



FUCHS PETROLUB

**The leading independent
lubricants manufacturer
of the world**

Stefan Fuchs, Chairman & CEO

Frankfurt, 20 June 2007

Deutsche Bank 10th German Corporate Conference

FUCHS PETROLUB AG



Agenda

I. Who are we?

II. Lubricants: a profitable business generating cash

III. Future plans

IV. FUCHS PETROLUB: a good investment



I. Who are we?

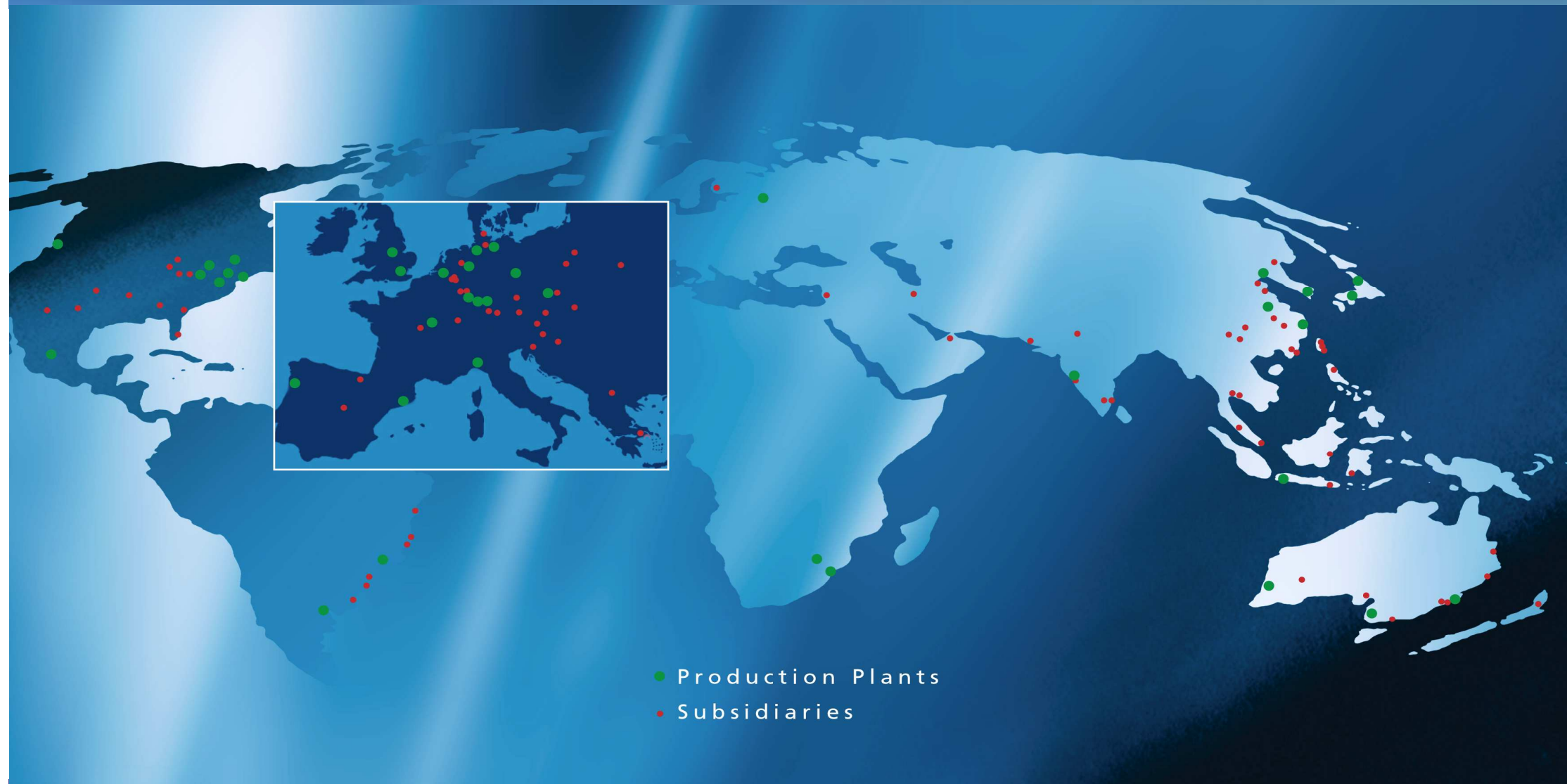
FUCHS PETROLUB - the leading independent lubricants manufacturer of the world

- **Founded in 1931**
- **Headquartered in Mannheim, Germany**
- **2006 sales revenues € 1.323 million; net profit € 97 million**
- **2006 number of employees: 3.765**
- **17,000 shareholders; member of the German Prime Standard (SDAX)**

FUCHS is the world market leader in strategically important and high-value business segments and niches



10.000 products for over 100.000 customers



What is a lubricant?



What is our know how?



application

chemistry



Who needs lubricants?

Mobile equipment

Primary industry

Metalworking industry

Construction industry

Energy sector

Food industry

. . . and many, many other applications

Our Business Model

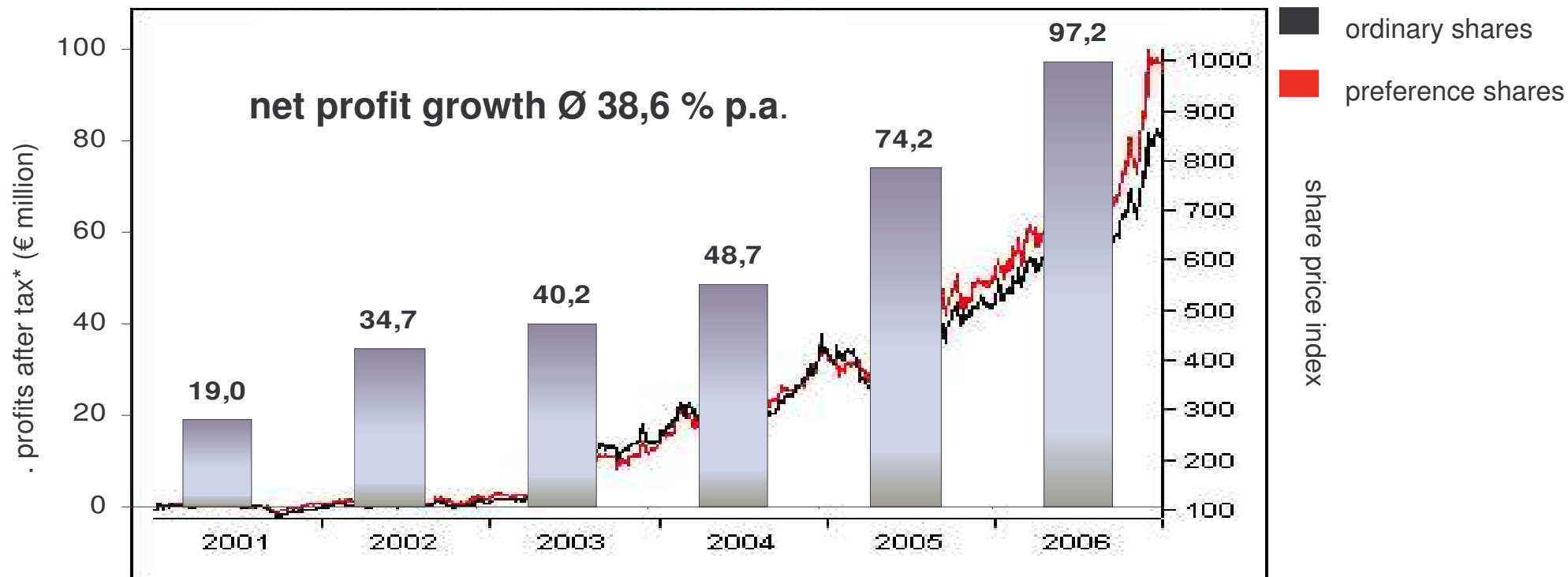
- **Full focus on lubricants**
- **Independence**
- **Complete product range**
- **Global presence**
- **Leadership in technology, innovation and specialisation**



II. Lubricants: a profitable business generating cash

Net profit has increased by double digits for the fifth consecutive year

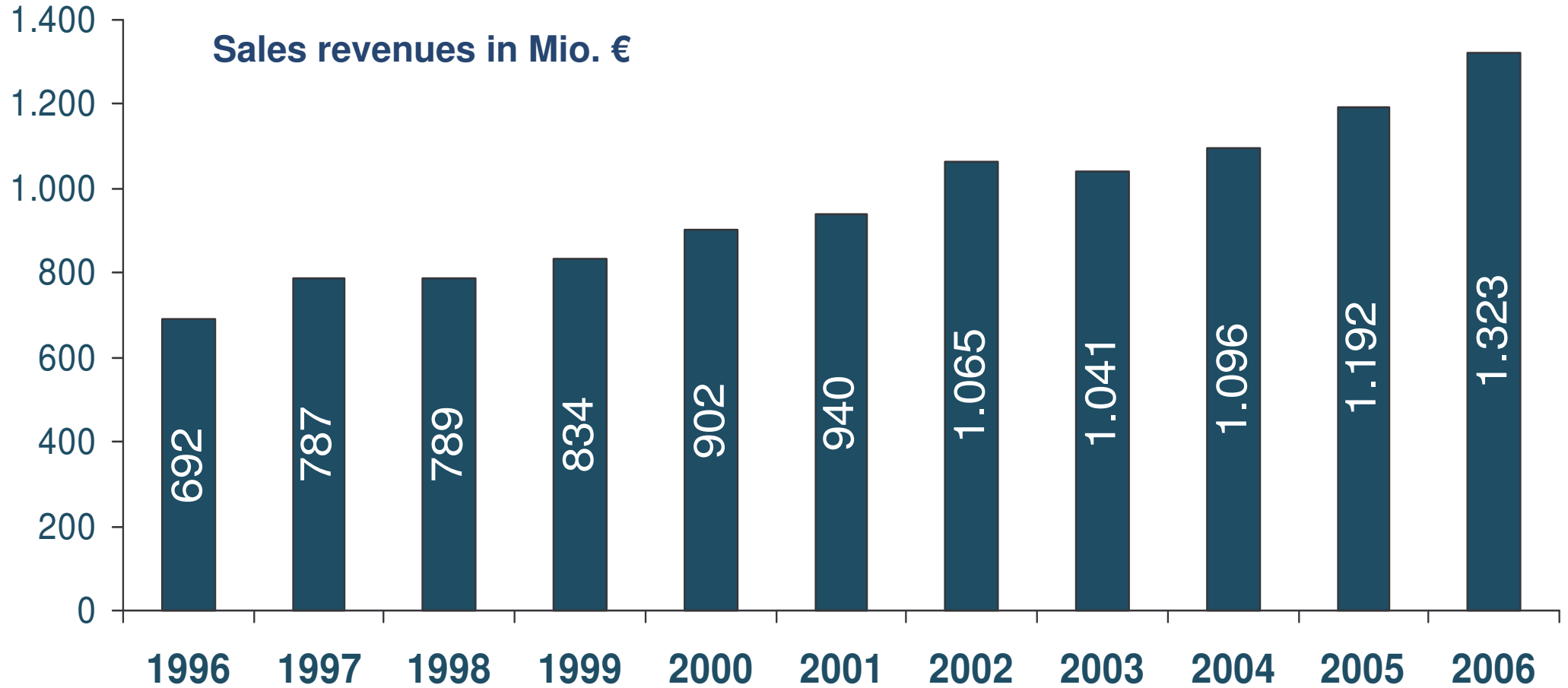
FUCHS profit and share price development



net profit growth	---	82,6 %	15,9 %	21,1 %	52,4 %	31,0 %
-------------------	-----	--------	--------	--------	--------	--------

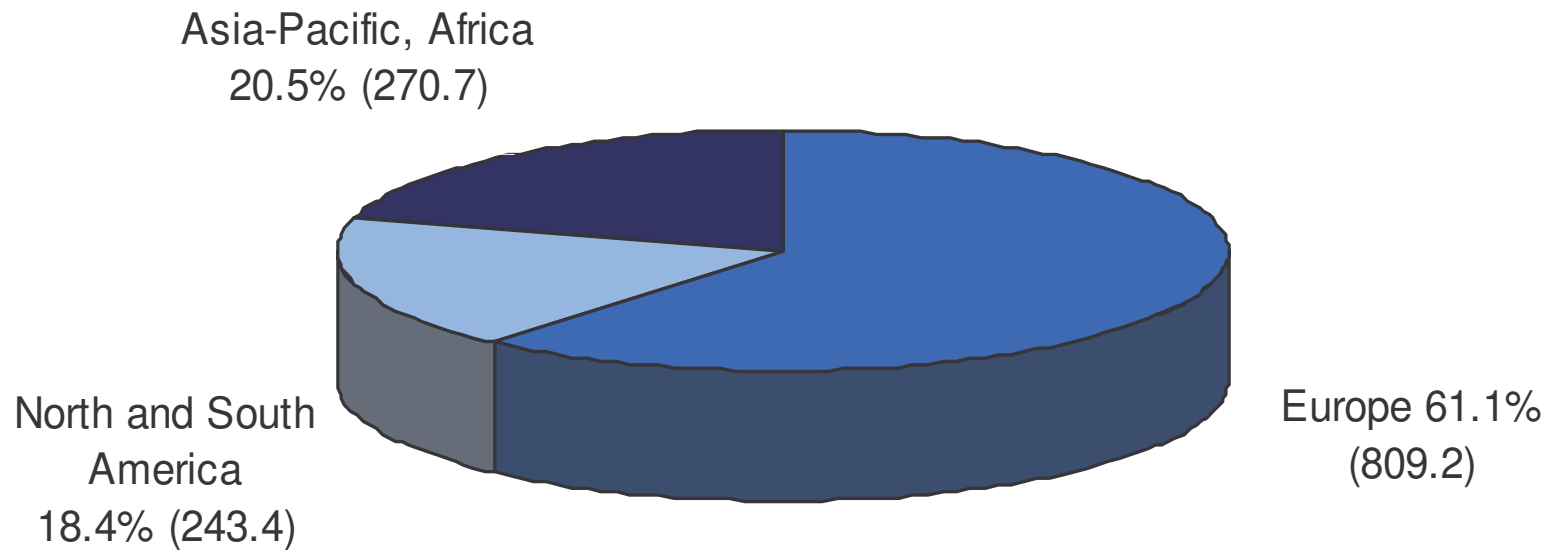
* 2001-2004 adjusted for regular goodwill amortization

FUCHS - a growing company



Asia has become the second largest market

2006 group sales: €1,323.3 mn*



* by customer location

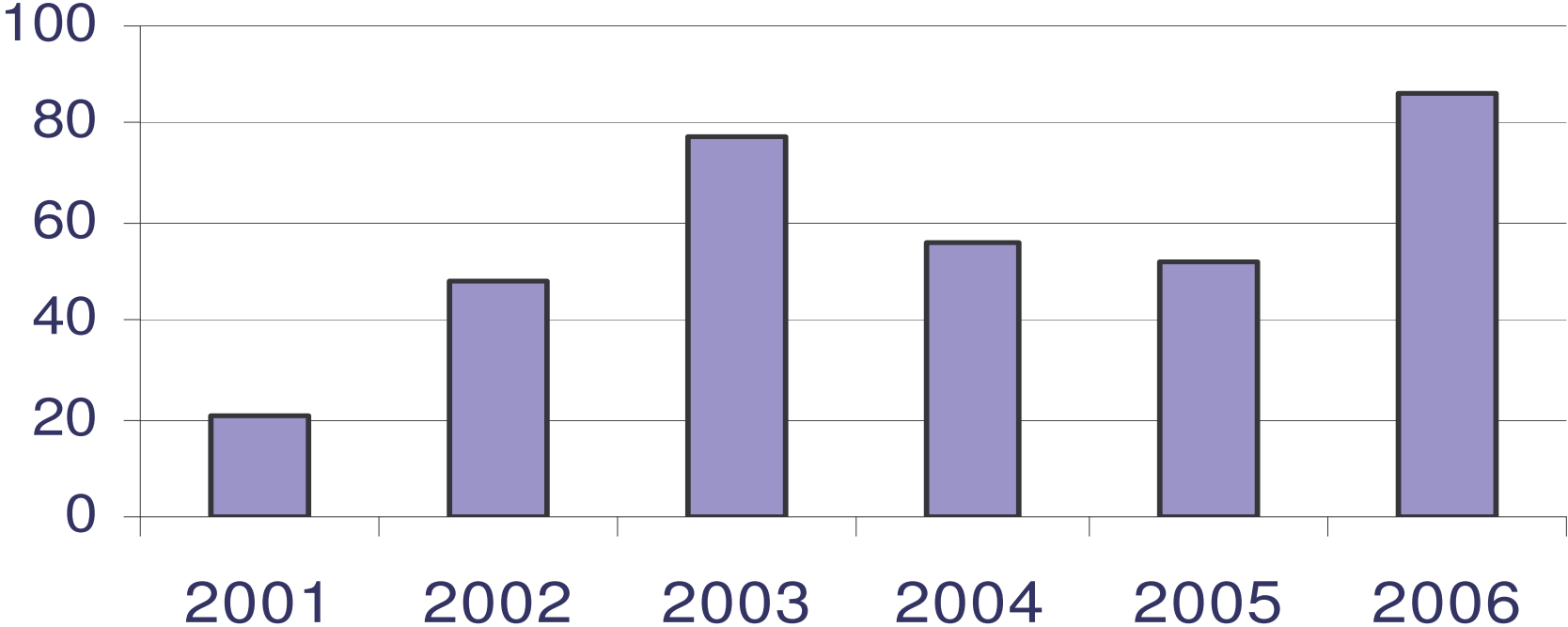
2006 was the 5th successive record year

€ million	2001	2002	2003	2004	2005	2006
Net sales	940,0	1.064,7	1.040,9	1.096,3	1.192,2	1.323,3
Gross profit	339,2	399,7	387,2	407,7	424,8	466,9
<i>Gross profit margin</i>	36,1%	37,5%	37,2%	37,2%	35,6%	35,3%
EBIT *	60,7	80,7	84,4	94,8	128,8	161,2
<i>EBIT margin</i>	6,5%	7,6%	8,1%	8,6%	10,8%	12,2%
Earnings after taxes *	19,0	34,7	40,2	48,7	74,2	97,2
<i>Net margin</i>	2,0%	3,3%	3,9%	4,4%	6,2%	7,3%
Earnings per share *						
ordinary	0,73	1,40	1,61	1,81	2,79	3,70
preference	0,79	1,46	1,67	1,87	2,85	3,76

* 2001-2004 adjusted for regular goodwill amortization

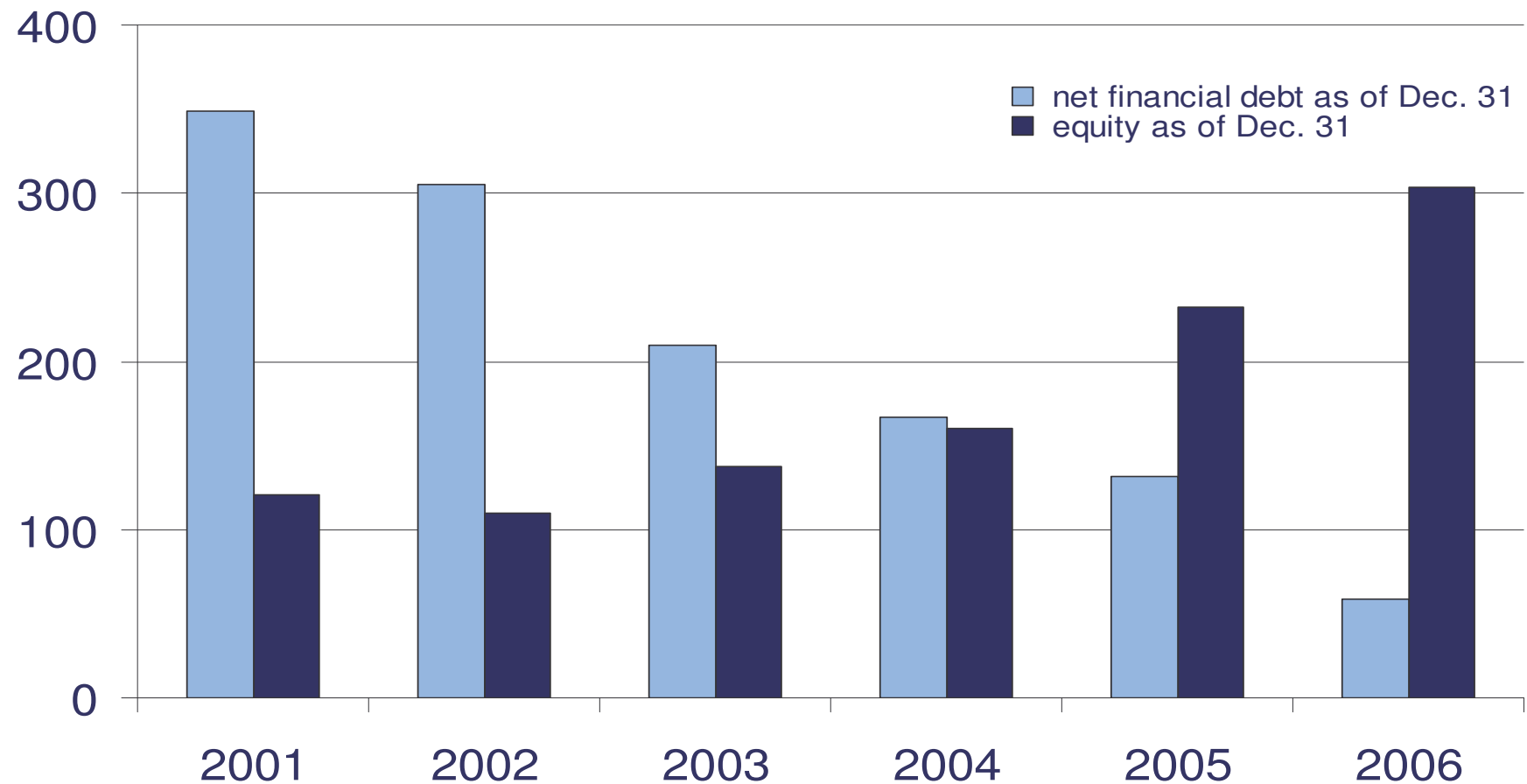
Continuous free cash flow generation

Mio. €



Increased equity and decreased debt

Mio. €



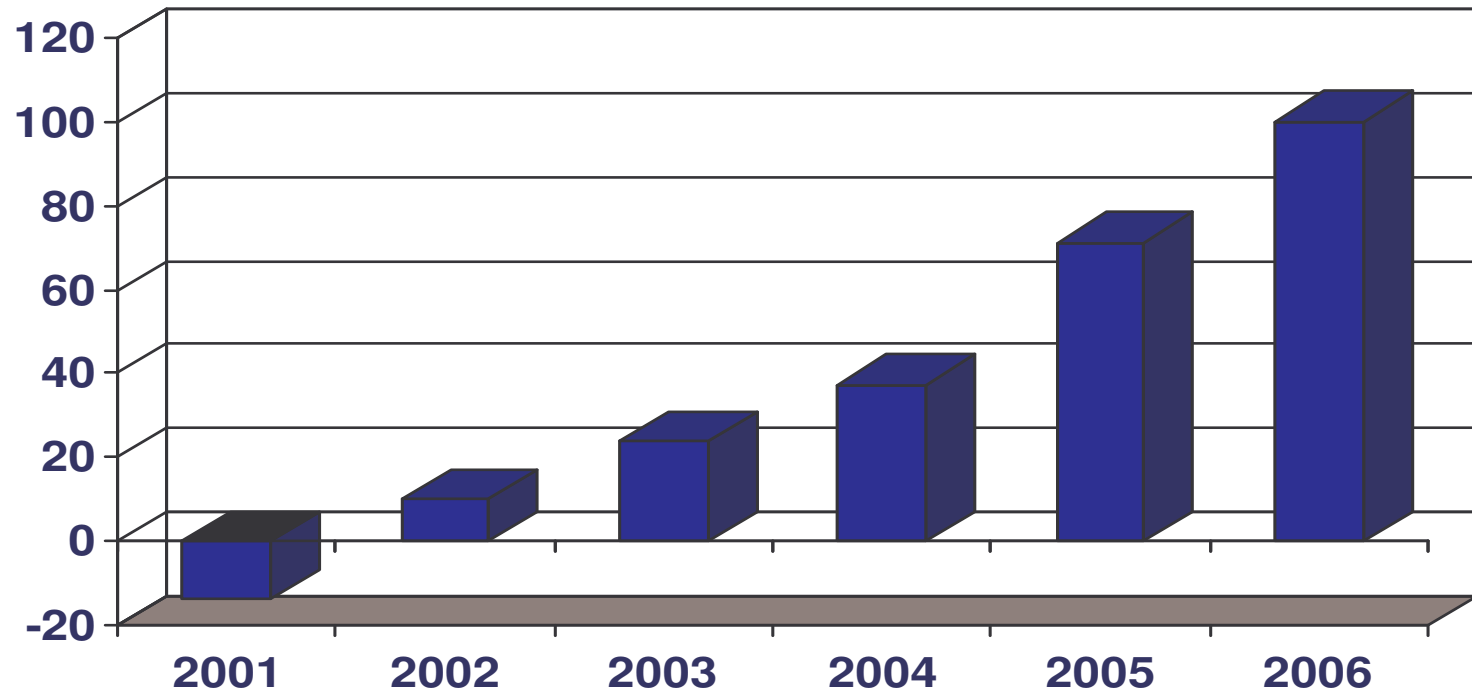
Financial ratios have improved significantly

	2001	2002	2003	2004	2005	2006
<i>equity ratio</i>	16,8 %	16,2 %	21,7 %	25,4 %	33,6 %	44,5 %
net debt/equity	2,9x	2,8x	1,5x	1,0x	0,6x	0,2x
Net debt/EBITDA	3,9x	2,7x	1,7x	1,3x	0,9x	0,3x
EBIT/interest ¹	2,4x	3,1x	3,7x	5,0x	8,5x	13,9x

¹ adjusted by participation write-offs

FUCHS earns a significant premium on its cost of capital

in Mio. €



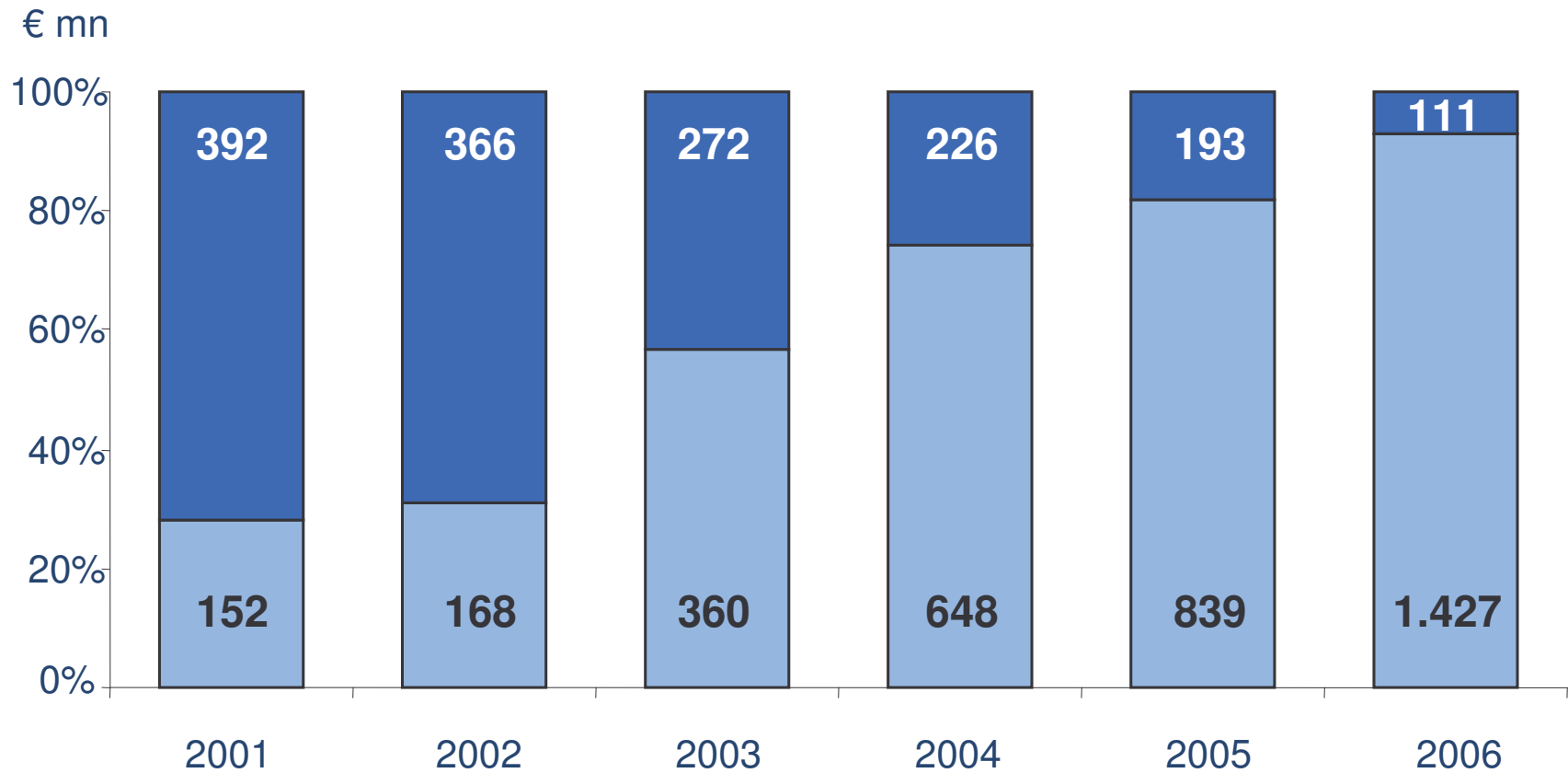
Economic Value Added
(FVA) in Mio. €

-13,6 10,3 24,1 37,4 71,4 100,3

ROCE

10,6% 14,7% 16,1% 19,0% 25,8% 30,4%

Enterprise value has sky-rocketed



Enterprise value

545

534

632

874

1.032

1.537

■ Market capitalization ■ net financial debt (incl. pensions and minorities)

Successful start in 2007 – positive outlook

€ million	Q1 2007	Q1 2006	Change
Net sales	339,2	332,7	2,0%
Gross profit	123,2	114,5	7,6%
<i>Gross profit margin</i>	36,3%	34,4%	
EBIT	43,9	33,6	30,7%
<i>EBIT margin</i>	12,9%	10,1%	
Earnings after taxes	27,0	19,4	39,2%
<i>Net margin</i>	8,0%	5,8%	
Earnings per share			
ordinary	1,03	0,74	39,2%
preference	1,04	0,75	38,7%

6,1% internal growth
-1,8% consolidation
-2,3% currency effect

A light blue world map is centered in the background of the slide. Overlaid on the map is a horizontal, metallic-looking bar with a gradient from light to dark. Inside this bar, the text 'III. Future plans' is written in a bold, black, sans-serif font.

III. Future plans

Continue to exploit the strenghts of the FUCHS Group

- ✓ **Focus**
- ✓ **Independence**
- ✓ **Technical capabilities**
- ✓ **Coherent brand**
- ✓ **Good people**
- ✓ **Global network**

BRIC – potential in the growth markets



B rasil



R ussia



I ndia



C hina

Acquisitions – if possible and financially sound

manufacturers:

appr. 130 major oil companies

appr. 590 independent manufacturers

appr. 720 manufacturers*

High degree of fragmentation continues in the industry. Concentration especially among smaller companies.

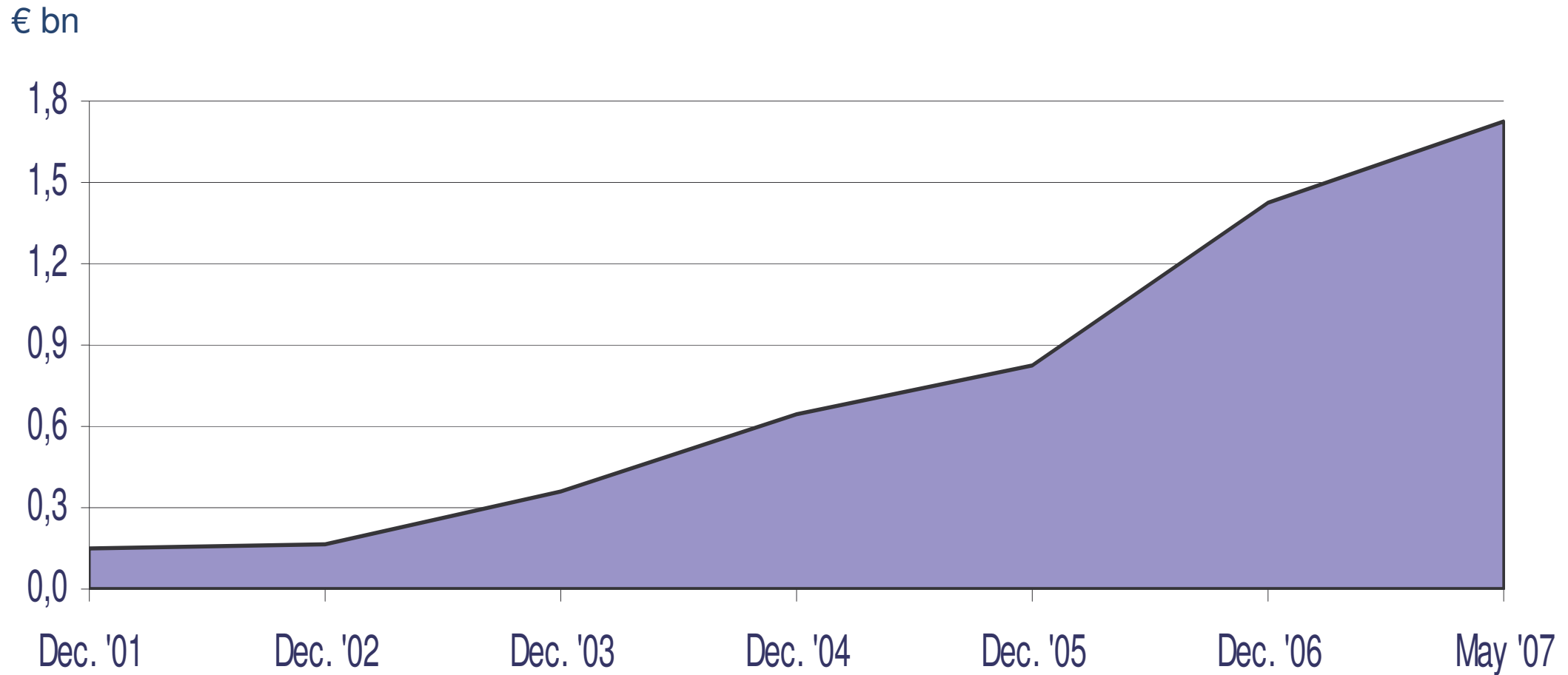
Share buy back program

FUCHS started to buy back shares up to 10% of the capital on May 10, 2007. The purpose is to optimize the capital structure and to withdraw the shares (Einziehung).

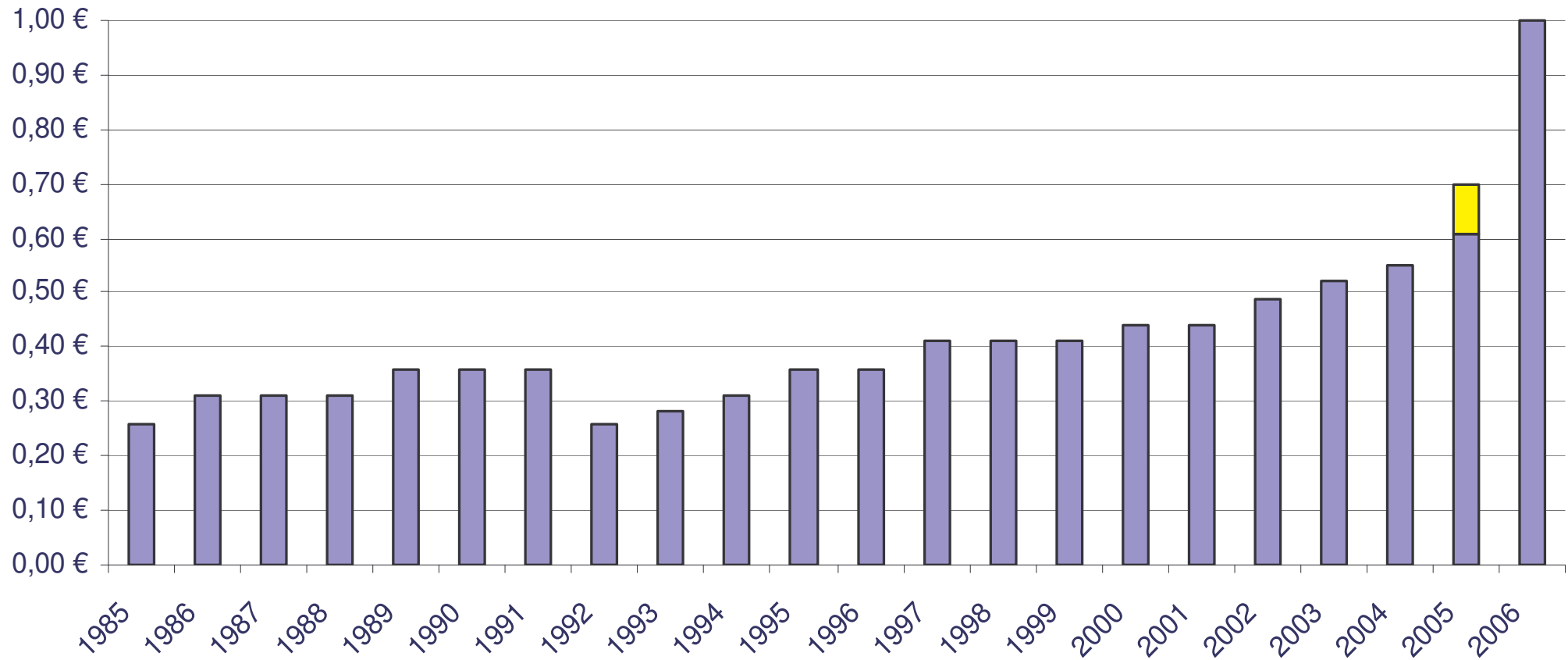


IV. FUCHS PETROLUB: a good investment

Significant increase in market capitalisation

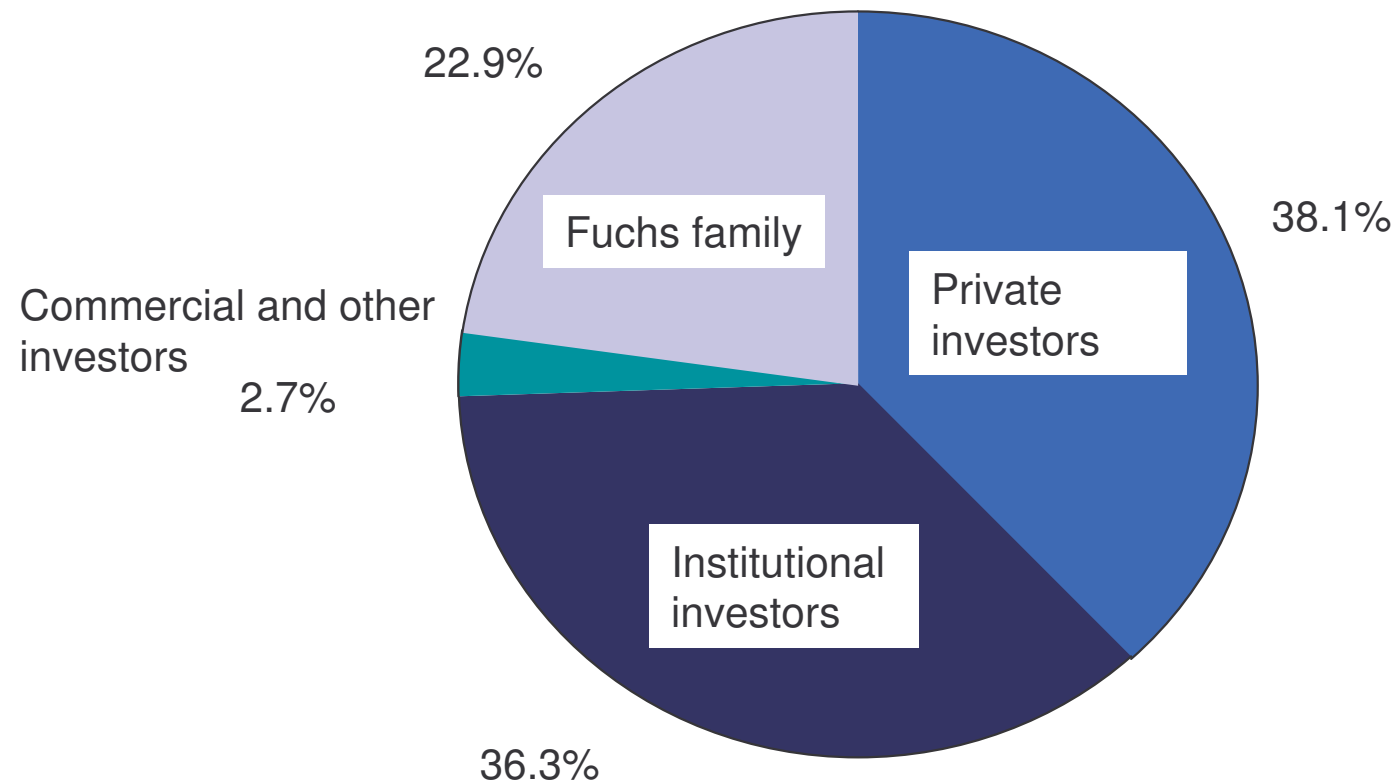


Since the IPO in 1985 FUCHS has always paid dividends



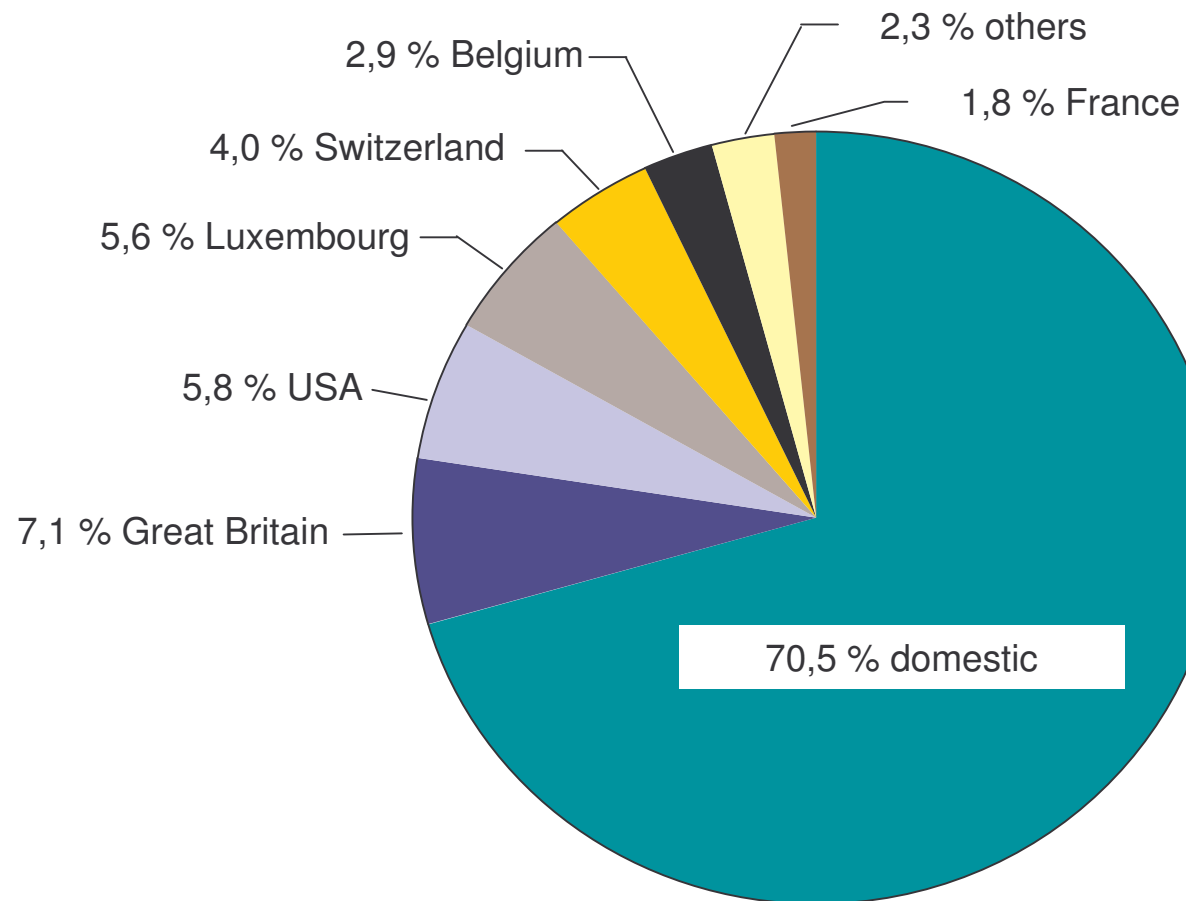
■ Jubilee bonus

Capital breakdown into investor groups (*)



(*) as of Jan. 31, 2007

Some 30% of the FUCHS shares are held by foreign investors (*)



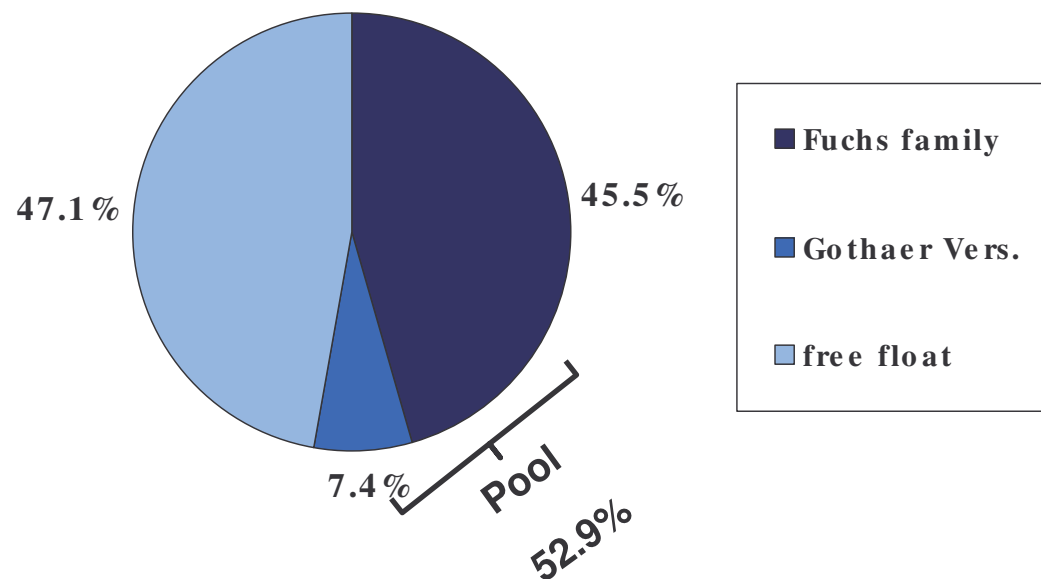
(*) as of Jan. 31, 2007

FUCHS PETROLUB AG



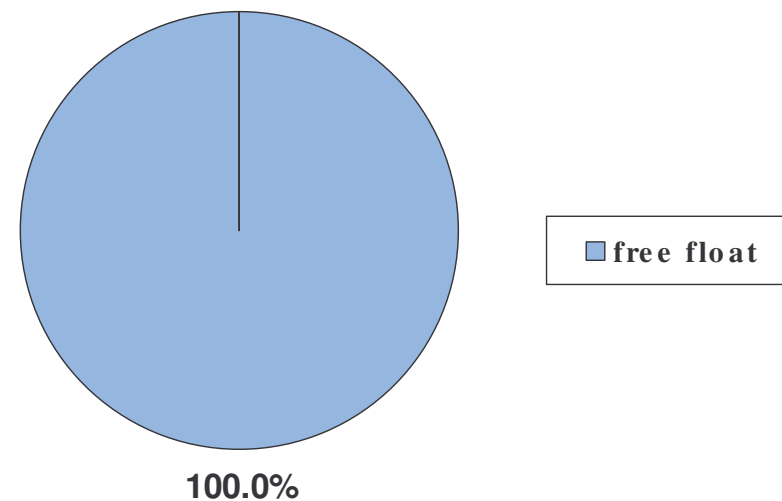
Breakdown of shares as of 31 December 2006

Ordinary shares



Basis: 12,969,000 ordinary shares

Preference shares



Basis: 12,969,000 preference shares

Coverage

WestLB AG	November 2006	Add
Berenberg Bank	November 2006	Buy
Bankhaus Lampe	December 2006	Hold
Merck Finck & Co.	February 2007	Buy
Kepler Equities	March 2007	Buy
Deutsche Bank AG	March 2007	Buy
Sal. Oppenheim	April 2007	Buy
DZ Bank AG	May 2007	Buy
Dresdner Kleinwort	May 2007	Buy
CAZENOVE	May 2007	In-Line
HSBC Trinkaus & Burkhardt	May 2007	Overweight
CAI Cheuvreux	May 2007	2 / Outperform
M. M. Warburg	May 2007	Hold
Independent Research	May 2007	Accumulate
LBBW	May 2007	Hold

Thank You!

Disclaimer

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