520 LE-S for deep-hole drilling or PLANTOCUT 10 SR for machining and grinding titanium.

#### **EMPLOYEES**

As at June 30, 2013, the global workforce of the FUCHS PETROLUB Group consisted of 3,826 (3,764) employees. Compared with the 3,773 employees recorded at the end of the previous year, this represents an increase of 53 people. Most of the new staff members were recruited in the areas of sales and distribution, as well as research and development mainly at companies in Germany and Russia, South Africa, Australia and China.

The workforce at a glance:

|                         | June 30, 2013 | Dec. 31, 2012 | June 30, 2012 |
|-------------------------|---------------|---------------|---------------|
| Europe                  | 2,437         | 2,411         | 2,400         |
| Asia-Pacific, Africa    | 858           | 835           | 842           |
| North and South America | 531           | 527           | 522           |
| Total                   | 3,826         | 3,773         | 3,764         |

#### SUPPLEMENTARY REPORT

No transactions of particular importance with an appreciable bearing on the results of operations, net assets and financial position of the FUCHS PETROLUB Group occurred after June 30, 2013.

As of July 5, 2013, FUCHS has taken over its former sales partner FUCHS OFFSHORE LUBRICANTS AS in Bergen, Norway. The company operates mainly in the offshore industry sector, but it also supplies other industrial customers. The company's sales revenues are in the low single-figure million range.

#### OPPORTUNITY, RISK AND FORECAST REPORT

#### **OPPORTUNITY AND RISK MANAGEMENT**

On the basis of the information currently available, we are of the opinion that no significant individual risks exist for the FUCHS PETROLUB Group, neither now nor in the foreseeable future. Nor do the overall risks or combinations of risks threaten the continued existence of the Group. There were therefore no significant changes to the statements made on pages 93 to 102 of the 2012 annual report, in which FUCHS provided a detailed report on the opportunities and risks resulting from its international business operations.

#### **FORECAST REPORT**

#### Group alignment and economic framework

FUCHS will continue to focus on customer requirements in the future, primarily through its technical and research-oriented strategic alignment. There are no changes to the Group alignment detailed on page 103 of our 2012 annual report or the general economic framework of our business model. The same can generally also be said of the competitive situation.

#### General economic development forecasts

The International Monetary Fund (IMF) has again slightly reduced its forecasts for general economic development in the second quarter. An increase of 3.1% in global production is now anticipated for 2013.

#### Effects on our business model

FUCHS is globally active and enjoys a strong market position in important business segments. Despite the fact that lubricant demand is likely to remain at the same level as in 2012, we still expect to be able to record moderate growth in 2013. We also adhere to our previous position that there are currently no major foreseeable changes with regard to the development of raw material prices.

However, regional influences and geopolitical factors could still potentially exert an influence and make the raw materials important for FUCHS PETROLUB again considerably more expensive. It is also impossible to rule out the risk of special events, or at least volatile exchange rate and price fluctuations, as a result of the still unresolved debt situation in several key states, which in turn can have undesired effects when purchasing raw materials in foreign currencies or converting financial figures into the Group currency of euros.

#### Anticipated earnings, net assets and financial position

Based on the aforementioned assumptions, the Executive Board expects similar development of business operations in the second half of 2013 as in the first half of the year and confirms its target of achieving organic growth in sales revenues in the low single-digit percentage range for the year. However, the development of currency exchange rates must be taken into account.

In terms of earnings before interest and tax (EBIT), we are also expecting to record an increase for 2013, provided the overall economic situation does not change significantly.

This is driven by organic growth in sales revenues and earnings in the two regions of Europe and Asia-Pacific, Africa. With financing costs remaining low and the rate of taxation only increasing marginally, we also expect earnings after tax and thereby earnings per share to increase.

Capital expenditure was on budget in the first half of the year and is likely to remain at the previous year's level for 2013. In light of the anticipated earnings development, we expect to record total free cash flow in excess of €100 million.

In terms of the balance sheet, financing structure and liquidity situation, this means that no appreciable structural changes relative to June 30, 2013 should be expected in the coming quarters. The statement we made on pages 104 and 105 of our 2012 annual report, whereupon there should not be any significant changes to our earnings, net assets, or financial position, continues to apply under the described general conditions.

#### LEGAL DISCLOSURES

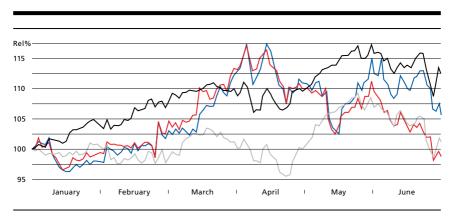
#### **DEPENDENT COMPANY REPORT**

Please refer to page 106 of the 2012 annual report for details on the dependent company report. As at June 30, 2013, there were no indications that would lead us to revise our statement.

#### THE FUCHS SHARES

The FUCHS ordinary share was listed at  $\leq$ 52.16 in XETRA trading on June 30, 2013, and was therefore 1.6% below the 2012 year-end price. The preference share closed at  $\leq$ 61.15, thus registering an increase of 8.8%. The DAX and MDAX rose by 4.6% and 15.0% respectively in the same time period.

### PRICE TREND OF ORDINARY AND PREFERENCE SHARES IN COMPARISON WITH DAX AND MDAX (JANUARY 1 – JUNE 30, 2013)



■ Preference share ■ Ordinary share ■ DAX ■ MDAX

#### **OVERVIEW OF THE FUCHS SHARES**<sup>1</sup>

|   | Second quarter | Second quarter |
|---|----------------|----------------|
| in €  | of 2013        | of 2012        |
| Closing price                                 |                |                |
| Ordinary share (end of period)                | 52.16          | 40.28          |
| Preference share (end of period)              | 61.15          | 43.15          |
| Highest price                                 |                |                |
| Ordinary share                                | 61.85          | 43.00          |
| Preference share                              | 67.84          | 45.95          |
| Lowest price                                  |                |                |
| Ordinary share                                | 51.76          | 37.01          |
| Preference share                              | 59.35          | 39.77          |
| Market capitalization                         |                |                |
| Ordinary share in € billion (end of period)   | 1.9            | 1.4            |
| Preference share in € billion (end of period) | 2.2            | 1.5            |
|   |                |                |

<sup>&</sup>lt;sup>1</sup> Closing price in XETRA trading.

# Interim financial statements

#### CONSOLIDATED FINANCIAL STATEMENTS

#### **INCOME STATEMENT**

| in € million   | First half of 2013 | First half of 2012 |
|--|--------------------|--------------------|
| Sales revenues   | 910.3              | 910.0              |
| Cost of sales  | -567.2             | -579.9             |
| Gross profit   | 343.1              | 330.1              |
| Selling and distribution expenses                        | -131.9             | -128.1             |
| Administrative expenses                                  | -45.6              | -46.3              |
| Research and development expenses                        | -14.8              | -14.5              |
| Other operating income and expenses                      | -3.8               | -3.3               |
| EBIT before income from companies consolidated at equity | 147.0              | 137.9              |
| Income from companies consolidated at equity             | 6.8                | 7.5                |
| Earnings before interest and tax (EBIT)                  | 153.8              | 145.4              |
| Financial result   | -1.1               | -1.1               |
| Earnings before tax (EBT)                                | 152.7              | 144.3              |
| Income taxes   | -45.1              | -42.5              |
| Earnings after tax                                       | 107.6              | 101.8              |
| Thereof  |                    |                    |
| Non-controlling interests                                | 0.3                | 0.4                |
| Profit attributable to shareholders of FUCHS PETROLUB SE | 107.3              | 101.4              |
| Earnings per share in €²                                 |                    |                    |
| Ordinary share   | 1.51               | 1.42               |
| Preference share   | 1.52               | 1.43               |

<sup>&</sup>lt;sup>1</sup> Previous year's figures have been adjusted due to the application of IAS 19R, see "Application of new accounting standards" in the notes to the consolidated financial statements.

<sup>&</sup>lt;sup>2</sup> Basic and diluted in both cases.

#### **INCOME STATEMENT**

|  | Second quarter of 2013 | Second quarter<br>of 2012 <sup>1</sup> |
|--|------------------------|--|
| in € million   | 01 2013                | 01 2012                                |
| Sales revenues   | 468.3                  | 461.6                                  |
| Cost of sales  | -290.8                 | -293.4                                 |
| Gross profit   | 177.5                  | 168.2                                  |
| Selling and distribution expenses                        | -67.4                  | -65.5                                  |
| Administrative expenses                                  | -23.1                  | -23.9                                  |
| Research and development expenses                        | -7.6                   | -7.3                                   |
| Other operating income and expenses                      | -2.6                   | -2.0                                   |
| EBIT before income from companies consolidated at equity | 76.8                   | 69.5                                   |
| Income from companies consolidated at equity             | 3.6                    | 3.4                                    |
| Earnings before interest and tax (EBIT)                  | 80.4                   | 72.9                                   |
| Financial result   | -0.5                   | -0.5                                   |
| Earnings before tax (EBT)                                | 79.9                   | 72.4                                   |
| Income taxes   | -23.9                  | -22.0                                  |
| Earnings after tax                                       | 56.0                   | 50.4                                   |
| Thereof  |                        |  |
| Non-controlling interests                                | 0.2                    | 0.3                                    |
| Profit attributable to shareholders of FUCHS PETROLUB SE | 55.8                   | 50.1                                   |
| Earnings per share in €²                                 |                        |  |
| Ordinary share   | 0.78                   | 0.70                                   |
| Preference share   | 0.79                   | 0.71                                   |

<sup>&</sup>lt;sup>1</sup> Previous year's figures have been adjusted due to the application of IAS 19R, see "Application of new accounting standards" in the notes to the consolidated financial statements.

<sup>&</sup>lt;sup>2</sup> Basic and diluted in both cases.

#### STATEMENT OF COMPREHENSIVE INCOME

| First half of 2013 | First half of 2012 1         |
|--------------------|------------------------------|
| 107.6              | 101.8                        |
|                    |                              |
|                    |                              |
|                    |                              |
| -6.5               | 4.8                          |
| -0.1               | 0.2                          |
|                    |                              |
| 2.1                | -3.8                         |
| -0.5               | 1.2                          |
| -5.0               | 2.4                          |
| 102.6              | 104.2                        |
|                    |                              |
| 0.3                | 0.4                          |
| 102.3              | 103.8                        |
|                    | 2.1<br>-0.5<br>-5.0<br>102.6 |

<sup>&</sup>lt;sup>1</sup> Previous year's figures have been adjusted due to the application of IAS 19R, see "Application of new accounting standards" in the notes to the consolidated financial statements.

#### STATEMENT OF COMPREHENSIVE INCOME

| in € million  | Second quarter<br>of 2013 | Second quarter<br>of 2012 <sup>1</sup> |
|---|---------------------------|--|
| Earnings after tax  | 56.0                      | 50.4                                   |
| Income and expense recognized in equity   |                           |  |
| Amounts of other comprehensive income that maybe will be reclassified to profit or loss in future periods |                           |  |
| Change in foreign currency translation adjustments  |                           |  |
| foreign subsidiaries  | -11.8                     | 7.8                                    |
| shares in companies consolidated at equity  | 0.0                       | 0.3                                    |
| Amounts of other comprehensive income that will not be reclassified to profit or loss in future periods   |                           |  |
| Actuarial gains/losses on defined benefit pension commitments   | 2.1                       | -2.0                                   |
| Deferred taxes on income and expenses recognized in equity  | -0.5                      | 0.6                                    |
| Total income and expense recognized directly in equity  | -10.2                     | 6.7                                    |
| Total income and expenses for the period  | 45.8                      | 57.1                                   |
| Thereof   |                           |  |
| non-controlling interests   | 0.2                       | 0.3                                    |
| shareholders of FUCHS PETROLUB SE   | 45.6                      | 56.8                                   |

<sup>&</sup>lt;sup>1</sup> Previous year's figures have been adjusted due to the application of IAS 19R, see "Application of new accounting standards" in the notes to the consolidated financial statements.

#### **BALANCE SHEET**

| in € million  | June 30, 2013 | Dec. 31, 2012 |
|---|---------------|---------------|
| Assets  |               |               |
| Intangible assets                                   | 112.6         | 112.7         |
| Property, plant and equipment                       | 267.5         | 252.9         |
| Shares in companies consolidated at equity          | 44.9          | 40.4          |
| Other financial assets                              | 4.8           | 3.8           |
| Deferred tax assets                                 | 28.8          | 29.8          |
| Other receivables and other assets                  | 0.9           | 0.8           |
| Long-term assets                                    | 459.5         | 440.4         |
| Inventories   | 233.3         | 239.3         |
| Trade receivables                                   | 289.0         | 250.4         |
| Tax receivables                                     | 1.7           | 3.3           |
| Other receivables and other assets                  | 21.0          | 31.6          |
| Cash and cash equivalents                           | 93.4          | 143.7         |
| Short-term assets                                   | 638.4         | 668.3         |
| Total assets  | 1,097.9       | 1,108.7       |
| <b>Equity and liabilities</b><br>Subscribed capital | 71.0          | 71.0          |
| Group reserves                                      | 611.3         | 502.7         |
| Group profits                                       | 107.4         | 206.4         |
| Equity of shareholders of FUCHS PETROLUB SE         | 789.7         | 780.1         |
| Non-controlling interests                           | 0.8           | 1.6           |
| Total equity  | 790.5         | 781.7         |
| Pension provisions                                  | 16.6          | 26.4          |
| Other provisions                                    | 4.3           | 4.9           |
| Deferred tax liabilities                            | 19.1          | 19.0          |
| Financial liabilities                               | 0.0           | 0.0           |
| Other liabilities                                   | 3.6           | 4.1           |
| Long-term liabilities                               | 43.6          | 54.4          |
| Trade payables                                      | 136.4         | 119.8         |
| Provisions  | 27.2          | 27.9          |
| Tax liabilities                                     | 22.7          | 28.7          |
| Financial liabilities                               | 7.5           | 8.9           |
| Other liabilities                                   | 70.0          | 87.3          |
| Short-term liabilities                              | 263.8         | 272.6         |
| Total equity and liabilities                        | 1,097.9       | 1,108.7       |

<sup>&</sup>lt;sup>1</sup> Previous year's figures have been adjusted due to the application of IAS 19R, see "Application of new accounting standards" in the notes to the consolidated financial statements.

#### STATEMENT OF CASH FLOWS

| in € million  | First half of 2013 | First half of 2012 1 |
|---|--------------------|----------------------|
| Earnings after tax  | 107.6              | 101.8                |
| Depreciation and amortization of long-term assets                               | 13.6               | 13.6                 |
| Change in long-term provisions and in other non-current assets (covering funds) | -7.9               | -0.7                 |
| Change in deferred taxes  | 1.1                | -1.7                 |
| Non-cash income from shares in companies consolidated at equity                 | -6.8               | -7.5                 |
| Gross cash flow   | 107.6              | 105.5                |
| Change in inventories   | 1.4                | -9.6                 |
| Change in trade receivables   | -43.7              | -35.9                |
| Change in other assets  | 11.7               | 3.5                  |
| Change in trade payables  | 19.3               | 19.1                 |
| Change in other liabilities (excluding financial liabilities)                   | -21.4              | -6.0                 |
| Net gain/loss on disposal of long-term assets                                   | -0.6               | 0.0                  |
| Cash flow from operating activities   | 74.3               | 76.6                 |
| Investments in long-term assets   | -33.6              | -33.4                |
| Acquisition of subsidiaries and other business units                            | -,-                |                      |
| Proceeds from the disposal of long-term assets                                  | 1.8                | 0.6                  |
| Dividends received  | 2.3                | 1.2                  |
| Cash flow from investing activities   | -29.5              | -31.6                |
| Free cash flow  | 44.8               | 45.0                 |
| Dividends paid for previous year  | -92.0              | -70.8                |
| Changes in bank and leasing commitments   | -0.9               | 2.2                  |
| Purchase of non-controlling interests   | -0.7               | -,-                  |
| Cash flow from financing activities   | -93.6              | -68.6                |
| Cash and cash equivalents at the end of the previous period                     | 143.7              | 79.0                 |
| Cash flow from operating activities   | 74.3               | 76.6                 |
| Cash flow from investing activities   | -29.5              | -31.6                |
| Cash flow from financing activities   | -93.6              | -68.6                |
| Effect of currency translations   | -1.5               | 1.1                  |
| Cash and cash equivalents at the end of the period <sup>2</sup>                 | 93.4               | 56.5                 |

<sup>&</sup>lt;sup>1</sup> Previous year's figures have been adjusted due to the application of IAS 19R, see "Application of new accounting standards" in the notes to the consolidated financial statements.

<sup>&</sup>lt;sup>2</sup> Cash and cash equivalents comprise total liquid funds of the Group.

#### STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY

|  | Outstanding shares | Subscribed | Capital     |  |
|--|--------------------|------------|-------------|--|
| in € million   | (units)            | capital SE | reserves SE |  |
| As at December 31, 2011  | 70,980,000         | 71.0       | 94.6        |  |
| Dividend payments  |                    |            |             |  |
| Earnings after tax first half of 2012 <sup>2</sup>                       |                    |            |             |  |
| Change in income and expenses recognized directly in equity <sup>2</sup> |                    |            |             |  |
| As at June 30, 2012 <sup>2</sup>   | 70,980,000         | 71.0       | 94.6        |  |
| As at December 31, 2012  | 70,980,000         | 71.0       | 94.6        |  |
| Purchase of non-controlling interests                                    |                    |            |             |  |
| Dividend payments  |                    |            |             |  |
| Earnings after tax first half of 2013                                    |                    |            |             |  |
| Change in income and expenses recognized directly in equity              |                    |            |             |  |
| As at June 30, 2013  | 70,980,000         | 71.0       | 94.6        |  |

<sup>&</sup>lt;sup>1</sup> Income and expenses recognized in equity of shareholders of FUCHS PETROLUB SE.

<sup>&</sup>lt;sup>2</sup> Previous year's figures have been adjusted due to the application of IAS 19R, see "Application of new accounting standards" in the notes to the consolidated financial statements.

<sup>3</sup> Amounts of other comprehensive income that will not be reclassified to profit or loss in future periods solely consist of actuarial gains and losses on defined benefit pension commitments. These amounts are included in the equity capital generated in the group.

| Equity capital<br>generated in<br>the Group | Differences arising<br>from currency<br>translation <sup>1</sup> | Equity of share-<br>holders of FUCHS<br>PETROLUB SE | Non-controlling<br>interests | Total equity |
|---|--|---|------------------------------|--------------|
| 478.2                                       | 12.9   | 656.7   | 1.5                          | 658.2        |
| -70.3                                       |  | -70.3   | -0.5                         | -70.8        |
| 101.4                                       |  | 101.4   | 0.4                          | 101.8        |
|   |  |   |                              |              |
| -2.63                                       | 5.0  | 2.4   |                              | 2.4          |
| 506.7                                       | 17.9   | 690.2   | 1.4                          | 691.6        |
|   | _  |   |                              |              |
| 605.4                                       | 9.1  | 780.1   | 1.6                          | 781.7        |
| -1.1  |  | -1.1  | -0.7                         | -1.8         |
| -91.6                                       |  | -91.6   | -0.4                         | -92.0        |
| 107.3                                       |  | 107.3   | 0.3                          | 107.6        |
|   |  |   |                              |              |
| 1.6   | -6.6   | -5.0  |                              | -5.0         |
| 621.6                                       | 2.5  | 789.7   | 0.8                          | 790.5        |
|   |  |   |                              |              |

#### SEGMENTS

| SEGMENTS   |        |                             |                               |                               |  |                            |
|--|--------|-----------------------------|-------------------------------|-------------------------------|--|----------------------------|
| in € million   | Europe | Asia-<br>Pacific,<br>Africa | North and<br>South<br>America | Total for operating companies | Holding<br>including<br>consol-<br>idation | FUCHS<br>PETROLUB<br>Group |
| First half of 2013                                       |        |                             |                               |                               |  |                            |
| Sales revenues<br>by company location                    | 547.2  | 243.9                       | 155.0                         | 946.1                         | -35.8                                      | 910.3                      |
| EBIT before income from companies consolidated at equity | 73.5   | 45.1                        | 31.0                          | 149.6                         | -2.6                                       | 147.0                      |
| in % of sales  | 13.4   | 18.5                        | 20.0                          | 15.8                          |  | 16.1                       |
| Income from companies consolidated at equity             | 0.6    | 6.2                         | _                             | 6.8                           |  | 6.8                        |
| Segment earnings (EBIT)                                  | 74.1   | 51.3                        | 31.0                          | 156.4                         | -2.6                                       | 153.8                      |
| Investments <sup>1</sup>                                 | 11.3   | 10.4                        | 10.2                          | 31.9                          | 0.6  | 32.5                       |
| Employees (average number)                               | 2,342  | 857                         | 530                           | 3,729                         | 82   | 3,811                      |
| First half of 2012                                       |        |                             |                               |                               |  |                            |
| Sales revenues<br>by company location                    | 541.0  | 240.5                       | 161.4                         | 942.9                         | -32.9                                      | 910.0                      |
| EBIT before income from companies consolidated at equity | 66.6   | 39.3                        | 33.9                          | 139.8                         | -1.9                                       | 137.9                      |
| in % of sales  | 12.3   | 16.3                        | 21.0                          | 14.8                          |  | 15.2                       |
| Income from companies consolidated at equity             | 0.6    | 6.9                         |                               | 7.5                           |  | 7.5                        |
| Segment earnings (EBIT)                                  | 67.2   | 46.2                        | 33.9                          | 147.3                         | -1.9                                       | 145.4                      |
| Investments <sup>1</sup>                                 | 16.2   | 3.1                         | 3.8                           | 23.1                          | 0.2  | 23.3                       |
| Employees (average number)                               | 2,304  | 836                         | 523                           | 3,663                         | 80   | 3,743                      |
|  |        |                             |                               |                               |  |                            |

<sup>&</sup>lt;sup>1</sup> Investments in intangible assets and property, plant and equipment.

#### SEGMENTS

| JEG.III.E.II. J  |        |                             |                               |                               |  |                            |
|--|--------|-----------------------------|-------------------------------|-------------------------------|--|----------------------------|
| in € million   | Europe | Asia-<br>Pacific,<br>Africa | North and<br>South<br>America | Total for operating companies | Holding<br>including<br>consol-<br>idation | FUCHS<br>PETROLUB<br>Group |
| Second quarter of 2013                                   |        |                             |                               |                               |  |                            |
| Sales revenues<br>by company location                    | 281.9  | 126.2                       | 79.4                          | 487.5                         | -19.2                                      | 468.3                      |
| EBIT before income from companies consolidated at equity | 39.7   | 23.8                        | 15.7                          | 79.2                          | -2.4                                       | 76.8                       |
| in % of sales  | 14.1   | 18.9                        | 19.8                          | 16.2                          |  | 16.4                       |
| Income from companies consolidated at equity             | 0.3    | 3.3                         | _                             | 3.6                           |  | 3.6                        |
| Segment earnings (EBIT)                                  | 40.0   | 27.1                        | 15.7                          | 82.8                          | -2.4                                       | 80.4                       |
| Investments <sup>1</sup>                                 | 5.7    | 6.7                         | 6.4                           | 18.8                          | 0.1  | 18.9                       |
| Employees (average number)                               | 2,353  | 858                         | 531                           | 3,742                         | 84   | 3,826                      |
| Second quarter of 2012                                   |        |                             |                               |                               |  |                            |
| Sales revenues<br>by company location                    | 277.5  | 121.6                       | 81.6                          | 480.7                         | -19.1                                      | 461.6                      |
| EBIT before income from companies consolidated at equity | 34.2   | 20.6                        | 16.7                          | 71.5                          | -2.0                                       | 69.5                       |
| in % of sales  | 12.3   | 16.9                        | 20.5                          | 14.9                          |  | 15.1                       |
| Income from companies consolidated at equity             | 0.3    | 3.1                         |                               | 3.4                           |  | 3.4                        |
| Segment earnings (EBIT)                                  | 34.5   | 23.7                        | 16.7                          | 74.9                          | -2.0                                       | 72.9                       |
| Investments 1  | 7.0    | 2.1                         | 1.9                           | 11.0                          | 0.1  | 11.1                       |
| Employees (average number)                               | 2,319  | 842                         | 522                           | 3,683                         | 81   | 3,764                      |

<sup>&</sup>lt;sup>1</sup> Investments in intangible assets and property, plant and equipment.

#### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

The interim consolidated financial statements of FUCHS PETROLUB SE, Mannheim, have been prepared in accordance with the principles of the International Financial Reporting Standards (IFRS), taking into account the standards and interpretations laid down in the guidelines of the International Accounting Standards Board (IASB), London - to be applied within the EU and valid on the date of report. The interim consolidated financial statements are prepared in accordance with the rules of International Accounting Standard 34 (IAS 34) in abridged form. The accounting and valuation methods, together with the calculation methods, remained unchanged from the consolidated financial statements for 2012 – with the exception of the adoption of new accounting principles described below; we therefore refer to the notes to the consolidated financial statements made there.

The interim consolidated financial statements and the interim management report were not subject to examination by the auditor.

#### APPLICATION OF NEW ACCOUNTING STANDARDS

The accounting standards relevant to the FUCHS PETROLUB Group, which are to be adopted for the first time, are outlined in the following. The effects on the net assets, financial position and results of operations of the FUCHS PETROLUB Group are insignificant.

### Amendment to IAS 1 "Presentation of items of Other Comprehensive Income" in the statement of comprehensive income

This amendment affects the presentation of other comprehensive income in the statement of comprehensive income. The items of other comprehensive income, which will subsequently be reclassified ("recycled") to the income statement, must be presented separately from the items of other comprehensive income that are not to be reclassified. Insofar as the items are disclosed gross, i.e. without netting with effects from deferred taxes, the deferred taxes must no longer be disclosed as a total amount, but be allocated to the two groups of items. The amendment is to be applied for the first time for financial years starting on or after July 1, 2012. The statement of comprehensive income was therefore revised for the FUCHS PETROLUB Group.

#### IAS 19 (revised 2011) "Employee Benefits"

The amendments to IAS 19 (revised 2011) are to be applied for the first time for financial years starting on or after January 1, 2013. The amendments are to be applied retroactively.

With the revision of IAS 19, actuarial gains and losses must always be recognized directly and in full under other comprehensive income. The amendment will not have any effects on the FUCHS PETROLUB Group, as the Group has already been recognizing actuarial gains and losses directly in equity (OCI) since the financial year 2008. In addition to this, a past service cost is now also to be recognized directly in the income statement in the year in which it occurs. This does not have any effect on the net assets, financial position or results of operations of the FUCHS PETROLUB Group. The revised recognition and disclosure requirements for administration costs associated with plan assets also have no material effect on the presentation of the financial and earnings position of FUCHS.

In addition to this, the return on plan assets is no longer recorded based on management expectations regarding the performance of the investment portfolio, but rather set at the start of the period at the typical level of the discount interest rate of the pension obligations. In comparison with the previous regulation, the financial result was therefore reduced by €0.4 million in the first half of 2013. Since the amendment is also to be applied retroactively, this requires the previous year's figures to be revised. For the first half of 2012, this leads to a €0.1 million reduction of the financial result in the income statement, as well as a corresponding increase in actuarial gains and losses of €0.1 million recorded under other comprehensive income in the statement of comprehensive income. The retroactive application of the IAS 19 standard (revised) does not have any influence on the level of pension provisions or shareholders' equity in the consolidated balance sheet. Within the scope of adopting the amendments of IAS 19 (revised), actuarial gains and losses were recorded under equity capital generated in the Group in the statement of changes in shareholders' equity. The effects on income taxes and earnings per share were insignificant, both in the first half of 2013 and the same period of the previous year.

The revised definition of termination benefits and the resulting change in the accounting treatment of partial retirement agreements did not have any effects on the level of provisions for partial retirement.

#### IFRS 13 "Fair Value Measurement"

The new standard is to be applied for the first time for financial years starting on or after January 1, 2013. This standard creates uniformity in fair value measurement for IFRS financial statements. The first-time adoption of this standard did not have any effects on the FUCHS PETROLUB Group's net assets, financial position, or results of operations.

#### SIGNIFICANT DISCRETIONARY DECISIONS, ESTIMATES AND ASSUMPTIONS

The general statements made in the notes to the consolidated financial statements as at December 31, 2012, continue to apply.

Actuarial gains from defined pension plans and similar obligations of €1.6 million were recorded for the first half of 2013. These were offset directly against shareholders' equity and are the result of revised actuarial assumptions when determining both the pension obligations and the pension plan assets of our operating subsidiary in Great Britain.

#### **ACQUISITION OF NON-CONTROLLING INTERESTS**

In the first quarter of 2013, FUCHS PETROLUB SE acquired the non-controlling interests (20%) in JV FUCHS MASTYLA UKRAINA. The difference between the purchase price and the proportionate value of the net assets received of €1.1 million, that resulted from this transaction, was offset against retained earnings.

#### OTHER OPERATING INCOME AND EXPENSES

Other operating income and expenses include the following items:

| in € million                        | First half<br>of 2013 | First half<br>of 2012 | Second<br>quarter of<br>2013 | quarter of |
|-------------------------------------|-----------------------|-----------------------|------------------------------|------------|
| Net amount of currency gains/losses | -0.1                  | -0.6                  | -0.2                         | -0.6       |
| Write-downs of receivables          | -3.7                  | -1.8                  | -2.8                         | -0.9       |
| Miscellaneous                       | 0.0                   | -0.9                  | 0.4                          | -0.5       |
| Other operating income and expenses | -3.8                  | -3.3                  | -2.6                         | -2.0       |

#### **FINANCIAL RESULT**

The financial result includes the following items:

| in € million                          | First half<br>of 2013 | First half<br>of 2012 | Second<br>quarter of<br>2013 | Second<br>quarter of<br>2012 |
|---------------------------------------|-----------------------|-----------------------|------------------------------|------------------------------|
| Interest income                       | 0.5                   | 0.6                   | 0.3                          | 0.3                          |
| Interest expense (excluding pensions) | -1.2                  | -1.5                  | -0.6                         | -0.8                         |
| Net interest expense from defined     |                       |                       |                              |                              |
| benefit plans                         | -0.4                  | -0.2                  | -0.2                         | 0.0                          |
| Financial result                      | -1.1                  | -1.1                  | -0.5                         | -0.5                         |

The net interest expenses from defined benefit pension plans are the balance resulting from interest expenses of €2.0 million (2.4) from the interest expense associated with the pension obligations less interest income of €1.6 million (2.2) from the return on plan assets in the first half of 2013. Due to the retroactive application of the amendments to IAS 19 (revised), the interest income from the return on plan assets declined by €0.1 million in the first half of the previous year. In the first half of 2013, this was €0.4 million lower in comparison with the previous regulation.

#### INCOME TAXES

Income taxes break down as follows:

| in € million                     | First half<br>of 2013 | First half<br>of 2012 | Second<br>quarter of<br>2013 | Second<br>quarter of<br>2012 |
|----------------------------------|-----------------------|-----------------------|------------------------------|------------------------------|
| Germany                          | -16.7                 | -14.5                 | -9.5                         | -8.1                         |
| International                    | -28.4                 | -28.0                 | -14.4                        | -13.9                        |
| Income taxes                     | -45.1                 | -42.5                 | -23.9                        | -22.0                        |
| Adjusted rate of taxation (in %) | 30.9                  | 31.1                  | 31.3                         | 31.9                         |

#### CONTINGENT LIABILITIES AND OTHER FINANCIAL OBLIGATIONS

Contractual obligations for the purchase of property, plant and equipment amount to €21.8 million on June 30, 2013 (31.7 as at March 31, 2013). The drop essentially affects our subsidiaries in China, Russia and the US. The new facilities in China and Russia are scheduled for completion this year. Beside this, there were no significant changes over the contingent liabilities and other financial obligations described and disclosed in the 2012 annual report.

#### FINANCIAL INSTRUMENTS

The general statements made on financial instruments in the notes to the consolidated financial statements as at December 31, 2012 continue to apply. The FUCHS PETROLUB Group's financial assets and financial liabilities which are to be recorded at fair value consist exclusively of forward currency transactions, which are used to hedge foreign currency receivables and liabilities. Their valuation is based on generally recognized valuation models using the latest market data. As at June 30, 2013, the forward currency transactions display positive fair values of  $\in$  0.8 million (as at December 31, 2012: 0.0), which are disclosed under other short-term assets, as well as negative fair values of  $-\in$  0.1 million (as at December 31, 2012: -0.2), which are disclosed under other current liabilities.

### NOTES TO THE INCOME STATEMENT, BALANCE SHEET, STATEMENT OF CASH FLOWS AND THE SEGMENTS

Further notes on the individual items in the income statement, balance sheet, statement of cash flows, and the segments can be found in the management report.

### NOTES TO THE STATEMENT OF COMPREHENSIVE INCOME First half of 2013

Total income and expenses of €102.6 million (104.2) recorded in the first half of 2013 comprise earnings after tax of €107.6 million (101.8), as well as −€5.0 million (2.4) in total income and expenses recognized directly in equity. Significant factors influencing the total income and expense recognized directly in equity were the change in the currency translation adjustment item, as well as actuarial gains (losses) from defined benefit pension plans and similar obligations, taking into account deferred taxes.

#### Second quarter of 2013

Total income and expenses of  $\leq$ 45.8 million (57.1) recorded in the second quarter of 2013 comprise earnings after tax of  $\leq$ 56.0 million (50.4), as well as  $-\leq$ 10.2 million (6.7) in total income and expenses recognized directly in equity.

#### NOTES TO THE STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY

Shareholders' equity increased by €8.8 million to €790.5 million (781.7 as at December 31, 2012). This item is made up of the equity of shareholders in FUCHS PETROLUB SE of €789.7 million (780.1 as at December 31, 2012), as well as minority interests of €0.8 million (1.6 as at December 31, 2012). The shareholders' equity in FUCHS PETROLUB SE increased in the first half of 2013 due to the allocated earnings after tax, as well as actuarial gains from defined benefit pension obligations. However, this increase was largely compensated by the reduction in the difference from currency translation effects, the acquisition of minority interests, and dividend payments.

#### **RELATIONSHIPS WITH RELATED PARTIES**

The general statements made in the notes to the consolidated financial statements as at December 31, 2012, continue to apply. The FUCHS PETROLUB Group has trade receivables of €2.0 million due from companies consolidated at equity (1.3 as at December 31, 2012), as well as license receivables of €0.4 million (0.3 as at December 31, 2012). The non-consolidated proportion of sales revenues from deliveries of goods to companies consolidated at equity was €7.7 million (5.4) in the first half of 2013 and €4.4 million (2.3) in the second quarter of 2013. Other operating income was €0.5 million (0.5) in the first half of 2013 and €0.2 million (0.2) in the second quarter of 2013.

#### **EXCHANGE RATE DEVELOPMENT**

The exchange rates with a significant influence on the consolidated financial statement have moved against the euro as follows:

| Closing rate (€1)     | June 30, 2013 | Dec. 31, 2012 | Change in<br>foreign<br>currency in % |
|-----------------------|---------------|---------------|---------------------------------------|
| US dollar             | 1.300         | 1.318         | +1.4                                  |
| British pound         | 0.857         | 0.815         | -4.9                                  |
| Chinese renminbi yuan | 7.983         | 8.212         | +2.9                                  |
| Australian dollar     | 1.421         | 1.271         | -10.6                                 |
| South African rand    | 12.905        | 11.190        | -13.3                                 |
| Polish zloty          | 4.331         | 4.093         | -5.5                                  |
| Brazilian real        | 2.871         | 2.695         | -6.1                                  |
| Argentinean peso      | 6.999         | 6.474         | -7.5                                  |
| Russian ruble         | 42.67         | 40.20         | -5.8                                  |
| South Korean won      | 1,484.66      | 1,411.37      | -4.9                                  |

Change in foreign First half of 2013 First half of 2012 currency in % Average annual exchange rate (€1) 1.298 US dollar 1.314 -1.2 British pound 0.851 0.823 -3.3 Chinese renminbi yuan 8.209 8.211 0.0 Australian dollar 1.296 1.258 -2.9South African rand 10.313 -14.9 12.117 Polish zloty 4.177 4.252 +1.8 Brazilian real 2.674 2.419 -9.5 Argentinean peso 6.746 5.709 -15.4 Russian ruble 40.81 39.84 -2.4South Korean won 1,456.52 1,485.09 +2.0

#### **EVENTS AFTER THE BALANCE SHEET DATE**

Subsequent to the balance sheet date there have been no events that would materially affect the financial condition or results of operations of the Group.

#### **DECLARATION OF THE EXECUTIVE BOARD**

To the best of our knowledge, and in accordance with the applicable reporting principles for interim financial reporting, the abridged interim consolidated financial statements give a true and fair view of the assets, liabilities, financial position and profit or loss of the Group, and the interim management report of the Group includes a fair review of the development and performance of the business and the position of the Group, together with a description of the principal opportunities and risks associated with the expected development of the Group for the remaining months of the financial year.

Mannheim, July 2013 FUCHS PETROLUB SE

The Executive Board

S. Fuchs

Dr. A. Selent

Mexande Polen L

Dr. L. Lindemann

Dr. G. Linga

Dr. R. Rheinboldt

### Financial calendar

#### **DATES 2013**

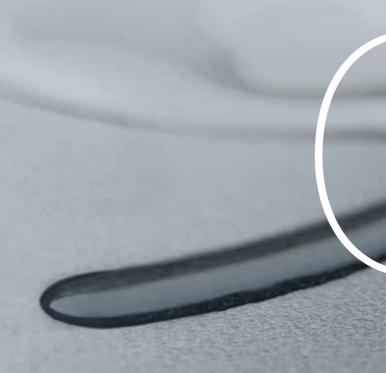
| August 2   | Interim report as at June 30, 2013      |
|------------|---|
| November 4 | Interim report as at September 30, 2013 |

#### **DATES 2014**

| February 28 | Provisional figures financial year 2013          |
|-------------|--|
| March 20    | Reporting financial year 2013                    |
| May 5       | Interim report as at March 31, 2014              |
| May 7       | Annual General Meeting, Mannheim                 |
| May 8       | Information event for Swiss shareholders, Zurich |
| August 1    | Interim report as at June 30, 2014               |
| October 31  | Interim report as at September 30, 2014          |
|             |  |

#### Disclaimer

This interim report 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 include changes in the overall economic climate, 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 correlate with the assumptions and estimates set out in this interim report and assumes no liability for such.



This interim report is also available in German. Both language versions are accessible via the internet

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