

QUAKER CHEMICAL CORP
Form 10-Q
July 30, 2012

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

FORM 10-Q

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

For the quarterly period ended June 30, 2012

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.)

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One Quaker Park, 901 E. Hector Street,
Conshohocken, Pennsylvania
(Address of principal executive offices)

19428 – 2380
(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 <input type="checkbox"/> | Accelerated filer <input checked="" type="checkbox"/> |
| Non-accelerated filer <input type="checkbox"/> (Do not check if smaller reporting company) | Smaller reporting Company <input type="checkbox"/> |

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

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 June 30, 2012 | 13,010,639 |
|--|------------|

QUAKER CHEMICAL CORPORATION AND CONSOLIDATED SUBSIDIARIES

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FINANCIAL INFORMATION

Item 1. Financial Statements (Unaudited).

Quaker Chemical Corporation

Condensed Consolidated Balance Sheet

| | Unaudited (Dollars in thousands, except par value and share amounts) | |
|---|---|-----------------------|
| | June 30, 2012 | December 31, 2011* |
| ASSETS | | |
| Current assets | | |
| Cash and cash equivalents | \$ 25,252 | \$ 16,909 |
| Accounts receivable, net | 156,424 | 150,676 |
| Inventories | | |
| Raw materials and supplies | 43,565 | 41,771 |
| Work-in-process and finished goods | 34,113 | 32,987 |
| Prepaid expenses and other current assets | 18,009 | 17,206 |
| Total current assets | 277,363 | 259,549 |
| Property, plant and equipment, at cost | 214,027 | 214,695 |
| Less accumulated depreciation | (131,372) | (131,779) |
| Net property, plant and equipment | 82,655 | 82,916 |
| Goodwill | 57,033 | 58,152 |
| Other intangible assets, net | 30,397 | 31,783 |
| Investments in associated companies | 7,891 | 7,942 |
| Deferred income taxes | 27,644 | 29,823 |
| Other assets | 36,370 | 35,356 |
| Total assets | \$ 519,353 | \$ 505,521 |
| LIABILITIES AND EQUITY | | |
| Current liabilities | | |
| Short-term borrowings and current portion of long-term debt | \$ 563 | \$ 636 |
| Accounts and other payables | 74,679 | 68,125 |
| Accrued compensation | 10,610 | 16,987 |
| Other current liabilities | 22,334 | 20,901 |
| Total current liabilities | 108,186 | 106,649 |
| Long-term debt | 45,004 | 46,701 |
| Deferred income taxes | 6,622 | 7,094 |
| Other non-current liabilities | 86,116 | 89,351 |

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| | | |
|--|------------|------------|
| Total liabilities | 245,928 | 249,795 |
| Equity | | |
| Common stock \$1 par value; authorized 30,000,000 shares; issued and outstanding 2012 – 13,010,639 shares; 2011 – 12,911,508 shares | 13,011 | 12,912 |
| Capital in excess of par value | 92,199 | 89,725 |
| Retained earnings | 192,116 | 175,932 |
| Accumulated other comprehensive loss | (32,091) | (29,820) |
| Total Quaker shareholders' equity | 265,235 | 248,749 |
| Noncontrolling interest | 8,190 | 6,977 |
| Total equity | 273,425 | 255,726 |
| Total liabilities and equity | \$ 519,353 | \$ 505,521 |

* Condensed from audited
financial statements

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

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Quaker Chemical Corporation

Condensed Consolidated Statement of Income

| | Unaudited | | | |
|--|--|-----------|---------------------------|-----------|
| | (Dollars in thousands, except per share amounts) | | | |
| | Three Months Ended June 30, | | Six Months Ended June 30, | |
| | 2012 | 2011 | 2012 | 2011 |
| Net sales | \$176,797 | \$167,792 | \$354,435 | \$327,657 |
| Cost of goods sold | 116,161 | 114,026 | 234,004 | 221,157 |
| Gross profit | 60,636 | 53,766 | 120,431 | 106,500 |
| Selling, general and administrative expenses | 43,653 | 38,825 | 86,746 | 77,459 |
| Operating income | 16,983 | 14,941 | 33,685 | 29,041 |
| Other (expense) income, net | (134) | 791 | 207 | 1,330 |
| Interest expense | (1,151) | (1,200) | (2,325) | (2,418) |
| Interest income | 137 | 271 | 260 | 543 |
| Income before taxes and equity in net income of associated companies | 15,835 | 14,803 | 31,827 | 28,496 |
| Taxes on income before equity in net income of associated companies | 4,874 | 4,499 | 8,319 | 7,321 |
| Income before equity in net income of associated companies | 10,961 | 10,304 | 23,508 | 21,175 |
| Equity in net income of associated companies | 209 | 251 | 355 | 610 |
| Net income | 11,170 | 10,555 | 23,863 | 21,785 |
| Less: Net income attributable to noncontrolling interest | 630 | 714 | 1,377 | 1,344 |
| Net income attributable to Quaker Chemical Corporation | \$10,540 | \$9,841 | \$22,486 | \$20,441 |
| Per share data: | | | | |
| Net income attributable to Quaker Chemical Corporation Common | | | | |
| Shareholders – basic | \$0.81 | \$0.80 | \$1.74 | \$1.72 |
| Net income attributable to Quaker Chemical Corporation Common | | | | |
| Shareholders – diluted | \$0.81 | \$0.79 | \$1.72 | \$1.69 |
| Dividends declared | \$0.245 | \$0.24 | \$0.485 | \$0.475 |

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

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Quaker Chemical Corporation

Condensed Consolidated Statement of Comprehensive Income

| | Unaudited | | | |
|--|--|----------|-----------------------|----------|
| | (Dollars in thousands, except per share amounts) | | | |
| | Three Months Ended June | | Six Months Ended June | |
| | 30, | 2011 | 30, | 2011 |
| | 2012 | | 2012 | |
| Net income | \$11,170 | \$10,555 | \$23,863 | \$21,785 |
| Other comprehensive (loss) income, net of tax | | | | |
| Currency translation adjustments | (7,211) | 3,656 | (3,576) | 7,477 |
| Defined benefit retirement plans | 499 | 325 | 969 | 649 |
| Current period change in fair value of derivatives | 103 | 78 | 199 | 174 |
| Unrealized (loss) gain on available-for-sale securities | (5) | — | 3 | 6 |
| Other comprehensive (loss) income | (6,614) | 4,059 | (2,405) | 8,306 |
| Comprehensive income | 4,556 | 14,614 | 21,458 | 30,091 |
| Less: comprehensive income attributable to noncontrolling interest | (205) | (783) | (1,243) | (1,421) |
| Comprehensive income attributable to Quaker Chemical Corporation | \$4,351 | \$13,831 | \$20,215 | \$28,670 |

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

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Quaker Chemical Corporation

Condensed Consolidated Statement of Cash Flows

| | Unaudited (Dollars in thousands) For the Six Months Ended June 30, | |
|--|---|-----------|
| | 2012 | 2011 |
| Cash flows from operating activities | | |
| Net income | \$23,863 | \$21,785 |
| Adjustments to reconcile net income to net cash provided by operating activities: | | |
| Depreciation | 5,969 | 5,405 |
| Amortization | 1,465 | 973 |
| Equity in undistributed earnings of associated companies, net of dividends | (171) | (32) |
| Deferred compensation and other, net | 1,332 | 4,162 |
| Stock-based compensation | 2,078 | 1,854 |
| Gain on disposal of property, plant and equipment | (13) | (78) |
| Insurance settlement realized | (808) | (864) |
| Pension and other postretirement benefits | (1,951) | (4,168) |
| (Decrease) increase in cash from changes in current assets and current liabilities, net of acquisitions: | | |
| Accounts receivable | (7,031) | (17,392) |
| Inventories | (3,871) | (13,986) |
| Prepaid expenses and other current assets | (1,946) | (4,029) |
| Accounts payable and accrued liabilities | 3,025 | 6,537 |
| Net cash provided by operating activities | 21,941 | 167 |
| Cash flows from investing activities | | |
| Investments in property, plant and equipment | (6,423) | (6,641) |
| Proceeds from disposition of assets | 84 | 221 |
| Payments related to acquisitions, net of cash acquired | — | (717) |
| Insurance settlement received and interest earned | 35 | 42 |
| Change in restricted cash, net | 773 | 822 |
| Net cash used in investing activities | (5,531) | (6,273) |
| Cash flows from financing activities | | |
| Repayment of long-term debt | (1,754) | (40,402) |
| Dividends paid | (6,213) | (5,413) |
| Stock options exercised, other | (925) | 146 |
| Excess tax benefit related to stock option exercises | 1,420 | 162 |
| Proceeds from sale of common stock, net of related expenses | — | 48,143 |
| Distributions to noncontrolling shareholders | (30) | — |
| Net cash (used in) provided by financing activities | (7,502) | 2,636 |
| Effect of exchange rate changes on cash | (565) | 1,245 |
| Net increase (decrease) in cash and cash equivalents | 8,343 | (2,225) |
| Cash and cash equivalents at beginning of period | 16,909 | 25,766 |

| | | |
|--|----------|----------|
| Cash and cash equivalents at end of period | \$25,252 | \$23,541 |
|--|----------|----------|

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

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Quaker Chemical Corporation
Notes to Condensed Consolidated Financial Statements
(Dollars in thousands, except 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 for interim financial reporting and the United States Securities and Exchange Commission regulations. Certain information and footnote disclosures normally included in financial statements prepared in accordance with generally accepted accounting principles in the United States 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 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 three and six months ended June 30, 2012 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, 2011.

During the first quarter of 2012, the Company adopted the Financial Accounting Standards Board's ("FASB's") guidance regarding presentation of comprehensive income. The guidance requires that comprehensive income be presented with the Condensed Consolidated Statement of Income or as a separate statement immediately following the Condensed Consolidated Statement of Income, and can no longer be presented as part of the Consolidated Statement of Changes in Equity. The Company adopted the guidance using the two statement approach, and the adoption of this guidance did not have a material impact on the Company's results or financial condition.

During the second quarter of 2012, the Company recorded charges of \$1,156 to its allowance for doubtful accounts and selling, general and administrative expenses due to the bankruptcies of two U.S. customers.

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 \$20,944 and \$24,276 for the six months ended June 30, 2012 and June 30, 2011, respectively.

Note 2 – Recently Issued Accounting Standards

The FASB updated its guidance in December 2011 regarding disclosures pertaining to the netting and offsetting of derivatives and financial instruments on an entity's Consolidated Balance Sheet. Disclosures required under the updated guidance include presenting gross amounts of assets and liabilities related to financial instruments that may have been historically offset on the Consolidated Balance Sheet. The guidance is effective for annual and interim fiscal periods beginning on or after January 1, 2013. The Company is currently evaluating the effect of this guidance.

Note 3 – Income Taxes and Uncertain Income Tax Positions

The Company's year-to-date 2012 effective tax rate of 26.1% was higher than the year-to-date 2011 effective tax rate of 25.7%. Both year-to-date effective tax rates reflect decreases in reserves for uncertain tax positions due to the expiration of applicable statutes of limitations for certain tax years of approximately \$0.12 and \$0.11 per diluted share for the six months ended June 30, 2012 and June 30, 2011, respectively. The most significant other items affecting

the comparison of the 2012 and 2011 year-to-date effective tax rates were a higher utilization of foreign tax credits in 2011, which were previously not benefited, and lower withholding taxes on dividends in 2012.

The FASB's guidance regarding accounting for uncertainty in income taxes prescribes the recognition threshold and measurement attributes for financial statement recognition and measurement of tax positions taken or expected to be taken on a tax return. The guidance further requires the determination of whether the benefits of tax positions will be more likely than not sustained upon audit based upon the technical merits of the tax position. For tax positions that are determined to be more likely than not sustained upon audit, a company recognizes the largest amount of benefit that is greater than 50% likely of being realized upon ultimate settlement in the financial statements. For tax positions that are not determined to be more likely than not sustained upon audit, a company does not recognize any portion of the benefit in the financial statements. Additionally, the guidance provides for derecognition, classification, penalties and interest, accounting in interim periods, disclosure and transition.

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Quaker Chemical Corporation
Notes to Condensed Consolidated Financial Statements - Continued
(Dollars in thousands, except per share amounts)
(Unaudited)

As of June 30, 2012, the Company's cumulative liability for gross unrecognized tax benefits was \$12,426. At December 31, 2011, the Company's cumulative liability for gross unrecognized tax benefits was \$12,719.

The Company continues to recognize interest and penalties associated with uncertain tax positions as a component of taxes on income before equity in net income of associated companies in its Condensed Consolidated Statement of Income. The Company recognized \$164 and \$(51) for interest and \$99 and \$194 for penalties on its Condensed Consolidated Statement of Income for the three and six months ended June 30, 2012, respectively, and recognized \$184 and \$59 for interest and \$145 and \$424 for penalties on its Condensed Consolidated Statement of Income for the three and six months ended June 30, 2011, respectively. As of June 30, 2012, the Company had accrued \$2,175 for cumulative interest and \$1,463 for cumulative penalties, and \$2,268 for cumulative interest and \$1,298 for cumulative penalties at December 31, 2011.

During the three months ended June 30, 2012, there were no expirations of statutes of limitations for uncertain tax positions. During the three months ended June 30, 2011, the Company recognized a decrease in its cumulative liability for gross unrecognized tax benefits due to the liquidation of the Company's subsidiary in Wuxi China for certain tax years of approximately \$36.

During the six months ended June 30, 2012, the Company recognized a \$1,072 decrease in its cumulative liability for gross unrecognized tax benefits due to the expiration of the applicable statutes of limitations for certain tax years. During the six months ended June 30, 2011, the Company recognized a \$958 decrease in its cumulative liability for gross unrecognized tax benefits due to the expiration of the applicable statutes of limitations for certain tax years.

The Company estimates that during the year ending December 31, 2012 it will reduce its cumulative liability for gross unrecognized tax benefits by approximately \$1,700 to \$1,800 due to the expiration of the statute of limitations with regard to certain tax positions. This estimated reduction in the cumulative liability for unrecognized tax benefits does not consider any increase in liability for unrecognized tax benefits with regard to existing tax positions or any increase in cumulative liability for unrecognized tax benefits with regard to new tax positions for the year ending December 31, 2012.

The Company and its subsidiaries are subject to U.S. Federal income tax, as well as the income tax of various state and foreign tax jurisdictions. Tax years that remain subject to examination by major tax jurisdictions include the Netherlands and the United Kingdom from 2006, Brazil and Spain from 2007, the United States from 2008, China from 2009, Italy from 2010, and various domestic state tax jurisdictions from 1993.

In the second quarter of 2012, the Internal Revenue Service initiated a limited scope audit of the Company's 2009 federal income tax return. The Company has responded to all information requests and has not received any further communications. Also, during the second quarter of 2012, the Italian tax authorities initiated a transfer pricing audit of the Company's Italian subsidiary. On July 7, 2012, the Company received the preliminary tax report, which proposed several adjustments to the taxable income of the subsidiary. In conjunction with outside counsel, the Company reviewed the report and believes it should prevail on the merits of the case. As a result, the Company does not believe it has any exposures warranting an uncertain tax position reserve.

Note 4 – Fair Value Measurements

The FASB's guidance regarding fair value measurements establishes a common definition for fair value to be applied to guidance requiring use of fair value, establishes a framework for measuring fair value, and expands disclosure about such fair value measurements. The guidance does not require any new fair value measurements, but rather applies to all other accounting guidance that requires or permits fair value measurements.

The guidance utilizes a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value into three broad levels. The following is a brief description of those three levels:

- Level 1: Observable inputs such as quoted prices (unadjusted) in active markets for identical assets or liabilities.
- Level 2: Inputs other than quoted prices that observable for the asset or liability, either directly or indirectly. These include quoted prices for similar assets or liabilities in active markets and quoted prices for identical or similar assets or liabilities in markets that not active.
- Level 3: Unobservable inputs that reflect the reporting entity's own assumptions.

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Quaker Chemical Corporation
Notes to Condensed Consolidated Financial Statements - Continued
(Dollars in thousands, except per share amounts)
(Unaudited)

The Company values its interest rate swaps, company-owned life insurance policies and various deferred compensation assets and liabilities, acquisition-related consideration and an obligation related to a non-competition agreement at fair value. The Company's assets and liabilities subject to fair value measurement are as follows:

| | Fair Value as of June 30, 2012 | Fair Value Measurements at June 30, 2012 Using Fair Value Hierarchy | | |
|--|---|---|----------------|------------|
| | | Level 1 | Level 2 | Level 3 |
| Assets | | | | |
| Company-owned life insurance | \$1,585 | \$— | \$1,585 | \$— |
| Company-owned life insurance - Deferred compensation assets | 441 | — | 441 | — |
| Other deferred compensation assets | | | | |
| Large capitalization registered investment companies | 59 | 59 | — | — |
| Mid capitalization registered investment companies | 5 | 5 | — | — |
| Small capitalization registered investment companies | 8 | 8 | — | — |
| International developed and emerging markets registered investment companies | 32 | 32 | — | — |
| Fixed income registered investment companies | 9 | 9 | — | — |
| Total | \$2,139 | \$113 | \$2,026 | \$— |

| | Fair Value as of June 30, 2012 | Fair Value Measurements at June 30, 2012 Using Fair Value Hierarchy | | |
|--|---|---|--------------|----------------|
| | | Level 1 | Level 2 | Level 3 |
| Liabilities | | | | |
| Deferred compensation liabilities | | | | |
| Large capitalization registered investment companies | \$314 | \$314 | \$— | \$— |
| Mid capitalization registered investment companies | 83 | 83 | — | — |
| Small capitalization registered investment companies | 68 | 68 | — | — |
| International developed and emerging markets registered investment companies | 163 | 163 | — | — |
| Fixed income registered investment companies | 48 | 48 | — | — |
| Fixed general account | 169 | — | 169 | — |
| Interest rate derivatives | 112 | — | 112 | — |
| Acquisition-related consideration | 9,506 | — | — | 9,506 |
| Total | \$10,463 | \$676 | \$281 | \$9,506 |

| Assets | Fair Value as of December 31, 2011 | Fair Value Measurements at December 31, 2011 Using Fair Value Hierarchy | | |
|--|---|---|----------------|------------|
| | | Level 1 | Level 2 | Level 3 |
| Company-owned life insurance | \$1,508 | \$— | \$1,508 | \$— |
| Company-owned life insurance - Deferred compensation assets | 487 | — | 487 | — |
| Other deferred compensation assets | | | | |
| Large capitalization registered investment companies | 64 | 64 | — | — |
| Mid capitalization registered investment companies | 4 | 4 | — | — |
| Small capitalization registered investment companies | 7 | 7 | — | — |
| International developed and emerging markets registered investment companies | 32 | 32 | — | — |
| Fixed income registered investment companies | 8 | 8 | — | — |
| Total | \$2,110 | \$115 | \$1,995 | \$— |

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Quaker Chemical Corporation
Notes to Condensed Consolidated Financial Statements - Continued
(Dollars in thousands, except per share amounts)
(Unaudited)

| | Fair Value as of December 31, 2011 | Fair Value Measurements at December 31, 2011 Using Fair Value Hierarchy | | |
|--|---|---|--------------|----------------|
| | | Level 1 | Level 2 | Level 3 |
| Liabilities | | | | |
| Deferred compensation liabilities | | | | |
| Large capitalization registered investment companies | \$318 | \$318 | \$— | \$— |
| Mid capitalization registered investment companies | 83 | 83 | — | — |
| Small capitalization registered investment companies | 68 | 68 | — | — |
| International developed and emerging markets registered investment companies | 168 | 168 | — | — |
| Fixed income registered investment companies | 50 | 50 | — | — |
| Fixed general account | 177 | — | 177 | — |
| Interest rate derivatives | 418 | — | 418 | — |
| Acquisition related consideration | 8,898 | — | — | 8,898 |
| Total | \$10,180 | \$687 | \$595 | \$8,898 |

The fair values of Company-owned life insurance (“COLI”) and COLI deferred compensation assets are based on quotes for like instruments with similar credit ratings and terms. The fair values of other deferred compensation assets and liabilities are based on quoted prices in active markets. The fair values of interest rate derivatives are based on quoted market prices from various banks for similar instruments. The fair value of the earnout is based on unobservable inputs and is classified as Level 3. Significant inputs and assumptions are management’s estimate of the probability of the earnout ultimately being met/paid and the discount rate used to present value the liability. The fair value of the holdbacks and the obligation related to a non-competition agreement are also based on unobservable inputs and are classified as Level 3. Significant inputs and assumptions for both the obligation related to the non-competition agreement and the holdbacks is management’s estimate of the discount rate used to present value the liabilities. Significant changes in any Level 3 input or assumption in isolation would result in increases or decreases to the fair value measurements for the holdbacks, the earnout and the non-competition agreement.

Changes in the fair value of the Level 3 liabilities during the six months ended June 30, 2012 were as follows:

| | Non-competition | | | | Total |
|---------------------------------|-----------------|-------------|------------|-------------|----------|
| | Earnout | Hold-back | Agreement | Hold-back | |
| | Summit | Tecniquimia | Obligation | GW Smith | |
| Balance at December 31, 2011 | \$ 5,444 | \$ 1,877 | \$ 675 | \$ 902 | \$ 8,898 |
| Interest accretion | 395 | 123 | 25 | 65 | 608 |
| Balance at June 30, 2012 | \$ 5,839 | \$ 2,000 | \$ 700 | \$ 967 | \$ 9,506 |

Quantitative information about the Company's Level 3 fair value measurements at June 30, 2012 were as follows:

| | Fair value at June 30, 2012 | Valuation technique | Unobservable input | Input value |
|---|-----------------------------------|-------------------------|-----------------------|----------------|
| Summit earnout | 5,839 | Discounted cash flow | Discount rate | 14.5% |
| Tecniquimia hold-back | 2,000 | Discounted cash flow | Discount rate | 14.0% |
| Non-competition agreement obligation | 700 | Discounted cash flow | Discount rate | 14.0% |
| G.W. Smith hold-back | 967 | Discounted cash flow | Discount rate | 15.0% |

The fair value of the Summit earnout is based on the weighted average probability of the outcome of different payout scenarios. As of June 30, 2012, the probabilities applied to the payout scenarios ranged from 15% to 50%, depending on the Company's estimate of the likelihood of each payout scenario.

Note 5 – Hedging Activities

The Company is exposed to the impact of changes in interest rates, foreign currency fluctuations, changes in commodity prices and credit risk. The Company does not use derivative instruments to mitigate the risks associated with foreign currency fluctuations, changes in commodity prices or credit risk. Quaker uses interest rate swaps to mitigate the impact of changes in interest rates. The swaps convert a portion of the Company's variable interest rate debt to fixed interest rate debt and are designated as cash flow hedges and reported on the balance sheet at fair value. The effective portions of the hedges are reported in Other Comprehensive Income ("OCI") until reclassified to earnings during the same period the hedged item affects earnings. The Company has no derivatives designated as fair value hedges and only has derivatives designated as hedging instruments under the FASB's guidance. The notional amount of the Company's interest rate swaps was \$15,000 as of June 30, 2012 and December 31, 2011.

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Quaker Chemical Corporation
Notes to Condensed Consolidated Financial Statements - Continued
(Dollars in thousands, except per share amounts)
(Unaudited)

Information about the Company's interest rate derivatives is as follows:

| | Balance Sheet Location | Fair Value | |
|---|---------------------------|----------------------------------|--------------------------------|
| | | June 30, 2012 | December 31, 2011 |
| Derivatives designated as cash flow hedges: | | | |
| Interest rate swaps | Other current liabilities | \$ 112 | \$ 418 |
| | | \$ 112 | \$ 418 |
| Cash Flow Hedges Interest Rate Swaps | | | |
| Amount of Gain Recognized in Accumulated OCI on Derivative (Effective Portion) | | Three Months Ended June 30, 2012 | Six Months Ended June 30, 2012 |
| | | 2011 | 2011 |
| | | \$ 103 | \$ 174 |
| | | \$ 78 | \$ 199 |
| Amount and Location of Gain Reclassified from Accumulated OCI into | | | |
| Income (Effective Portion) | Interest Expense | \$ (160) | \$ (318) |
| | | \$ (165) | \$ (328) |
| Amount and Location of Gain Recognized in Income on Derivative (Ineffective Portion and | Other Income | \$ — | \$ — |
| | | \$ — | \$ — |

Amount Excluded
from Effectiveness
Testing)

Note 6 – Stock-Based Compensation

The Company recognized share-based compensation expense in selling, general and administrative expenses in its Condensed Consolidated Statement of Income as follows:

| | For the Six Months Ended June 30, | |
|--|--------------------------------------|----------|
| | 2012 | 2011 |
| Stock options | \$ 263 | \$ 228 |
| Nonvested stock awards and restricted stock units | 732 | 671 |
| Employee stock purchase plan | 23 | 23 |
| Non-elective and elective 401(k) matching contribution in stock | 1,030 | 902 |
| Director stock ownership plan | 30 | 30 |
| Total share-based compensation expense | \$ 2,078 | \$ 1,854 |

Based on historical experience, the Company has assumed a forfeiture rate of 13% on the nonvested stock. The Company will record additional expense if the actual forfeiture rate is lower than estimated, and will record a recovery of prior expense if the actual forfeiture is higher than estimated.

The Company has a long-term incentive program (“LTIP”) for key employees which provides for the granting of options to purchase stock at prices not less than market value on the date of the grant. Most options become exercisable between one and three years after the date of the grant for a period of time determined by the Company not to exceed seven years from the date of grant. Common stock awards issued under the LTIP program are subject only to time vesting over a three to five-year period. In addition, as part of the Company’s Global Annual Incentive Plan (“GAIP”), nonvested shares may be issued to key employees, which generally vest over a two to five-year period.

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As of June 30, 2012 and June 30, 2011, the Company recorded \$1,420 and \$162, 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 June 30, 2012 and June 30, 2011, respectively.

Stock option activity under all plans is as follows:

| | Number of Shares | Weighted Average Exercise Price per Share | Weighted Average Remaining Contractual Term (years) |
|------------------------------|------------------------|---|--|
| Balance at December 31, 2011 | 253,342 | \$ 16.43 | |
| Options granted | 40,157 | 38.57 | |
| Options exercised | (77,176) | 9.62 | |
| Options forfeited | (8,470) | 29.32 | |
| Balance at June 30, 2012 | 207,853 | \$ 22.72 | 4.5 |
| Exercisable at June 30, 2012 | 117,758 | \$ 15.85 | 3.5 |

As of June 30, 2012, the total intrinsic value of options outstanding was approximately \$4,761, and the total intrinsic value of exercisable options was \$3,505. 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 June 30, 2012 is as follows:

| Range of Exercise Prices | Number Outstanding at 6/30/2012 | Weighted Average Contractual Life | Weighted Average Exercise Price | Number Exercisable at 6/30/2012 | Weighted Average Exercise Price |
|--------------------------|--|--|--|--|--|
| \$4.62 - \$9.24 | 47,325 | 2.6 | \$ 6.93 | 47,325 | \$ 6.93 |
| \$9.25 - \$18.48 | — | — | — | — | — |
| \$18.49 - \$23.11 | 89,216 | 4.1 | 18.86 | 59,150 | 18.88 |
| \$23.12 - \$36.97 | — | — | — | — | — |
| \$36.98 - \$41.59 | 69,120 | 6.1 | 37.76 | 11,283 | 37.37 |
| \$41.60 - \$46.21 | 2,192 | 7.0 | 46.21 | — | — |
| | 207,853 | 4.5 | 22.72 | 117,758 | 15.85 |

As of June 30, 2012, unrecognized compensation expense related to options granted during 2010 was \$112, for options granted during 2011 was \$263 and for options granted in 2012 was \$568.

During the first quarter of 2012, the Company granted 37,965 stock options under the Company's 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:

| | |
|----------------------------|-----------------------|
| | March, 31, 2012 |
| Dividend Yield | 3.09% |
| Expected Volatility | 69.90% |
| Risk-free interest rate | 0.61% |
| Expected term (years) | 4.0 |

Approximately \$62 of expense was recorded on these options during the first six months of 2012. The fair value of these awards is amortized on a straight-line basis over the vesting period of the awards.

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Quaker Chemical Corporation
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In connection with a transition of key employees in the Company during the second quarter of 2012, 2,192 stock options were granted under the Company's LTIP plan and will be subject only to time vesting over a three-year period. The following assumptions were made as set forth in the table below:

| | |
|----------------------------|---------------------|
| | June 30, 2012 |
| Dividend Yield | 2.69% |
| Expected Volatility | 69.09% |
| Risk-free interest rate | 0.58% |
| Expected term (years) | 4.0 |

During the six months ended June 30, 2012, the Company did not record any expense on these options due to the timing of the issuance coinciding with the date of the financial statements. The fair value of these awards will be amortized on a straight-line basis over the vesting period of the awards.

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

| | Number of Shares | Weighted Average Grant Date Fair Value (per share) |
|--|------------------------|---|
| Nonvested awards, December 31, 2011 | 169,863 | \$ 20.66 |
| Granted | 42,754 | \$ 39.43 |
| Vested | (79,519) | \$ 12.33 |
| Forfeited | (5,104) | \$ 28.32 |
| Nonvested awards, June 30, 2012 | 127,994 | \$ 31.79 |

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 June 30, 2012, unrecognized compensation expense related to these awards was \$2,469 to be recognized over a weighted average remaining period of 2.08 years.

In 2012, the Company granted restricted stock units under the Company's LTIP plan. Activity of restricted stock units granted is shown below:

| | Number of units | Weighted Average Grant Date Fair Value (per unit) |
|--|-----------------------|---|
| Nonvested awards, December 31, 2011 | | \$ — |
| Granted | 2,100 | \$ 38.13 |
| Vested | | \$ — |
| Forfeited | | \$ — |
| Nonvested awards, June 30, 2012 | 2,100 | \$ 38.13 |

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 fair value for expected forfeitures based on historical experience for similar awards. As of June 30, 2012, unrecognized compensation expense related to these awards was \$62 to be recognized over a weighted average remaining period of 2.75 years.

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

| | Number of Shares | Weighted Average Grant Date Fair Value (per share) |
|-------------------------------------|------------------------|--|
| Nonvested awards, December 31, 2011 | 62,250 | \$ 7.72 |
| Granted | | \$ — |
| Vested | (59,850) | \$ 7.72 |
| Forfeited | (2,400) | \$ 7.72 |
| Nonvested awards, June 30, 2012 | | \$ — |

As of June 30, 2012, these shares were fully vested and all related compensation expense was recognized.

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 unvested 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.

2003 Director Stock Ownership Plan

In March 2003, the Company's Board of Directors approved a stock ownership plan for each member of the Company's Board to encourage the Directors to increase their investment in the Company. The Plan was effective on the date it was approved and remains in effect for a term of ten years or until it is earlier terminated by the Board. The maximum number of shares of Common Stock which may be issued under the Plan is 75,000, subject to certain conditions that the Compensation/Management Development Committee (the "Committee") may elect to adjust the number of shares. As of June 30, 2012, the Committee has not made any elections to adjust the shares under this plan. Each Director is eligible to receive an annual retainer for services rendered as a member of the Board of Directors. Currently, each Director who owns less than 7,500 shares of Company Common Stock is required to receive 75% of the annual retainer in Common Stock and 25% of the annual retainer in cash. Each Director who owns 7,500 or more shares of Company Common Stock may elect to receive payment of a percentage (up to 100%) of the annual retainer in shares of common stock. Currently, the annual retainer is \$40. The number of shares issued in payment of the fees is calculated based on an amount equal to the average of the closing prices per share of Common Stock as reported on the composite tape of the New York Stock Exchange for the two trading days immediately preceding the retainer payment date. The retainer payment date is June 1.

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Note 7 – Earnings Per Share

The Company follows FASB’s guidance regarding the calculation of earnings per share (“EPS”) for nonvested stock awards with rights to non-forfeitable dividends. The guidance requires nonvested stock awards with rights to non-forfeitable dividends to be included as part of the basic weighted average share calculation under the two-class method.

The following table summarizes EPS calculations:

| | Three Months Ended June 30, | | Six Months Ended June 30, | |
|--|--------------------------------|------------|------------------------------|------------|
| | 2012 | 2011 | 2012 | 2011 |
| Basic earnings per common share | | | | |
| Net income attributable to Quaker Chemical Corporation | \$ 10,540 | \$ 9,841 | \$ 22,486 | \$ 20,441 |
| Less: income allocated to participating securities | (101) | (182) | (289) | (384) |
| Net income available to common shareholders | \$ 10,439 | \$ 9,659 | \$ 22,197 | \$ 20,057 |
| Basic weighted average common shares outstanding | 12,850,917 | 12,043,858 | 12,790,799 | 11,668,657 |
| Basic earnings per common share | \$0.81 | \$0.80 | \$1.74 | \$1.72 |
| Diluted earnings per common share | | | | |
| Net income attributable to Quaker Chemical Corporation | \$ 10,540 | \$ 9,841 | \$ 22,486 | \$ 20,441 |
| Less: income allocated to participating securities | (100) | (180) | (288) | (380) |
| Net income available to common shareholders | \$ 10,440 | \$ 9,661 | \$ 22,198 | \$ 20,061 |
| Basic weighted average common shares outstanding | 12,850,917 | 12,043,858 | 12,790,799 | 11,668,657 |
| Effect of dilutive securities, employee stock options | 80,913 | 174,919 | 88,838 | 175,905 |
| Diluted weighted average common shares outstanding | 12,931,830 | 12,218,777 | 12,879,637 | 11,844,562 |
| Diluted earnings per common share | \$0.81 | \$0.79 | \$1.72 | \$1.69 |

The following number of stock options are not included in diluted earnings per share since the effect would have been anti-dilutive: 9,917 and 8,209 for the three months ended June 30, 2012 and June 30, 2011, and 7,859 and 10,208 for the six months ended June 30, 2012 and June 30, 2011, respectively.

Note 8 – Business Segments

The Company organizes its segments by type of product sold. The Company’s reportable segments are as follows:

- Metalworking process chemicals—industrial process fluids for various heavy industrial and manufacturing applications.
- Coatings—temporary and permanent coatings for metal and concrete products and chemical milling maskants.
- Other chemical products—other various chemical products.

Segment data includes direct segment costs as well as general operating costs. Any inter-segment transactions are immaterial for each period presented.

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The table below presents information about the Company's reported segments:

| | Three Months Ended | | Six Months Ended | |
|---|--------------------|-----------|------------------|-----------|
| | June 30, | | June 30, | |
| | 2012 | 2011 | 2012 | 2011 |
| Metalworking Process Chemicals | | | | |
| Net sales | \$165,011 | \$156,772 | \$330,986 | \$307,505 |
| Operating income for reportable segments | 30,649 | 26,149 | 61,624 | 53,084 |
| Coatings | | | | |
| Net sales | 10,950 | 10,487 | 21,473 | 18,969 |
| Operating income for reportable segments | 2,799 | 2,446 | 5,312 | 4,409 |
| Other Chemical Products | | | | |
| Net sales | 836 | 533 | 1,976 | 1,183 |
| Operating income for reportable segments | 53 | 4 | 195 | 39 |
| Total | | | | |
| Net sales | 176,797 | 167,792 | 354,435 | 327,657 |
| Operating income for reportable segments | 33,501 | 28,599 | 67,131 | 57,532 |
| Non-operating expenses | (15,799) | (13,171) | (31,981) | (27,518) |
| Amortization | (719) | (487) | (1,465) | (973) |
| Consolidated operating income | 16,983 | 14,941 | 33,685 | 29,041 |
| Interest expense | (1,151) | (1,200) | (2,325) | (2,418) |
| Interest income | 137 | 271 | 260 | 543 |
| Other (expense) income, net | (134) | 791 | 207 | 1,330 |
| Consolidated income before taxes and equity in net income of associated companies | \$15,835 | \$14,803 | \$31,827 | \$28,496 |

Operating income comprises revenue less related costs and expenses. Non-operating items primarily consist of general corporate expenses identified as not being a cost of operation, interest expense, interest income, and license fees from non-consolidated affiliates.

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Note 9 – Equity and Noncontrolling Interest

The following table presents the changes in equity and noncontrolling interest for the three and six months ended June 30, 2012 and June 30, 2011:

| | Common Stock | Capital in Excess of Par Value | Retained Earnings | Accumulated Other Comprehensive Loss | Noncontrolling Interest | Total |
|--|-----------------|--------------------------------------|----------------------|---|----------------------------|-----------|
| Balance at March 31, 2012 | \$12,951 | \$90,836 | \$184,764 | \$ (25,902) | \$ 8,015 | \$270,664 |
| Net income | — | — | 10,540 | — | 630 | 11,170 |
| Currency translation adjustments | — | — | — | (6,786) | (425) | (7,211) |
| Defined benefit retirement plans | — | — | — | 499 | — | 499 |
| Current period changes in fair value of derivatives | — | — | — | 103 | — | 103 |
| Unrealized gain on available-for-sale securities | — | — | — | (5) | — | (5) |
| Dividends (\$0.245 per share) | — | — | (3,188) | — | — | (3,188) |
| Dividends paid to noncontrolling shareholders | — | — | — | — | (30) | (30) |
| Share issuance and equity-based compensation plans | 60 | 1,195 | — | — | — | 1,255 |
| Excess tax benefit from stock option exercises | — | 168 | — | — | — | 168 |
| Balance at June 30, 2012 | \$13,011 | \$92,199 | \$192,116 | \$ (32,091) | \$ 8,190 | \$273,425 |
| Balance at March 31, 2011 | \$11,531 | \$39,132 | \$152,237 | \$ (9,497) | \$ 7,359 | \$200,762 |
| Net income | — | — | 9,841 | — | 714 | 10,555 |
| Currency translation adjustments | — | — | — | 3,587 | 69 | 3,656 |
| Defined benefit retirement plans | — | — | — | 325 | — | 325 |
| Current period changes in fair value of derivatives | — | — | — | 78 | — | 78 |
| Dividends (\$0.24 per share) | — | — | (3,080) | — | — | (3,080) |
| Stock offering, net of related expenses | 1,265 | 46,878 | — | — | — | 48,143 |
| Share issuance and equity-based compensation plans | 27 | 1,155 | — | — | — | 1,182 |

| | | | | | | |
|--|----------|----------|-----------|-------------|----------|-----------|
| Excess tax benefit from stock option exercises | — | 84 | — | — | — | 84 |
| Balance at June 30, 2011 | \$12,823 | \$87,249 | \$158,998 | \$ (5,507) | \$ 8,142 | \$261,705 |

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| | Common Stock | Capital in Excess of Par Value | Retained Earnings | Accumulated Other Comprehensive Loss | Noncontrolling Interest | Total |
|--|-----------------|--------------------------------------|----------------------|---|----------------------------|-----------|
| Balance at December 31, 2011 | \$12,912 | \$89,725 | \$175,932 | \$ (29,820) | \$ 6,977 | \$255,726 |
| Net income | — | — | 22,486 | — | 1,377 | 23,863 |
| Currency translation adjustments | — | — | — | (3,442) | (134) | (3,576) |
| Defined benefit retirement plans | — | — | — | 969 | — | 969 |
| Current period changes in fair value of derivatives | — | — | — | 199 | — | 199 |
| Unrealized gain on available-for-sale securities | — | — | — | 3 | — | 3 |
| Dividends (\$0.485 per share) | — | — | (6,302) | — | — | (6,302) |
| Dividends paid to noncontrolling interests | — | — | — | — | (30) | (30) |
| Share issuance and equity-based compensation plans | 99 | 1,054 | — | — | — | 1,153 |
| Excess tax benefit from stock option exercises | — | 1,420 | — | — | — | 1,420 |
| Balance at June 30, 2012 | \$13,011 | \$92,199 | \$192,116 | \$ (32,091) | \$ 8,190 | \$273,425 |
| Balance at December 31, 2010 | \$11,492 | \$38,275 | \$144,347 | \$ (13,736) | \$ 6,721 | \$187,099 |
| Net income | — | — | 20,441 | — | 1,344 | 21,785 |
| Currency translation adjustments | — | — | — | 7,400 | 77 | 7,477 |
| Defined benefit retirement plans | — | — | — | 649 | — | 649 |
| Current period changes in fair value of derivatives | — | — | — | 174 | — | 174 |
| Unrealized loss on available-for-sale securities | — | — | — | 6 | — | 6 |
| Dividends (\$0.475 per share) | — | — | (5,790) | — | — | (5,790) |
| Stock offering, net of related expenses | 1,265 | 46,878 | — | — | — | 48,143 |
| Share issuance and equity-based compensation plans | 66 | 1,934 | — | — | — | 2,000 |
| | — | 162 | — | — | — | 162 |

Excess tax benefit from stock
option exercises

| | | | | | | |
|--------------------------|----------|----------|-----------|-----------|------------|-----------|
| Balance at June 30, 2011 | \$12,823 | \$87,249 | \$158,998 | \$ (5,507 |) \$ 8,142 | \$261,705 |
|--------------------------|----------|----------|-----------|-----------|------------|-----------|

The items in Accumulated Other Comprehensive Loss are net of tax benefits of \$247 and \$168 for defined benefit retirement plans and \$55 and \$42 for current period changes in fair value for derivatives for the three months ended June 30, 2012 and June 30, 2011, respectively. The items in Accumulated Other Comprehensive Loss are net of tax benefits of \$527 and \$335 for defined benefit retirement plans and \$107 and \$93 for current period changes in fair value for derivatives for the six months ended June 30, 2012 and June 30, 2011, respectively.

The Company sold 1,265,000 shares of its common stock during the second quarter of 2011. The Company received proceeds of \$48,143, net of related offering expenses, commissions and underwriting fees. The Company used the proceeds to repay a portion of its revolving credit line during the second quarter of 2011.

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Note 10 – Business Acquisitions

In October 2011, the Company acquired G.W. Smith & Sons, Inc. for approximately \$14,518. G.W. Smith manufactures and distributes high quality die casting lubricants, and also distributes metalworking fluids. The Company allocated \$6,260 of intangible assets, comprising trade names and formulations, to be amortized over 15 years; a trademark to be amortized over 5 years; a non-competition agreement to be amortized over 5 years; and customer lists to be amortized over 16 years. In addition, the Company recorded \$1,120 of goodwill, all of which will be tax deductible and was assigned to the metalworking process chemical segment. Liabilities assumed include a hold-back of consideration to be paid to the former shareholder at one year from the acquisition date, absent the occurrence of unforeseen obligations.

In July 2011, the Company acquired the remaining 60% ownership interest in Tecnuquimia Mexicana, S.A. de C.V., the Company's Mexican equity affiliate, for approximately \$10,500. The acquisition strengthened the Company's position in the growing Mexican market. The Company allocated \$3,556 of intangible assets, comprising trade names and trademarks, to be amortized over 5 years; and customer lists, to be amortized over 20 years. In addition, the Company recorded \$6,773 of goodwill, none of which will be tax deductible, and was assigned to the metalworking process chemicals segment. Liabilities assumed include a hold-back of consideration to be paid to the former shareholders at one year from the purchase date, absent the occurrence of unforeseen obligations. Subsequent to June 30, 2012, the Company paid the \$2,000 hold-back consideration to the former shareholders.

In December 2010, the Company completed the acquisition of Summit Lubricants, Inc., which manufactures and distributes specialty greases and lubricants, for approximately \$29,116, which was subject to certain post closing adjustments. During 2011, the Company paid an additional \$717 to finalize the post closing adjustments and recorded non-cash adjustments to fixed assets and goodwill to finalize its valuation of the assets acquired and liabilities assumed at the acquisition date. The Company allocated \$17,100 to intangible assets, comprising formulations, to be amortized over 15 years; customer lists, to be amortized over 20 years; a non-competition agreement, to be amortized over 5 years; and a trademark, which was assigned an indefinite life. In addition, the Company recorded \$3,423 of goodwill, all of which will be tax deductible, and was assigned to the metalworking process chemicals segment. Liabilities assumed include an earnout to be paid to the former shareholders if certain earnings targets are met by the end of 2013.

The following table shows the allocation of the purchase price of the assets and liabilities acquired during 2011. The pro forma results of operations have not been provided because the effects were not material:

| | Quaker | GW Smith & Sons, |
|------------------------|-------------|------------------------|
| 2011 Acquisitions | Tecnuquimia | Inc. |
| Current assets | \$ 8,946 | \$ 6,138 |
| Fixed assets | 4,308 | 2,869 |
| Intangibles | 3,556 | 6,260 |
| Goodwill | 6,773 | 1,120 |
| Other long-term assets | 1,355 | 1 |

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| | | |
|---|-----------|-----------|
| Total assets purchased | 24,938 | 16,388 |
| Current liabilities | (2,224) | (1,001) |
| Long-term liabilities | (6,869) | — |
| Present value of hold-back | (1,754) | (869) |
| Total liabilities assumed | (10,847) | (1,870) |
| Additional minimum pension liability | 987 | — |
| Total equity assumed | 987 | — |
| Fair value of previously held equity interest | (4,578) | — |
| Cash paid for acquisitions | \$ 10,500 | \$ 14,518 |

Included in the 2011 acquisitions of Quaker Tecniquimia and G.W. Smith & Sons, Inc. was approximately \$258 of cash acquired.

Subsequent to June 30, 2012, the Company acquired NP Coil Dexter Industries, S.r.l., a European manufacturer and supplier of metal surface treatment products. The acquired business has annual net sales of approximately \$11.0 million. Certain pro forma and other disclosures have not been provided as of June 30, 2012, because the effects were not material.

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Note 11 – Goodwill and Other Intangible Assets

The changes in carrying amount of goodwill for the six months ended June 30, 2012 are as follows. The Company has recorded no impairment charges in the past:

| | Metalworking | | |
|----------------------------------|----------------------|----------|-----------|
| | Process Chemicals | Coatings | Total |
| Balance as of December 31, 2011 | \$ 50,071 | \$ 8,081 | \$ 58,152 |
| Currency translation adjustments | (1,119) | — | (1,119) |
| Balance as of June 30, 2012 | \$ 48,952 | \$ 8,081 | \$ 57,033 |

Gross carrying amounts and accumulated amortization for definite-lived intangible assets as of June 30, 2012 and December 31, 2011 are as follows:

| | Gross Carrying Amount | | Accumulated Amortization | |
|-------------------------------------|--------------------------|-----------|-----------------------------|-----------|
| | 2012 | 2011 | 2012 | 2011 |
| Amortized intangible assets | | | | |
| Customer lists and rights to sell | \$ 30,413 | \$ 30,435 | \$ 7,192 | \$ 6,386 |
| Trademarks and patents | 4,741 | 4,685 | 2,217 | 1,991 |
| Formulations and product technology | 5,278 | 5,278 | 3,269 | 3,090 |
| Other | 5,309 | 5,309 | 3,766 | 3,557 |
| Total | \$ 45,741 | \$ 45,707 | \$ 16,444 | \$ 15,024 |

The Company recorded \$1,465 and \$973 of amortization expense in the six months ended June 30, 2012 and June 30, 2011, respectively. Estimated annual aggregate amortization expense for the current year and subsequent five years is as follows:

| | |
|--------------------------------------|---------|
| For the year ended December 31, 2012 | \$2,878 |
| For the year ended December 31, 2013 | \$2,702 |
| | \$2,472 |

| | |
|---|---------|
| For the year ended December 31, 2014 | |
| For the year ended December 31, 2015 | \$2,472 |
| For the year ended December 31, 2016 | \$2,015 |
| For the year ended December 31, 2017 | \$1,600 |

The Company has two indefinite-lived intangible assets totaling \$1,100 for trademarks at June 30, 2012.

Note 12 – Pension and Other Postretirement Benefits

The components of net periodic benefit cost for the three and six months ended June 30, 2012 and June 30, 2011 are as follows:

| | Three Months Ended June 30, | | | | Six Months Ended June 30, | | | |
|--------------------------------|-----------------------------|----------|-------------------------------|--------|---------------------------|----------|-------------------------------|--------|
| | Pension Benefits | | Other Postretirement Benefits | | Pension Benefits | | Other Postretirement Benefits | |
| | 2012 | 2011 | 2012 | 2011 | 2012 | 2011 | 2012 | 2011 |
| Service cost | \$ 614 | \$ 593 | \$ 5 | \$ 5 | \$ 1,238 | \$ 1,164 | \$ 9 | \$ 10 |
| Interest cost and other | 1,457 | 1,555 | 71 | 89 | 2,927 | 3,077 | 142 | 178 |
| Expected return on plan assets | (1,368) | (1,449) | — | — | (2,743) | (2,873) | — | — |
| Other amortization, net | 717 | 461 | 30 | 31 | 1,436 | 921 | 61 | 62 |
| Net periodic benefit cost | \$ 1,420 | \$ 1,160 | \$ 106 | \$ 125 | \$ 2,858 | \$ 2,289 | \$ 212 | \$ 250 |

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Employer Contributions:

The Company previously disclosed in its financial statements for the year ended December 31, 2011, that it expected to make minimum cash contributions of \$6,826 to its pension plans and \$747 to its other postretirement benefit plan in 2012. As of June 30, 2012, \$4,652 and \$467 of contributions have been made to the Company's pension plans and its other postretirement benefit plans, respectively.

Note 13 – Commitments and Contingencies

In April of 1992, the Company identified certain soil and groundwater contamination at AC Products, Inc. ("ACP"), a wholly owned subsidiary. In voluntary coordination with the Santa Ana California Regional Water Quality Board, ACP has been remediating the contamination, the principal contaminant of which is perchloroethylene ("PERC"). On or about December 18, 2004, the Orange County Water District ("OCWD") filed a civil complaint in Superior Court in Orange County, California against ACP and other parties potentially responsible for groundwater contamination. OCWD was seeking to recover compensatory and other damages related to the investigation and remediation of the contamination in the groundwater. Effective October 17, 2007, ACP and OCWD settled all claims related to this litigation. Pursuant to the settlement agreement with OCWD, ACP agreed to pay \$2,000. In addition to the \$2,000 payment, ACP agreed to operate the two existing groundwater treatment systems associated with its extraction wells P-2 and P-3 so as to hydraulically contain groundwater contamination emanating from ACP's site until such time as the concentrations of PERC are below the current Federal maximum contaminant level for four consecutive quarterly sampling events. As of June 30, 2012, the Company believes that the range of potential-known liabilities associated with ACP contamination, including the water and soil remediation program, is approximately \$1,100 to \$2,100, for which the Company has sufficient reserves.

The low and high ends of the range are based on the length of operation of the two extraction wells as determined by groundwater modeling with planned higher maintenance costs in later years if a longer treatment period is required. Costs of operation include the operation and maintenance of the extraction wells, groundwater monitoring and program management. The duration of the well operation was estimated based on historical trends in concentrations in the monitoring wells within the proximity of the applicable extraction wells. Also factored into the model was the impact of water injected into the underground aquifer from a planned water treatment system to be installed by OCWD adjacent to P-2. Based on the modeling, it is estimated that P-2 will operate for another one and one-half to four and one-half years and P-3 will operate for another one and one-half to four and one-half years. Operation and maintenance costs were based on historical expenditures and estimated inflation. As mentioned above, a significantly higher maintenance expense was factored into the range if the system operates for the longer period.

The Company believes, although there can be no assurance regarding the outcome of other unrelated environmental matters, that it has made adequate accruals for costs associated with other environmental problems of which it is aware. Approximately \$255 and \$493 was accrued at June 30, 2012 and December 31, 2011, respectively, to provide for such anticipated future environmental assessments and remediation costs.

An inactive subsidiary of the Company that was acquired in 1978 sold certain products containing asbestos, primarily on an installed basis, and is among the defendants in numerous lawsuits alleging injury due to exposure to asbestos. The subsidiary discontinued operations in 1991 and has no remaining assets other than the proceeds from insurance settlements received. To date, the overwhelming majority of these claims have been disposed of without payment and

there have been no adverse judgments against the subsidiary. Based on a continued analysis of the existing and anticipated future claims against this subsidiary, it is currently projected that the subsidiary's total liability over the next 50 years for these claims is approximately \$4,900 (excluding costs of defense). Although the Company has also been named as a defendant in certain of these cases, no claims have been actively pursued against the Company, and the Company has not contributed to the defense or settlement of any of these cases pursued against the subsidiary. These cases were handled by the subsidiary's primary and excess insurers who had agreed in 1997 to pay all defense costs and be responsible for all damages assessed against the subsidiary arising out of existing and future asbestos claims up to the aggregate limits of the policies. A significant portion of this primary insurance coverage was provided by an insurer that is now insolvent, and the other primary insurers have asserted that the aggregate limits of their policies have been exhausted. The subsidiary challenged the applicability of these limits to the claims being brought against the subsidiary. In response, two of the three carriers entered into separate settlement and release agreements with the subsidiary in late 2005 and in the first quarter of 2007 for \$15,000 and \$20,000, respectively. The payments under the latest settlement and release agreement were structured to be received over a four-year period with annual installments of \$5,000, the final installment of which was received in the first quarter of 2010. The proceeds of both settlements are restricted and can only be used to pay claims and costs of defense associated with the subsidiary's asbestos litigation. During the third quarter of 2007, the subsidiary and the remaining primary insurance carrier entered into a Claim Handling and Funding Agreement, under which the carrier will pay 27% of defense and indemnity costs incurred by or on behalf of the subsidiary in connection with asbestos bodily injury claims for a minimum of five years beginning July 1, 2007. The agreement continues until terminated and can only be terminated by either party by providing the other party with a minimum of two years prior written notice.

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Quaker Chemical Corporation
Notes to Condensed Consolidated Financial Statements - Continued
(Dollars in thousands, except per share amounts)
(Unaudited)

At the end of the term of the agreement, the subsidiary may choose to again pursue its claim against this insurer regarding the application of the policy limits. The Company also believes that, if the coverage issues under the primary policies with the remaining carrier are resolved adversely to the subsidiary and all settlement proceeds were used, the subsidiary may have limited additional coverage from a state guarantee fund established following the insolvency of one of the subsidiary's primary insurers. Nevertheless, liabilities in respect of claims may exceed the assets and coverage available to the subsidiary.

If the subsidiary's assets and insurance coverage were to be exhausted, claimants of the subsidiary may actively pursue claims against the Company because of the parent-subsidary relationship. Although asbestos litigation is particularly difficult to predict, especially with respect to claims that are currently not being actively pursued against the Company, the Company does not believe that such claims would have merit or that the Company would be held to have liability for any unsatisfied obligations of the subsidiary as a result of such claims. After evaluating the nature of the claims filed against the subsidiary and the small number of such claims that have resulted in any payment, the potential availability of additional insurance coverage at the subsidiary level, the additional availability of the Company's own insurance and the Company's strong defenses to claims that it should be held responsible for the subsidiary's obligations because of the parent-subsidary relationship, the Company believes it is not probable that the Company will incur any material losses. All of the asbestos cases pursued against the Company challenging the parent-subsidary relationship are in the early stages of litigation. The Company has been successful to date having claims naming it dismissed during initial proceedings. Since the Company may be in this early stage of litigation for some time, it is not possible to estimate additional losses or range of loss, if any.

As initially disclosed in the Company's second quarter 2010 Form 10-Q, one of the Company's subsidiaries may have paid certain value-added-taxes ("VAT") incorrectly and, in certain cases, may not have collected sufficient VAT from certain customers. The VAT rules and regulations at issue are complex, vary among the jurisdictions and can be contradictory, in particular as to how they relate to the subsidiary's products and to sales between jurisdictions.

Since its inception, the subsidiary had been consistent in its VAT collection and remittance practices and had never been contacted by any tax authority relative to VAT. Now the subsidiary has determined that for certain products, a portion of the VAT was incorrectly paid and that the total VAT due exceeds the amount originally collected and remitted by the subsidiary. In 2010, three jurisdictions contacted the subsidiary and since then, the subsidiary has either participated in an amnesty program or entered into a settlement whereby it paid a reduced portion of the amounts owed in resolution of those jurisdictions' claims. The subsidiary has modified its VAT invoicing and payment procedures to eliminate or mitigate future exposure.

In analyzing the subsidiary's exposure, it is difficult to estimate both the probability and the amount of any potential liabilities due to a number of factors, including: the decrease in exposure over time due to applicable statutes of limitations and actions taken by the subsidiary, the joint liability of customers and suppliers for a portion of the VAT, the availability of a VAT refund for VAT incorrectly paid through an administrative process, any amounts which may have been or will be paid by customers, as well as the timing and structure of any tax amnesties or settlements. In addition, interest and penalties on any VAT due can be a multiple of the base tax. The subsidiary may contest any tax assessment administratively and/or judicially for an extended period of time, but may ultimately resolve its disputes through participation in tax amnesty programs, which are a common practice for settling tax disputes in the jurisdictions in question and which have historically occurred on a regular basis, resulting in significant reductions of

interest and penalties. Also, the timing of payments and refunds of VAT may not be contemporaneous, and, if additional VAT is owed, it may not be fully recoverable from customers. As a result, this matter has the potential to have a material adverse impact on the Company's financial position, liquidity and capital resources and the results of operations.

In 2010, the Company recorded a net charge of \$4,132, which consisted of a net \$3,901 charge related to two tax dispute settlements entered into by the subsidiary, as well as a net \$231 charge representing management's best estimate based on the information available to it, including the factors noted above, of the amount that ultimately may be paid related to the other jurisdiction that has made inquiries. At June 30, 2012 and December 31, 2011, the Company had no accrual for remaining payments to be made under tax dispute settlements entered into by the subsidiary.

The charges taken by the Company in 2010 assume a successful recovery of the VAT incorrectly paid, as well as reductions in interest and penalties from anticipated future amnesty programs or settlements. On a similar basis, if all other potentially impacted jurisdictions were to initiate audits and issue assessments, the remaining exposure, net of refunds, could be from \$0 to \$16,500 with one jurisdiction representing approximately 82 percent of this additional exposure, assuming the continued availability of future amnesty programs or settlements to reduce the interest and penalties. If there are future assessments but no such future amnesty programs or settlements, the potential exposure could be higher.

The Company is party to other litigation which management currently believes will not have a material adverse effect on the Company's results of operations, cash flows or financial condition.

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Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations.

Executive Summary

Quaker Chemical Corporation is a leading global provider of process chemicals, chemical specialties, services, and technical expertise to a wide range of industries—including steel, aluminum, automotive, mining, aerospace, tube and pipe, coatings and construction materials. Our products, technical solutions, and chemical management services (“CMS”) enhance our customers’ processes, improve their product quality, and lower their costs.

The Company’s 5% revenue growth in the second quarter of 2012 compared to the second quarter of 2011 was due to a 6% increase in volume, including acquisitions, and a 5% increase in selling price and mix, which was partially offset by a 6% decrease related to foreign exchange rate translation. Gross profit increased approximately \$6.9 million, or 13%, as compared to the second quarter of 2011, with gross margin increasing to 34.3% from 32.0% for the second quarter of 2011 and 33.7% for the first quarter of 2012. The increase in gross margin reflects the Company’s ongoing initiative of restoring margins to more acceptable levels through price increases, as well as mix effects experienced in the quarter.

Selling, general and administrative expenses (“SG&A”) increased approximately \$4.8 million from the second quarter of 2011 primarily related to acquisitions and higher selling, inflationary and other costs on increased business activity, which were partially offset by decreases due to foreign exchange rate translation. SG&A for the second quarter of 2012 also includes charges of approximately \$0.06 per diluted share for certain bankruptcies in the U.S. and \$0.03 per diluted share related to CFO transition costs. As a result, the second quarter of 2012 SG&A, as a percentage of sales, increased to 24.7% compared to 23.1% for the second quarter of 2011 and 24.3% for the first quarter of 2012.

Earnings per diluted share of \$0.81 for the second quarter of 2012 includes dilution of approximately \$0.03 per diluted share related to the Company’s equity offering in May of 2011, as compared to earnings per diluted share of \$0.79 for the second quarter of 2011. The Company’s results are being negatively impacted by a stronger dollar and weaker demand in several geographical areas such as Europe, China, Brazil and India. However, these negatives have been offset by additional new business, recent acquisitions, as well as the continuing manufacturing recovery of North America. Looking forward to the second half of 2012, the Company expects the global economic environment to remain challenging, with continued weakness in most regions. However, the Company remains confident that 2012 will be another good year. In addition, the Company’s strong balance sheet and cash flow generation continue to provide financial flexibility to invest in strategic growth initiatives, pay dividends to shareholders and grow through acquisitions.

CMS Discussion

The Company currently has numerous CMS contracts around the world. Under its traditional CMS approach, the Company effectively acts as an agent, and the revenues and costs from these sales are reported on a net sales or “pass-through” basis. Under an alternative structure for certain contracts, the contracts are structured differently in that the Company’s revenue received from the customer is a fee for products and services provided to the customer, which are indirectly related to the actual costs incurred. Profit is dependent on how well the Company controls product costs and achieves product conversions from other third-party suppliers’ products to its own products. As a result, under the alternative structure, the Company recognizes in reported revenue the gross revenue received from the CMS site customer and in cost of goods sold the third-party product purchases, which substantially offset each other until the Company achieves significant product conversions. This may result in a decrease in reported gross margin as a percentage of sales.

The Company has maintained a mix of CMS contracts with both the traditional product pass-through structure and the alternative structure including fixed price contracts that cover all services and products. Since the global economic downturn and its impact on the automotive sector, the Company has experienced shifts in customer requirements and business circumstances, but the Company's offerings will continue to include both approaches to CMS.

Liquidity and Capital Resources

Quaker's cash and cash equivalents increased to \$25.3 million at June 30, 2012 from \$16.9 million at December 31, 2011. The \$8.4 million increase was the net result of \$21.9 million of cash provided by operating activities, \$5.5 million of cash used in investing activities, \$7.5 million of cash used in financing activities and a \$0.5 million decrease from the effect of exchange rates on cash.

Net cash flows provided by operating activities were \$21.9 million in the first half of 2012 compared to \$0.2 million provided by operating activities in the first half of 2011. The Company's improved working capital performance, lower pension plan contributions and increased net income were the primary drivers of the higher operating cash flow.

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Net cash flows used in investing activities were \$5.5 million in the first half of 2012 compared to \$6.3 million used in investing activities in the first half of 2011. Investments in property, plant and equipment were the primary uses of cash in each period. During 2012, the Company continues to invest in its Asia/Pacific facilities and information technology infrastructure, whereas, in the first half of 2011, the Company had additional investments in its Middletown, Ohio and Batavia, New York plants. The Company's investing cash flow for the first six months of 2011 was also impacted by post acquisition consideration paid to finalize its Summit Lubricants acquisition.

Net cash flows used by financing activities were \$7.5 million in the first half of 2012 compared to \$2.6 million provided by financing activities in the first half of 2011. The Company's second quarter 2011 offering of approximately 1.3 million shares of its common stock resulted in net cash proceeds of approximately \$48.1 million, which was used to pay down the Company's revolving credit line in 2011. For the first half of 2012, the Company was able to fund its working capital requirements as a result of strong net operating cash flow and, also, was able to repay a portion of its revolving credit line. For the first half of 2012, the Company recorded \$1.4 million of excess tax benefits in capital in excess of par on its Condensed Consolidated Balance Sheet and as a cash flow provided by financing activities in its Condensed Consolidated Statement of Cash Flows, compared to \$0.2 million of these benefits recorded during the first half of 2011. Higher dividend payments as a result of the Company's equity offering also affected the financing cash flow comparisons.

The Company's primary credit line is a \$175.0 million syndicated multicurrency credit agreement with Bank of America, N.A. (administrative agent) and certain other major financial institutions, which expires in 2014. At the Company's option, the principal amount available can be increased to \$225.0 million if the lenders agree to increase their commitments and the Company satisfies certain conditions. At June 30, 2012 and December 31, 2011, the Company had approximately \$27.1 million and \$28.5 million, respectively, outstanding under this facility. The Company's access to this credit is largely dependent on its consolidated leverage ratio covenant, which cannot exceed 3.50 to 1. At June 30, 2012 and December 31, 2011, the consolidated leverage ratio was below 1.0 to 1. The Company has entered into interest rate swaps with a combined notional value of \$15.0 million as of June 30, 2012, in order to fix the interest rate on that amount of its variable rate debt. Outstanding financial derivative instruments may expose the Company to credit loss in the event of nonperformance by the counterparties to the agreements. To manage credit risk, the Company limits its exposure to any single counterparty. However, the Company does not expect any of the counterparties to fail to meet their obligations.

At June 30, 2012, the Company's gross liability for uncertain tax positions, including interest and penalties, was \$16.1 million. The Company cannot determine a reliable estimate of the timing of cash flows by period related to its uncertain tax position liability. However, should the entire liability be paid, the amount of the payment may be reduced by up to \$10.4 million as a result of offsetting benefits in other tax jurisdictions.

The Company believes it is capable of supporting its operating requirements, including pension plan contributions, payments of dividends to shareholders, possible acquisitions and business opportunities, capital expenditures and possible resolution of contingencies, through internally generated funds supplemented with debt or equity as needed.

Operations

Comparison of the Second Quarter of 2012 with the Second Quarter of 2011

Net sales for the second quarter of 2012 were \$176.8 million, an increase of 5% from \$167.8 million in the second quarter of 2011. Product volumes, including acquisitions, were higher by 6%, selling price and mix increased revenues by 5%, while foreign exchange rates decreased revenues by 6%.

Gross profit increased by \$6.9 million, or 13%, from the second quarter of 2011. The second quarter of 2012 gross margin increased to 34.3% from 32.0% for the second quarter of 2011 and 33.7% for the first quarter of 2012. The increase in gross margin reflects the Company's ongoing initiative of restoring margins to more acceptable levels through price increases, as well as mix effects experienced in the quarter.

SG&A increased approximately \$4.8 million compared to the second quarter of 2011, primarily related to acquisitions and higher selling, inflationary and other costs on increased business activity, which were partially offset by decreases due to foreign exchange rate translation. SG&A in the second quarter of 2012 also includes charges of approximately \$0.06 per diluted share for certain bankruptcies in the U.S. and \$0.03 per diluted share related to CFO transition costs. As a result, the second quarter of 2012 SG&A, as a percentage of sales, increased to 24.7% compared to 23.1% for the second quarter of 2011 and 24.3% for the first quarter of 2012.

Other income decreased in the second quarter of 2012 primarily due to foreign exchange losses compared to foreign exchange gains in the second quarter of 2011. Interest expense in the second quarter of 2012 was comparable to the second quarter of 2011, however, decreases in interest expense due to lower average borrowings were partially offset by increases related to the accretion of certain acquisition-related liabilities.

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The Company's effective tax rate for the second quarter of 2012 was approximately 30.8%, compared to an effective tax rate of approximately 30.4% for the second quarter of 2011. Many external and internal factors impact this rate and the Company will continue to refine this rate, if necessary, as the year progresses. Please refer to the Comparison of the First Six Months of 2012 with the First Six Months of 2011 for further discussion.

Segment Reviews—Comparison of the Second Quarter of 2012 with the Second Quarter of 2011

Metalworking Process Chemicals

Metalworking Process Chemicals consists of industrial process fluids for various heavy industrial and manufacturing applications and represented approximately 93% of the Company's net sales in the second quarter of 2012. Net sales were up \$8.2 million, or 5%, compared to the second quarter of 2011. Foreign currency translation negatively impacted net sales by approximately 7%, primarily driven by the E.U. Euro to U.S. Dollar and Brazilian Real to U.S. Dollar exchange rates. The average E.U. Euro to U.S. Dollar exchange rate was 1.28 in the second quarter of 2012 compared to 1.44 in the second quarter of 2011. The average Brazilian Real to U.S. Dollar exchange rate was 0.51 in the second quarter of 2012 compared to 0.63 in the second quarter of 2011. Net sales were positively impacted by increases of 6% in North America (excluding acquisitions), 8% in Europe and 3% in Asia/Pacific, partially offset by a 1% decrease in South America, all on a constant currency basis. The Company's 2011 acquisition activity accounted for approximately 58% of this segment's sales increase in the second quarter of 2012, as compared to the second quarter of 2011, with the remaining increase in this segment's net sales due to selling and price mix changes. This segment's operating income increased approximately \$4.5 million in the second quarter of 2012, as compared to the second quarter of 2011, reflecting the Company's acquisition activity and the sales price increases noted above.

Coatings

The Company's coatings segment, which represented approximately 6% of the Company's net sales in the second quarter of 2012, contains products that provide temporary and permanent coatings for metal and concrete products and chemical milling maskants. Net sales for this segment were up approximately \$0.5 million, or 4%, in the second quarter of 2012, as compared to the second quarter of 2011, which was primarily due to increased sales in chemical milling maskants sold to the aerospace industry. This segment's operating income increased by \$0.4 million over the second quarter of 2011.

Other Chemical Products

Other Chemical Products, which represented approximately 1% of the Company's net sales in the second quarter of 2012, consists of sulfur removal products for industrial gas streams sold by the Company's Q2 Technologies joint venture. Net sales increased approximately \$0.3 million and operating income increased approximately \$0.1 million in the second quarter of 2012, as compared to the second quarter of 2011, due to increased activity in the oil and gas market.

Comparison of the First Six Months of 2012 with the First Six Months of 2011

Net sales for the first half of 2012 were \$354.4 million, an increase of 8% from \$327.7 million in the first half of 2011. Product volumes, including acquisitions, were higher by 5%, selling price and mix increased revenues by 7%, while foreign exchange rates decreased revenues by 4%.

Gross profit increased by \$13.9 million, or 13%, from the first half of 2011 with gross margin increasing to 34.0% from 32.5% for the first half of 2011, reflecting the Company's ongoing initiative of restoring margins and mix effects noted above.

SG&A increased approximately \$9.3 million compared to the first half of 2011, primarily related to acquisitions and higher selling, inflationary and other costs on increased business activity, which were partially offset by decreases due to foreign exchange rate translation. The first half of 2012 SG&A also reflects the bankruptcy charges and CFO transition costs, as discussed above. SG&A, as a percentage of sales, increased to 24.5% from 23.6% for the first half of 2011.

Other income decreased in the first half of 2012 primarily due to higher foreign exchange losses and lower third party license fees as compared to the first half of 2011. Interest expense was relatively flat compared to the first half of 2011, however, decreases in interest expense due to lower average borrowings were offset by increases related to the accretion of certain acquisition-related liabilities.

The Company's effective tax rate for the first half of 2012 was approximately 26.1%, compared to approximately 25.7% for the first half of 2011. The Company's low effective tax rates for the first halves of 2012 and 2011 include the expiration of applicable statutes of limitations for uncertain tax positions of approximately \$0.12 per diluted share and \$0.11 per diluted share, respectively. The most significant other items affecting the comparison of the 2012 and 2011 year-to-date effective tax rates were a higher utilization of foreign tax credits in 2011, which were previously not benefited, and lower withholding taxes on dividends in 2012. The Company has experienced and expects to further experience volatility in its effective tax rates due to the varying timing of tax audits and the expiration of applicable statutes of limitations as they relate to uncertain tax positions. However, the Company expects a higher effective tax rate for the full year of 2012 as compared to the rate for the first half of 2012. At the end of 2011, the Company had net U.S. deferred tax assets totaling \$17.7 million, excluding deferred tax assets related to additional minimum pension liabilities. The Company records valuation allowances when necessary to reduce its deferred tax assets to the amount that is more likely than not to be realized. The Company considers future taxable income and ongoing prudent and feasible tax planning strategies in assessing the need for a valuation allowance. However, in the event the Company were to determine that it would not be able to realize all or part of its net deferred tax assets in the future, an adjustment to the deferred tax assets would be a non-cash charge to income in the period such determination was made, which could have a material adverse impact on the Company's financial statements. The Company continues to closely monitor the factors affecting its net deferred tax assets and the assessment of valuation allowances.

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Equity in net income of associated companies decreased in the first half of 2012 as compared to the first half of 2011, primarily due to the Company's July 2011 purchase of the remaining ownership interest in its Mexican affiliate.

Segment Reviews—Comparison of the First Six Months of 2012 with the First Six Months of 2011

Metalworking Process Chemicals

Metalworking Process Chemicals consists of industrial process fluids for various heavy industrial and manufacturing applications and represented approximately 93% of the Company's net sales in the first half of 2012. Net sales were up \$23.5 million, or 8%, compared to the first half of 2011. Foreign currency translation negatively impacted net sales by approximately 4%, primarily driven by the E.U. Euro to U.S. Dollar and Brazilian Real to U.S. Dollar exchange rates. The average E.U. Euro to U.S. Dollar exchange rate was 1.30 in the first half of 2012 compared to 1.40 in the first half of 2011. The average Brazilian Real to U.S. Dollar exchange rate was 0.54 in the first half of 2012 compared to 0.61 in the first half of 2011. Net sales were positively impacted by increases of 12% in North America (excluding acquisitions), 4% in Europe and 3% in Asia/Pacific, partially offset by a 5% decrease in South America, all on a constant currency basis. The Company's 2011 acquisition activity accounted for approximately 55% of this segment's sales increase in the first half of 2012, as compared to the first half of 2011, with the remaining increase in this segment's net sales due to selling and price mix changes. This segment's operating income increased approximately \$8.5 million in the first half of 2012, as compared to the first half of 2011, reflecting the Company's acquisition activity and the sales price increases noted above.

Coatings

The Company's coatings segment, which represented approximately 6% of the Company's net sales in the first half of 2012, contains products that provide temporary and permanent coatings for metal and concrete products and chemical milling maskants. Net sales for this segment were up approximately \$2.5 million, or 13%, in the first half of 2012, as compared to the first half of 2011, which was primarily due to increased sales in chemical milling maskants sold to the aerospace industry. This segment's operating income increased by \$0.9 million over the first half of 2011, consistent with the sales increase noted above.

Other Chemical Products

Other Chemical Products, which represented approximately 1% of the Company's net sales in the first half of 2012, consists of sulfur removal products for industrial gas streams sold by the Company's Q2 Technologies joint venture. Net sales increased approximately \$0.8 million and operating income increased approximately \$0.2 million in the first half of 2012, as compared to the first half of 2011, due to increased activity in the oil and gas market.

Factors That May Affect Our Future Results

(Cautionary Statements Under the Private Securities Litigation Reform Act of 1995)

Certain information included in this report and other materials filed or to be filed by Quaker with the SEC (as well as information included in oral statements or other written statements made or to be made by us) contain or may contain forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. These statements can be identified by the fact that they do not relate strictly to historical or current facts. We have based these forward-looking statements on our current expectations about future events. These forward-looking statements include statements with respect to our beliefs,

plans, objectives, goals, expectations, anticipations, intentions, financial condition, results of operations, future performance and business, including:

- statements relating to our business strategy;
- our current and future results and plans; and
- statements that include the words “may,” “could,” “should,” “would,” “believe,” “expect,” “anticipate,” “estimate,” “intend,” similar expressions.

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Such statements include information relating to current and future business activities, operational matters, capital spending, and financing sources. From time to time, forward-looking statements are also included in Quaker's other periodic reports on Forms 10-K, 10-Q and 8-K, as well as in press releases and other materials released to, or statements made to, the public.

Any or all of the forward-looking statements in this report and in any other public statements we make may turn out to be wrong. This can occur as a result of inaccurate assumptions or as a consequence of known or unknown risks and uncertainties. Many factors discussed in this report will be important in determining our future performance. Consequently, actual results may differ materially from those that might be anticipated from our forward-looking statements.

We undertake no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise. However, any further disclosures made on related subjects in Quaker's subsequent reports on Forms 10-K, 10-Q and 8-K should be consulted. Our forward-looking statements are subject to risks, uncertainties and assumptions about us and our operations that are subject to change based on various important factors, some of which are beyond our control. A major risk is that the demand for the Company's products and services is largely derived from the demand for its customers' products, which subjects the Company to uncertainties related to downturns in a customer's business and unanticipated customer production shutdowns. Other major risks and uncertainties include, but are not limited to, significant increases in raw material costs, worldwide economic and political conditions, foreign currency fluctuations, and terrorist attacks such as those that occurred on September 11, 2001. Furthermore, the Company is subject to the same business cycles as those experienced by steel, automobile, aircraft, appliance, and durable goods manufacturers. These risks, uncertainties, and possible inaccurate assumptions relevant to our business could cause our actual results to differ materially from expected and historical results. Other factors beyond those discussed could also adversely affect us. Therefore, we caution you not to place undue reliance on our forward-looking statements. This discussion is provided as permitted by the Private Securities Litigation Reform Act of 1995.

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Item 3. Quantitative and Qualitative Disclosures About Market Risk.

We have evaluated the information required under this item that was disclosed in Part II, Item 7A of our Annual Report on Form 10-K for the year ended December 31, 2011, and we believe there has been no material change to that information.

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Item 4. Controls and Procedures.

Evaluation of disclosure controls and procedures. As required by Rule 13a-15(b) under the Securities Exchange Act of 1934, as amended (the “Exchange Act”), our management, including our principal executive officer and principal financial officer, has evaluated the effectiveness of our disclosure controls and procedures as of the end of the period cover by this report. Based on that evaluation, our principal executive officer and our principal financial officer have concluded that as of the end of the period covered by this report our disclosure controls and procedures (as defined in Rule 13a-15(e) under the Exchange Act) were effective.

Changes in internal control over financial reporting. As required by Rule 13a-15(d) under the Exchange Act, our management, including our principal executive officer and principal financial officer, has evaluated our internal control over financial reporting to determine whether any changes to our internal control over financial reporting occurred during the quarter ended June 30, 2012 that have materially affected, or are reasonably likely to materially affect, our internal control over financial reporting. Based on that evaluation, no such changes to our internal control over financial reporting occurred during the quarter ended June 30, 2012.

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OTHER INFORMATION

Items 1A, 3, 4 and 5 of Part II are inapplicable and have been omitted.

Item 1. Legal Proceedings

Incorporated by reference is the information in Note 13 of the Notes to the Condensed Consolidated Financial Statements in Part I, Item 1 of this Report.

Item 2. Unregistered Sales of Equity Securities and Use of Proceeds.

The following table sets forth information concerning shares of the Company's common stock acquired by the Company during the period covered by this report, all of which were acquired from employees in payment of the exercise price of employee stock options exercised, or for the payment of taxes upon exercise of employee stock options or upon the vesting of restricted stock, during the period.

| Period | (a) Total Number of Shares Purchased | (b) Average Price Paid Per Share | (c) | (d) |
|--------------------|--|---|---|---|
| | | | Total Number of Shares Purchased as Part of Publicly Announced Plans or Programs | Maximum Number of Shares that May Yet Be Purchased Under the Plans or Programs (3) |
| | (1) | (2) | (3) | |
| April 1 - April 30 | 312 | \$ 38.76 | — | 252,600 |
| May 1 - May 31 | 3,380 | \$ 45.13 | — | 252,600 |
| June 1 - June 30 | 2,512 | \$ 44.73 | — | 252,600 |
| Total | 6,204 | \$ 44.65 | — | 252,600 |

- (1) All of the 6,204 shares acquired by the Company during the period covered by this report were acquired from employees upon their surrender of previously owned shares in payment of the exercise price of employee stock options exercised, or for the payment of taxes upon exercise of employee stock options or vesting of restricted stock.
- (2) The price per share represented the closing price of the Company's common stock on the date of vesting or stock option exercise, as specified by the plan pursuant to which the restricted stock or the employee stock option was granted.
- (3) On February 15, 1995, the Board of Directors of the Company authorized a share repurchase program authorizing the repurchase of up to 500,000 shares of Quaker common stock, and, on January 26, 2005, the Board authorized the repurchase of up to an additional 225,000 shares. Under the 1995 action of the Board, 27,600 shares may yet

be purchased. Under the 2005 action of the Board, none of the shares authorized have been purchased and, accordingly, all of those shares may yet be purchased. Neither of the share repurchase authorizations has an expiration date.

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Item 6. Exhibits

(a) Exhibits

- 10.1 – Memorandum of Employment by and between Registrant and Margaret M. Loebel, dated May 22, 2012, effective June 29, 2012.*
- 10.2 – Change in Control Agreement by and between Registrant and Margaret M. Loebel, dated May 22, 2012, effective June 29, 2012.*
- 31.1 – Certification of Chief Executive Officer of the Company pursuant to Rule 13a-14(a) of the Securities Exchange Act of 1934
- 31.2 – Certification of Chief Financial Officer of the Company pursuant to Rule 13a-14(a) of the Securities Exchange Act of 1934
- 32.1 – Certification of Michael F. Barry Pursuant to 18 U.S. C. Section 1350
- 32.2 – Certification of Margaret M. Loebel Pursuant to 18 U.S. C. Section 1350
- 101.INS
** – XBRL Instance Document
- 101.SCH
** – XBRL Extension Schema Document
- 101.CAL
** – XBRL Calculation Linkbase Document
- 101.DEF
** – XBRL Definition Linkbase Document
- 101.LAB
** – XBRL Label Linkbase Document
- 101.PRE
** – XBRL Presentation Linkbase Document

* This exhibit is a management contract or compensation plan or arrangement required to be filed as an exhibit.

** Pursuant to Rule 406T of Regulation S-T, these interactive data files are deemed not filed or part of a registration statement or prospectus for purposes of Sections 11 or 12 of the Securities Act of 1933 and are deemed not filed for purposes of Section 18 of the Securities Exchange Act of 1934 and otherwise are not subject to liability under these Sections.

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

QUAKER CHEMICAL CORPORATION
(Registrant)

/s/ Margaret M. Loebel

Date: July 30, 2012

Margaret M. Loebel, officer duly authorized to sign this report, Vice President, Chief Financial Officer and Treasurer