

QUAKER CHEMICAL CORP  
Form 10-Q  
October 28, 2015

**UNITED STATES**  
**SECURITIES AND EXCHANGE COMMISSION**  
**Washington, D. C. 20549**

**FORM 10-Q**

**[X] QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE  
ACT OF 1934**

**For the quarterly period ended September 30, 2015**

**OR**

**TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

**For the transition period from \_\_\_\_\_ to \_\_\_\_\_**

**Commission file number 001-12019**

**QUAKER CHEMICAL CORPORATION**

**(Exact name of Registrant as specified in its charter)**

**Pennsylvania**  
**(State or other jurisdiction of**  
**incorporation or organization)**

**23-0993790**  
**(I.R.S. Employer**  
**Identification No.)**

**One Quaker Park, 901 E. Hector Street,**  
**Conshohocken, Pennsylvania**

**19428 – 2380**

(Address of principal executive offices)

(Zip Code)

**Registrant's telephone number, including area code: 610-832-4000**

**Not Applicable**

**Former name, former address and former fiscal year, if changed since last report.**

Indicate by check mark whether the Registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes  No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes  No

Indicate by check mark whether the Registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See the definitions of "large accelerated filer," "accelerated filer" and "smaller reporting company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer

Non-accelerated filer  (Do not check if smaller reporting company)

Accelerated filer

Smaller reporting company

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes [ ] No [X]

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date.

**Number of Shares of Common Stock**

**Outstanding on September 30, 2015**

**13,305,629**

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**QUAKER CHEMICAL CORPORATION AND CONSOLIDATED SUBSIDIARIES**

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**PART I****FINANCIAL INFORMATION****Item 1. Financial Statements (Unaudited).****Quaker Chemical Corporation****Condensed Consolidated Statements of Income***(Dollars in thousands, except per share data)*

|  | <b>Unaudited</b>                            |             |  |             |
|--|---|-------------|--|-------------|
|  | <b>Three Months Ended<br/>September 30,</b> |             | <b>Nine Months Ended<br/>September 30,</b> |             |
|  | <b>2015</b>                                 | <b>2014</b> | <b>2015</b>                                | <b>2014</b> |
| Net sales  | \$ 189,224                                  | \$ 198,867  | \$ 554,280                                 | \$ 571,827  |
| Cost of goods sold   | 117,895                                     | 128,567     | 346,006                                    | 368,197     |
| Gross profit   | 71,329                                      | 70,300      | 208,274                                    | 203,630     |
| Selling, general and administrative expenses                         | 52,601                                      | 49,747      | 150,237                                    | 142,759     |
| Operating income   | 18,728                                      | 20,553      | 58,037                                     | 60,871      |
| Other income (expense), net  | 185   | 914         | (97)                                       | 558         |
| Interest expense   | (697)                                       | (641)       | (1,891)                                    | (1,747)     |
| Interest income  | 422   | 642         | 1,117                                      | 1,990       |
| Income before taxes and equity in net income of associated companies | 18,638                                      | 21,468      | 57,166                                     | 61,672      |
| Taxes on income before equity in net income of associated companies  | 4,541                                       | 5,724       | 15,624                                     | 18,808      |
| Income before equity in net income of associated companies           | 14,097                                      | 15,744      | 41,542                                     | 42,864      |
| Equity in net income (loss) of associated companies                  | 738   | 375         | (688)                                      | 2,506       |
| Net income   | 14,835                                      | 16,119      | 40,854                                     | 45,370      |
| Less: Net income attributable to noncontrolling interest             | 464   | 423         | 1,067                                      | 1,517       |
| Net income attributable to Quaker Chemical Corporation               | \$ 14,371                                   | \$ 15,696   | \$ 39,787                                  | \$ 43,853   |
| Per share data:  |   |             |  |             |
| Net income attributable to Quaker Chemical Corporation               |   |             |  |             |
| Common Shareholders – basic  | \$ 1.08                                     | \$ 1.18     | \$ 2.99                                    | \$ 3.31     |

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Net income attributable to Quaker Chemical  
Corporation

|                               |    |      |    |      |    |      |    |      |
|-------------------------------|----|------|----|------|----|------|----|------|
| Common Shareholders – diluted | \$ | 1.08 | \$ | 1.18 | \$ | 2.98 | \$ | 3.31 |
| Dividends declared            | \$ | 0.32 | \$ | 0.30 | \$ | 0.94 | \$ | 0.85 |

*The accompanying notes are an integral part of these condensed consolidated financial statements.*

**Quaker Chemical Corporation**

**Condensed Consolidated Statements of Comprehensive Income**

*(Dollars in thousands)*

|  | <b>Unaudited</b>          |             |                          |             |
|--|---------------------------|-------------|--------------------------|-------------|
|  | <b>Three Months Ended</b> |             | <b>Nine Months Ended</b> |             |
|  | <b>September 30,</b>      |             | <b>September 30,</b>     |             |
|  | <b>2015</b>               | <b>2014</b> | <b>2015</b>              | <b>2014</b> |
| Net income   | \$ 14,835                 | \$ 16,119   | \$ 40,854                | \$ 45,370   |
| Other comprehensive (loss) income, net of tax                      |                           |             |                          |             |
| Currency translation adjustments                                   | (11,380)                  | (11,655)    | (19,995)                 | (9,400)     |
| Defined benefit retirement plans                                   | 706                       | 1,797       | 3,133                    | 2,956       |
| Unrealized gain on available-for-sale securities                   | (687)                     | (214)       | (958)                    | (316)       |
| Other comprehensive loss   | (11,361)                  | (10,072)    | (17,820)                 | (6,760)     |
| Comprehensive income   | 3,474                     | 6,047       | 23,034                   | 38,610      |
| Less: Comprehensive income attributable to noncontrolling interest | (97)                      | (177)       | (606)                    | (1,470)     |
| Comprehensive income attributable to Quaker Chemical Corporation   | \$ 3,377                  | \$ 5,870    | \$ 22,428                | \$ 37,140   |

*The accompanying notes are an integral part of these condensed consolidated financial statements.*



**Quaker Chemical Corporation**

**Condensed Consolidated Balance Sheets**

*(Dollars in thousands, except par value and share amounts)*

|   | <b>Unaudited</b> |                 |
|---|------------------|-----------------|
|   | <b>September</b> | <b>December</b> |
|   | <b>30, 2015</b>  | <b>31, 2014</b> |
| <b>ASSETS</b>   |                  |                 |
| Current assets  |                  |                 |
| Cash and cash equivalents   | \$ 96,155        | \$ 64,731       |
| Accounts receivable, net  | 194,852          | 189,484         |
| Inventories   |                  |                 |
| Raw materials and supplies  | 38,585           | 37,961          |
| Work-in-process and finished goods  | 39,948           | 39,747          |
| Prepaid expenses and other current assets   | 20,477           | 19,595          |
| Total current assets  | 390,017          | 351,518         |
| Property, plant and equipment, at cost  | 234,587          | 234,516         |
| Less accumulated depreciation   | (148,096)        | (148,753)       |
| Net property, plant and equipment   | 86,491           | 85,763          |
| Goodwill  | 78,412           | 77,933          |
| Other intangible assets, net  | 75,829           | 70,408          |
| Investments in associated companies   | 19,617           | 21,751          |
| Deferred income taxes   | 21,071           | 24,411          |
| Other assets  | 32,306           | 33,742          |
| Total assets  | \$ 703,743       | \$ 665,526      |
| <b>LIABILITIES AND EQUITY</b>   |                  |                 |
| Current liabilities   |                  |                 |
| Short-term borrowings and current portion of long-term debt   | \$ 395           | \$ 403          |
| Accounts and other payables   | 77,212           | 78,977          |
| Accrued compensation  | 17,709           | 19,853          |
| Other current liabilities   | 27,230           | 25,668          |
| Total current liabilities   | 122,546          | 124,901         |
| Long-term debt  | 107,913          | 75,328          |
| Deferred income taxes   | 11,194           | 8,584           |
| Other non-current liabilities   | 85,939           | 91,578          |
| Total liabilities   | 327,592          | 300,391         |
| Commitments and contingencies (Note 14)   |                  |                 |
| Equity  |                  |                 |
| Common stock \$1 par value; authorized 30,000,000 shares; issued and outstanding 2015 – 13,305,629 shares; 2014 – 13,300,891 shares | 13,306           | 13,301          |
| Capital in excess of par value  | 104,839          | 99,056          |
| Retained earnings   | 321,856          | 299,524         |

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|                                      |            |            |
|--------------------------------------|------------|------------|
| Accumulated other comprehensive loss | (71,765)   | (54,406)   |
| Total Quaker shareholders' equity    | 368,236    | 357,475    |
| Noncontrolling interest              | 7,915      | 7,660      |
| Total equity                         | 376,151    | 365,135    |
| Total liabilities and equity         | \$ 703,743 | \$ 665,526 |

*The accompanying notes are an integral part of these condensed consolidated financial statements.*

**Quaker Chemical Corporation**

**Condensed Consolidated Statements of Cash Flows**

*(Dollars in thousands)*

|  | <b>Unaudited</b>                 |             |
|--|----------------------------------|-------------|
|  | <b>For the Nine Months Ended</b> |             |
|  | <b>September 30,</b>             |             |
|  | <b>2015</b>                      | <b>2014</b> |
| Cash flows from operating activities   |                                  |             |
| Net income   | \$ 40,854                        | \$ 45,370   |
| Adjustments to reconcile net income to net cash provided by operating activities:                        |                                  |             |
| Depreciation   | 9,229                            | 9,154       |
| Amortization   | 4,998                            | 2,754       |
| Equity in undistributed earnings of associated companies, net of dividends                               | 1,362                            | (2,306)     |
| Deferred compensation and other, net   | (551)                            | 1,672       |
| Stock-based compensation   | 4,500                            | 3,959       |
| Gain on disposal of property, plant and equipment and other assets                                       | (95)                             | (125)       |
| Insurance settlement realized  | (549)                            | (1,214)     |
| Pension and other postretirement benefits  | 2,204                            | 178         |
| (Decrease) increase in cash from changes in current assets and current liabilities, net of acquisitions: |                                  |             |
| Accounts receivable  | (4,039)                          | (23,061)    |
| Inventories  | (1,028)                          | (9,143)     |
| Prepaid expenses and other current assets  | (3,545)                          | 1,332       |
| Accounts payable and accrued liabilities   | (2,521)                          | 9,470       |
| Net cash provided by operating activities  | 50,819                           | 38,040      |
| Cash flows from investing activities   |                                  |             |
| Investments in property, plant and equipment   | (6,115)                          | (8,376)     |
| Payments related to acquisitions, net of cash acquired   | (23,990)                         | (51,947)    |
| Proceeds from disposition of assets  | 130                              | 178         |
| Insurance settlement interest earned   | 28                               | 34          |
| Change in restricted cash, net   | 521                              | 1,180       |
| Net cash used in investing activities  | (29,426)                         | (58,931)    |
| Cash flows from financing activities   |                                  |             |
| Proceeds from long-term debt   | 30,668                           | 45,000      |
| Repayment of long-term debt  | (304)                            | (1,106)     |
| Dividends paid   | (12,257)                         | (10,580)    |
| Stock options exercised, other   | 947                              | (194)       |
| Payments for repurchase of common stock  | (4,989)                          | —           |
| Excess tax benefit related to stock option exercises   | 400                              | 430         |
| Purchase of a noncontrolling interest in an affiliate  | —                                | (7,422)     |

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|  |           |           |
|--|-----------|-----------|
| Payment of acquisition-related earnout liability       | —         | (4,709)   |
| Distributions to noncontrolling affiliate shareholders | —         | (1,806)   |
| Net cash provided by financing activities              | 14,465    | 19,613    |
| Effect of exchange rate changes on cash                | (4,434)   | (2,993)   |
| Net increase (decrease) in cash and cash equivalents   | 31,424    | (4,271)   |
| Cash and cash equivalents at beginning of period       | 64,731    | 68,492    |
| Cash and cash equivalents at end of period             | \$ 96,155 | \$ 64,221 |

*The accompanying notes are an integral part of these condensed consolidated financial statements.*

**Quaker Chemical Corporation**

**Notes to Condensed Consolidated Financial Statements**

*(Dollars in thousands, except share and per share amounts)*

*(Unaudited)*

**Note 1 – Condensed Financial Information**

The condensed consolidated financial statements included herein are unaudited and have been prepared in accordance with generally accepted accounting principles in the United States (“U.S. GAAP”) for interim financial reporting and the United States Securities and Exchange Commission (“SEC”) regulations. Certain information and footnote disclosures normally included in financial statements prepared in accordance with U.S. GAAP have been condensed or omitted pursuant to such rules and regulations. In the opinion of management, the financial statements reflect all adjustments (consisting only of normal recurring adjustments, except certain material adjustments, as discussed below) which are necessary for a fair statement of the financial position, results of operations and cash flows for the interim periods. The results for the nine months ended September 30, 2015 are not necessarily indicative of the results to be expected for the full year. These financial statements should be read in conjunction with the Company’s Annual Report filed on Form 10-K for the year ended December 31, 2014.

In 2003, the Venezuelan government suspended the free exchange of Bolivar Fuerte (“BsF”) for foreign currency and implemented certain foreign exchange controls that served to centralize the purchase and sale of foreign currency within the country. As of December 31, 2014, there were three legally available exchange rates in Venezuela, the CADIVI (or the official rate, 6.3 BsF per U.S. Dollar), the SICAD I (approximately 12 BsF per U.S. Dollar) and the SICAD II (approximately 52 BsF per U.S. Dollar). In the first quarter of 2015, the Company understood that the Venezuelan government announced changes to its exchange controls. The Company understood that there continued to be three exchange mechanisms in Venezuela; however, they now consisted of the CADIVI, a combined SICAD I and SICAD II auction mechanism (the “SICAD”) and a newly created, marginal currency system (the “SIMADI”). The CADIVI exchange largely remained the same, except that the government further restricted what products qualify and can, therefore, legally be imported or traded under this exchange. The government has yet to fully disclose who can access or trade on the newly formed combined SICAD market and minimal related auctions have occurred since late 2014. Finally, the newly created SIMADI is legally available to all parties, however, at significantly higher exchange rates than the CADIVI or SICAD. As of September 30, 2015, the published rate for the SIMADI is approximately 199 BsF per U.S. Dollar.

The Company has a Venezuelan equity affiliate, Kelko Quaker Chemical, S.A. (“Kelko Venezuela”). Venezuela’s economy has been considered hyper inflationary under U.S. GAAP since 2010, at which time Kelko Venezuela’s functional currency was changed to the U.S. Dollar. Accordingly, all gains and losses resulting from the remeasurement of Kelko Venezuela’s monetary assets and liabilities to the CADIVI or other published exchange rates are required to be recorded directly to the Condensed Consolidated Statement of Income. As of December 31, 2014, Kelko Venezuela had access to the CADIVI for imported goods, had not been invited to participate in any SICAD I auctions and had limited access to the SICAD II mechanism. Accordingly, the Company measured its equity investment and other related assets with Kelko Venezuela at the CADIVI exchange rate at December 31, 2014. In light of the first quarter of 2015 changes to Venezuela’s foreign exchange controls and the on-going economic challenges in Venezuela, the Company re-assessed Kelko Venezuela’s access to U.S. Dollars, the impact on the operations of Kelko Venezuela, and the impact on the Company’s equity investment and other related assets. During the first quarter of 2015, the Company determined that the CADIVI was no longer available to Kelko Venezuela for import transactions and the government has yet to fully disclose who can access or trade on the newly formed

combined SICAD mechanism and minimal related auctions have occurred to date. As a result, the Company revalued its equity investment in Kelko Venezuela and other related assets to the SIMADI exchange rate of approximately 193 BsF per U.S. Dollar as of March 31, 2015. This resulted in a charge of approximately \$2,806, or \$0.21 per diluted share, recorded in the first quarter of 2015. Comparatively, during the second quarter of 2014, the Company recorded a charge of \$321, or \$0.02 per diluted share, related to the conversion of certain Venezuelan Bolivar Fuerte to U.S. Dollars on the historical SICAD II exchange. As of September 30, 2015, the Company's equity investment in Kelko Venezuela was \$174, which continues to be valued at the SIMADI exchange rate.

As part of the Company's chemical management services, certain third-party product sales to customers are managed by the Company. Where the Company acts as the principal, revenue is recognized on a gross reporting basis at the selling price negotiated with customers. Where the Company acts as an agent, such revenue is recorded using net reporting as service revenues, at the amount of the administrative fee earned by the Company for ordering the goods. Third-party products transferred under arrangements resulting in net reporting totaled \$12,140 and \$36,193 for the three and nine months ended September 30, 2015, respectively. Comparatively, third-party products transferred under arrangements resulting in net reporting totaled \$11,829 and \$33,328 for the three and nine months ended September 30, 2014, respectively.

**Quaker Chemical Corporation**

**Notes to Condensed Consolidated Financial Statements - Continued**

*(Dollars in thousands, except share and per share amounts)*

*(Unaudited)*

**Note 2 -Recently Issued Accounting Standards**

The Financial Accounting Standards Board ("FASB") issued an accounting standard update in September 2015 regarding the accounting and disclosure for measurement period adjustments for business combinations. The update requires that the cumulative impact of a measurement period adjustment be recognized in the reporting period in which the adjustment is identified, rather than restating prior period financial statements. The guidance within this accounting standard update is effective for annual and interim periods beginning after December 15, 2015, and should be applied on a prospective basis for the reporting periods presented. The Company is currently evaluating the effects of this guidance, but does not expect a material impact.

The FASB issued an accounting standard update in July 2015 regarding simplifying the measurement of inventory. The guidance is applicable for entities that measure inventory using the first-in, first-out or average cost methods. Specifically, the update requires that inventory be measured at lower of cost or net realizable value. Net realizable value is the estimated selling price in the ordinary course of business, less reasonably predictable costs of completion, disposal and transportation. The amendments in this update are effective for fiscal years beginning after December 15, 2016, including interim periods within those fiscal years. This guidance should be applied prospectively with early adoption permitted. The Company is currently evaluating the effects of this guidance, but does not expect a material impact.

The FASB issued an accounting standard update in May 2015 regarding the required disclosures for entities that elect to measure the fair value of certain investments using the net asset value per share (or its equivalent) practical expedient in accordance with the fair value measurement authoritative guidance. The update removes the requirement to categorize within the fair value hierarchy, and, also, limits the requirement to make certain other disclosures, for all such investments. The amendments in this update are effective for fiscal years beginning after December 15, 2015, and interim periods within those fiscal years, and should be applied on a retrospective basis for the periods presented. Early adoption is permitted. The Company is currently evaluating the effects of this guidance, but does not expect a material impact.

The FASB issued an accounting standard update in April 2015 regarding the presentation of debt issuance costs on the balance sheet. The update requires capitalized debt issuance costs be presented on the balance sheet as a reduction to debt, rather than recorded as a separate asset. The amendments in this update are effective for annual and interim periods beginning after December 15, 2015 and should be applied on a retrospective basis for the periods presented. Early adoption is permitted. Also, in June 2015, the SEC staff announced that the guidance within this accounting standard update was not applicable to revolving debt arrangements or credit facilities. The Company is currently evaluating the effects of this guidance, and the SEC's announcement, but does not expect a material impact.

The FASB issued an accounting standard update in May 2014 regarding the accounting for and disclosure of revenue recognition. Specifically, the update outlined a single comprehensive model for entities to use in accounting for revenue arising from contracts with customers, which will be common to both U.S. GAAP and International Financial Reporting Standards. The guidance was effective for annual and interim periods beginning after December 15, 2016, which allowed for full retrospective adoption of prior period data or a modified retrospective adoption. Early

adoption was not permitted. In August 2015, the FASB issued an accounting standard update to delay the effective date of the new revenue standard by one year, or, in other words, to be effective for annual and interim periods beginning after December 15, 2017. Entities will be permitted to adopt the new revenue standard early, but not before the original effective date. The Company is currently evaluating the effects of this guidance.

**Note 3 – Business Segments**

The Company's reportable operating segments are organized by geography as follows: (i) North America, (ii) Europe, Middle East and Africa ("EMEA"), (iii) Asia/Pacific and (iv) South America. Operating earnings, excluding indirect operating expenses, for the Company's reportable operating segments are comprised of revenues less costs of goods sold and selling, general and administrative expenses ("SG&A") directly related to the respective regions' product sales. The indirect operating expenses consist of SG&A related expenses that are not directly attributable to the product sales of each respective reportable operating segment. Other items not specifically identified with the Company's reportable operating segments include interest expense, interest income, license fees from non-consolidated affiliates and other income (expense).



## Quaker Chemical Corporation

## Notes to Condensed Consolidated Financial Statements - Continued

*(Dollars in thousands, except share and per share amounts)**(Unaudited)*

The following table presents information about the performance of the Company's reportable operating segments for the three and nine months ended September 30, 2015 and 2014:

|   | Three Months Ended<br>September 30, |            | Nine Months Ended<br>September 30, |            |
|---|-------------------------------------|------------|------------------------------------|------------|
|   | 2015                                | 2014       | 2015                               | 2014       |
| Net sales   |                                     |            |                                    |            |
| North America   | \$ 90,010                           | \$ 87,909  | \$ 258,977                         | \$ 247,137 |
| EMEA  | 45,989                              | 49,352     | 130,345                            | 148,769    |
| Asia/Pacific  | 46,067                              | 49,601     | 138,913                            | 136,661    |
| South America   | 7,158                               | 12,005     | 26,045                             | 39,260     |
| Total net sales   | \$ 189,224                          | \$ 198,867 | \$ 554,280                         | \$ 571,827 |
| Operating earnings, excluding indirect operating expenses                         |                                     |            |                                    |            |
| North America   | \$ 21,893                           | \$ 17,771  | \$ 59,938                          | \$ 51,350  |
| EMEA  | 7,106                               | 8,589      | 20,538                             | 24,794     |
| Asia/Pacific  | 11,250                              | 11,925     | 33,874                             | 32,064     |
| South America   | 261                                 | 883        | 2,270                              | 3,281      |
| Total operating earnings, excluding indirect operating expenses                   | 40,510                              | 39,168     | 116,620                            | 111,489    |
| Indirect operating expenses   | (20,031)                            | (17,489)   | (53,585)                           | (47,864)   |
| Amortization expense  | (1,751)                             | (1,126)    | (4,998)                            | (2,754)    |
| Consolidated operating income   | 18,728                              | 20,553     | 58,037                             | 60,871     |
| Other income (expense), net   | 185                                 | 914        | (97)                               | 558        |
| Interest expense  | (697)                               | (641)      | (1,891)                            | (1,747)    |
| Interest income   | 422                                 | 642        | 1,117                              | 1,990      |
| Consolidated income before taxes and equity in net income of associated companies | \$ 18,638                           | \$ 21,468  | \$ 57,166                          | \$ 61,672  |

Inter-segment revenue for the three and nine months ended September 30, 2015 was \$2,250 and \$6,885 for North America, \$5,185 and \$14,559 for EMEA, \$267 and \$523 for Asia/Pacific and \$0 and \$13 for South America, respectively. Inter-segment revenue for the three and nine months ended September 30, 2014 was \$2,605 and \$6,411 for North America, \$5,801 and \$16,582 for EMEA, \$127 and \$329 for Asia/Pacific and zero for South America, respectively. However, all inter-segment transactions have been eliminated from each reportable operating segment's net sales and earnings for all periods presented above.

**Note 4 – Stock-Based Compensation**

The Company recognized the following share-based compensation expense in selling, general and administrative expenses in its Condensed Consolidated Statements of Income for the three and nine months ended September 30,

2015 and 2014:

|   | <b>Three Months Ended</b> |             | <b>Nine Months Ended</b> |             |
|---|---------------------------|-------------|--------------------------|-------------|
|   | <b>September 30,</b>      |             | <b>September 30,</b>     |             |
|   | <b>2015</b>               | <b>2014</b> | <b>2015</b>              | <b>2014</b> |
| Stock options   | \$ 164                    | \$ 171      | \$ 548                   | \$ 492      |
| Nonvested stock awards and restricted stock units               | 668                       | 593         | 2,179                    | 1,758       |
| Employee stock purchase plan                                    | 19                        | 18          | 56                       | 54          |
| Non-elective and elective 401(k) matching contribution in stock | 449                       | 413         | 1,624                    | 1,561       |
| Director stock ownership plan                                   | 31                        | 32          | 93                       | 94          |
| Total share-based compensation expense                          | \$ 1,331                  | \$ 1,227    | \$ 4,500                 | \$ 3,959    |

As of September 30, 2015 and 2014, the Company recorded \$400 and \$430, respectively, of excess tax benefits in capital in excess of par value on its Condensed Consolidated Balance Sheets related to stock option exercises. The Company's estimated taxes payable was sufficient to fully recognize these benefits as cash inflows from financing activities in its Condensed Consolidated Statement of Cash Flows, which represented the Company's estimate of cash savings through the nine months ended September 30, 2015 and 2014, respectively.

## Quaker Chemical Corporation

## Notes to Condensed Consolidated Financial Statements - Continued

*(Dollars in thousands, except share and per share amounts)**(Unaudited)*

Stock option activity under all plans is as follows:

|   | Number of<br>Options | Weighted Average<br>Exercise Price<br>(per option) | Weighted Average<br>Remaining<br>Contractual<br>Term (years) |
|---|----------------------|--|--|
| Options outstanding at December 31, 2014  | 87,075               | \$ 59.09   |  |
| Options granted                           | 38,698               | 87.30  |  |
| Options exercised                         | (21,157)             | 46.61  |  |
| Options forfeited                         | (4,945)              | 78.42  |  |
| Options outstanding at September 30, 2015 | 99,671               | \$ 71.73   | 5.3  |
| Options exercisable at September 30, 2015 | 31,457               | \$ 56.46   | 4.3  |

As of September 30, 2015, the total intrinsic value of options outstanding was approximately \$890, and the total intrinsic value of exercisable options was \$643. Intrinsic value is calculated as the difference between the current market price of the underlying security and the strike price of a related option.

A summary of the Company's outstanding stock options at September 30, 2015 is as follows:

| Range of<br>Exercise Prices | Number<br>of Options<br>Outstanding | Weighted<br>Average<br>Remaining<br>Contractual<br>Term (years) | Weighted<br>Average<br>Exercise Price<br>(per option) | Number<br>of Options<br>Exercisable | Weighted<br>Average<br>Exercise Price<br>(per option) |
|-----------------------------|-------------------------------------|---|---|-------------------------------------|---|
| \$ — - \$ 10.00             | —                                   | —   | —\$   | —                                   | —\$   |
| \$ 10.01- \$ 20.00          | 2,367                               | 1.3   | 18.82   | 2,367                               | 18.82   |
| \$ 20.01- \$ 30.00          | —                                   | —   | —   | —                                   | —   |
| \$ 30.01- \$ 40.00          | 6,317                               | 3.4   | 38.13   | 6,317                               | 38.13   |
| \$ 40.01- \$ 50.00          | —                                   | —   | —   | —                                   | —   |
| \$ 50.01- \$ 60.00          | 21,055                              | 4.4   | 58.26   | 11,997                              | 58.26   |
| \$ 60.01- \$ 70.00          | —                                   | —   | —   | —                                   | —   |
| \$ 70.01- \$ 80.00          | 33,786                              | 5.4   | 73.47   | 10,776                              | 73.47   |
| \$ 80.01- \$ 90.00          | 36,146                              | 6.4   | 87.30   | —                                   | —   |
|                             | 99,671                              | 5.3   | 71.73   | 31,457                              | 56.46   |

As of September 30, 2015, unrecognized compensation expense related to options granted during 2013 was \$85, for options granted during 2014 was \$360 and for options granted in 2015 was \$664.

During the first quarter of 2015, the Company granted stock options under its LTIP plan that are subject only to time vesting over a three-year period. For the purposes of determining the fair value of stock option awards, the Company uses the Black-Scholes option pricing model and the assumptions set forth in the table below:

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|                           |        |
|---------------------------|--------|
| Number of options granted | 38,698 |
| Dividend Yield            | 1.55%  |
| Expected Volatility       | 36.32% |
| Risk-free interest rate   | 1.22%  |
| Expected term (years)     | 4.0    |

Approximately \$62 and \$163 of expense was recorded on these options during the three and nine months ended September 30, 2015, respectively. The fair value of these awards is amortized on a straight-line basis over the vesting period of the awards.

## Quaker Chemical Corporation

## Notes to Condensed Consolidated Financial Statements - Continued

*(Dollars in thousands, except share and per share amounts)**(Unaudited)*

Activity of nonvested shares granted under the Company's LTIP plan is shown below:

|                                      | <b>Number of<br/>Shares</b> | <b>Weighted<br/>Average Grant<br/>Date Fair Value<br/>(per share)</b> |
|--------------------------------------|-----------------------------|---|
| Nonvested awards, December 31, 2014  | 124,450                     | \$ 61.80  |
| Granted                              | 27,266                      | \$ 86.39  |
| Vested                               | (33,681)                    | \$ 46.76  |
| Forfeited                            | (7,644)                     | \$ 61.12  |
| Nonvested awards, September 30, 2015 | 110,391                     | \$ 72.51  |

The fair value of the nonvested stock is based on the trading price of the Company's common stock on the date of grant. The Company adjusts the grant date fair value for expected forfeitures based on historical experience for similar awards. As of September 30, 2015, unrecognized compensation expense related to these awards was \$4,207 to be recognized over a weighted average remaining period of 1.88 years.

Activity of nonvested restricted stock units granted under the Company's LTIP plan is shown below:

|                                      | <b>Number of<br/>Units</b> | <b>Weighted<br/>Average Grant<br/>Date Fair Value<br/>(per unit)</b> |
|--------------------------------------|----------------------------|--|
| Nonvested awards, December 31, 2014  | 7,158                      | \$ 61.03   |
| Granted                              | 1,450                      | \$ 87.30   |
| Vested                               | (2,434)                    | \$ 43.45   |
| Nonvested awards, September 30, 2015 | 6,174                      | \$ 74.14   |

The fair value of the nonvested restricted stock units is based on the trading price of the Company's common stock on the date of grant. The Company adjusts the grant date fair value for expected forfeitures based on historical experience for similar awards. As of September 30, 2015, unrecognized compensation expense related to these awards was \$200 to be recognized over a weighted average remaining period of 1.77 years.

**Employee Stock Purchase Plan**

In 2000, the Board adopted an Employee Stock Purchase Plan ("ESPP") whereby employees may purchase Company stock through a payroll deduction plan. Purchases are made from the plan and credited to each participant's account at the end of each month, the "Investment Date." The purchase price of the stock is 85% of the fair market value on the Investment Date. The plan is compensatory and the 15% discount is expensed on the Investment Date. All employees, including officers, are eligible to participate in this plan. A participant may withdraw all uninvested payment balances credited to a participant's account at any time. An employee whose stock ownership of the Company exceeds five percent of the outstanding common stock is not eligible to participate in this plan.

### **2013 Director Stock Ownership Plan**

In 2013, the Company adopted the 2013 Director Stock Ownership Plan (the “Plan”), to encourage the Directors to increase their investment in the Company, which was approved at the Company’s May 2013 shareholders’ meeting. The Plan authorizes the issuance of up to 75,000 shares of Quaker common stock in accordance with the terms of the Plan in payment of all or a portion of the annual cash retainer payable to each of the Company’s non-employee directors in 2013 and subsequent years during the term of the Plan. Under the Plan, each director who, on May 1 of the applicable calendar year, owns less than 400% of the annual cash retainer for the applicable calendar year, divided by the average of the closing price of a share of Quaker Common Stock as reported by the composite tape of the New York Stock Exchange for the previous calendar year (the “Threshold Amount”), is required to receive 75% of the annual cash retainer in Quaker common stock and 25% of the retainer in cash, unless the director elects to receive a greater percentage of Quaker common stock (up to 100%) of the annual cash retainer for the applicable year. Each director who owns more than the Threshold Amount may elect to receive common stock in payment of a percentage (up to 100%) of the annual cash retainer. The annual retainer is \$50 and the retainer payment date is June 1.

## Quaker Chemical Corporation

## Notes to Condensed Consolidated Financial Statements - Continued

*(Dollars in thousands, except share and per share amounts)**(Unaudited)***Note 5 – Pension and Other Postretirement Benefits**

The components of net periodic benefit cost for the three and nine months ended September 30, 2015 and 2014 are as follows:

|                                 | Three Months Ended September 30, |          |                               |       | Nine Months Ended September 30, |          |                               |        |
|---------------------------------|----------------------------------|----------|-------------------------------|-------|---------------------------------|----------|-------------------------------|--------|
|                                 | Pension Benefits                 |          | Other Postretirement Benefits |       | Pension Benefits                |          | Other Postretirement Benefits |        |
|                                 | 2015                             | 2014     | 2015                          | 2014  | 2015                            | 2014     | 2015                          | 2014   |
| Service Cost                    | \$ 763                           | \$ 716   | \$ 1                          | \$ 5  | \$ 2,297                        | \$ 2,186 | \$ 12                         | \$ 15  |
| Interest Cost                   | 1,256                            | 1,506    | 47                            | 58    | 3,772                           | 4,567    | 146                           | 174    |
| Expected return on plan assets  | (1,367)                          | (1,588)  | —                             | —     | (4,165)                         | (4,796)  | —                             | —      |
| Actuarial loss amortization     | 862                              | 763      | 12                            | 16    | 2,620                           | 2,311    | 64                            | 48     |
| Prior service cost amortization | (25)                             | (21)     | —                             | —     | (76)                            | 830      | —                             | —      |
| Net periodic benefit cost       | \$ 1,489                         | \$ 1,376 | \$ 60                         | \$ 79 | \$ 4,448                        | \$ 5,098 | \$ 222                        | \$ 237 |

During 2013, it was discovered that the Company's subsidiary in the United Kingdom ("U.K.") did not appropriately amend a trust for a legacy change in its pension scheme, as it related to a past retirement age equalization law. Given the lack of an official deed to the pension trust, the effective date of the change to the subsidiary's pension scheme differed from the Company's historical beliefs, but the extent of the potential exposure was not estimable. In the first quarter of 2014, the Company recorded costs of \$902, or \$0.05 per diluted share, related to prior service cost and interest cost, to appropriately reflect the past plan amendment related to the retirement age equalization law.

**Employer Contributions**

The Company previously disclosed in its financial statements for the year ended December 31, 2014, that it expected to make minimum cash contributions of \$4,176 to its pension plans and \$568 to its other postretirement benefit plan in 2015. As of September 30, 2015, \$1,835 and \$449 of contributions have been made to the Company's pension plans and its postretirement benefit plans, respectively.

**Note 6 – Other income (expense), net**

The components of other income (expense), net for the three and nine months ended September 30, 2015 and 2014 are as follows:

|  | Three Months Ended<br>September 30, | Nine Months Ended<br>September 30, |
|--|-------------------------------------|------------------------------------|
|--|-------------------------------------|------------------------------------|

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|  | <b>2015</b> |      | <b>2014</b> |     | <b>2015</b> |       | <b>2014</b> |       |
|--|-------------|------|-------------|-----|-------------|-------|-------------|-------|
| Income from third party license fees     | \$          | 161  | \$          | 181 | \$          | 619   | \$          | 736   |
| Foreign exchange (losses) gains, net     |             | (79) |             | 160 |             | (978) |             | (824) |
| Gain on fixed asset disposals, net       |             | 21   |             | 25  |             | 76    |             | 130   |
| Non-income tax and other related refunds |             |      |             |     |             |       |             |       |