NITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549
FORM 8-K
CURRENT REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

July 31, 2003
Date of Report (Date of earliest event reported)
QUAKER CHEMICAL CORPORATION
(Exact name of Registrant as specified in its charter)
Commission File Number 0-7154

PENNSYLVANIA
(State or other jurisdiction of incorporation or organization)

No. 23-0993790
(I.R.S. Employer

Identification No.)

One Quaker Park
901 Hector Street
Conshohocken, Pennsylvania 19428
(Address of principal executive offices)
(Zip Code)
(610) 832-4000
(Registrant's telephone number, including area code)
Not Applicable
(Former name or former address, if changed since last report)

INFORMATION TO BE INCLUDED IN THE REPORT
Item 7. Financial Statements and Exhibits.
The following exhibit is filed as part of this report:
Exhibit No.
99.1 Press Release of Quaker Chemical Corporation dated July 31, 2003

Item 12. Results of Operations and Financial Condition.
On July 31, 2003, Quaker Chemical Corporation announced its results of operations for the second quarter ended June 30, 2003 in a press release, the text of which is included as Exhibit 99.1 hereto.

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
Date: July 31, 2003
By: /s/ Michael F. Barry
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Chief Financial Officer

| For Release: | NEWS |
| :---: | :---: |
| Immediate | Contact: |
|  | Michael F. Barry |
|  | Vice President and |
|  | Chief Financial Officer |
|  | $610 / 832-8500$ |

Quaker Chemical Announces Record Quarterly Sales and Increased Earnings
JULY 31, 2003
CONSHOHOCKEN, PA -- Quaker Chemical Corporation (NYSE: KWR) today announced record quarterly sales of $\$ 83.5$ million and net income growth of $7 \%$ for the second quarter ended June 30, 2003 versus the comparable period in 2002.

Second Quarter 2003 Summary

Net income for the second quarter was $\$ 3.5$ million versus $\$ 3.2$ million for the second quarter of 2002. The earnings per diluted share of $\$ 0.36$ were a $3 \%$ improvement over the second quarter of 2002 of $\$ 0.35$ per diluted share.

Net sales for the second quarter were a record $\$ 83.5$ million, up $20 \%$ from $\$ 69.5$ million for the second quarter 2002. Foreign exchange rate translation and the timing of the Company's 2002 acquisitions favorably impacted net sales by $\$ 4.2$ million and $\$ 2.5$ million, respectively. Second quarter sales also include $\$ 6.7$ million from the Company's recently awarded chemical management services (CMS) contracts, which were effective May 1, 2003.

Gross margin as a percentage of sales declined from $41.7 \%$ for the second quarter of 2002 to $34.7 \%$ for the second quarter of 2003. As previously disclosed, the Company's new CMS contracts, which were effective May 1, cause a different relationship between margins and revenue than has applied in the past for the Company's traditional product business. At the majority of current CMS sites, the Company effectively acts as an agent and records revenue and costs from these sales on a net sales or "pass-through" basis. The new CMS contracts have a different structure that results in the Company recognizing 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. The negative impact on the gross margin for the second quarter related to the new CMS contracts is approximately 3 percentage points. The remaining decline in gross margin as a percentage of sales was due to increased raw material costs, as well as product and regional sales mix. The Company continues to expect raw material prices to be higher in 2003 primarily due to continued high oil prices.

Selling, general and administrative expenses for the quarter were essentially flat with the second quarter of 2002. Increases due to foreign exchange rates and the timing of the Company's 2002 acquisitions were offset by reduced incentive compensation expense and cost containment efforts of the Company.

In the second quarter, the Company received a $\$ 2.4$ million priority cash distribution from its real estate joint venture. This favorably impacted other income by $\$ 0.3$ million.

Ronald J. Naples, Chairman and Chief Executive Officer, stated, "While our second quarter earnings were up consistent with our previous guidance, through the quarter we did see an increasingly difficult demand environment in comparison to the course of the business last year. Our sales to the steel industry were below our expectations in both the U.S. and Europe due to lower steel production. In addition, we saw higher raw material costs, which we expect to remain higher than last year -- and higher than we expected -- primarily due to continued strength in crude oil prices."

Mr. Naples continued, "Even as we keep a sharp eye on current performance, we continue our emphasis on building for the long-term with initiatives that expand our market reach and strengthen our competitive positioning. In the second quarter, we won a number of new CMS contracts and began operations at seven new sites in May. Also, we completed two tight-fit acquisitions in May and July, which broaden our product lines for both our steel and metalworking businesses and our geographic market presence. We'll see only minimal profit contribution from these initiatives in 2003, but we expect these to be meaningful long-term contributors."

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Year-to-Date Summary
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Net income for the first half of the year was $\$ 6.6$ million versus $\$ 5.6$ million in the first half of 2002. Earnings per diluted share increased $15 \%$ to $\$ 0.69$ versus \$0.60 in the first half of 2002.

Net sales for the first half of the year increased to $\$ 156.8$ million, up $21 \%$ from $\$ 129.4$ million for the first half of 2002. Net sales were favorably impacted by foreign exchange rate translation and the timing of the Company's 2002 acquisitions in the respective amounts of $\$ 6.3$ million and $\$ 8.1$ million. As noted above, net sales for the first half of the year also include $\$ 6.7$ million from the Company's new CMS contracts.

Gross margin as a percentage of sales declined from $41.2 \%$ for the first half of 2002 to $36.6 \%$ for the first half of 2003. The Company's new CMS contracts negatively impacted gross margin for the first half of 2003 by approximately 2 percentage points with the remaining decline due to increased raw material costs, as well as product and regional sales mix.

Selling, general and administrative expenses for the first half of 2003 increased $\$ 2.6$ million from the first half of 2002. Increases due to foreign exchange rates and the timing of the Company's 2002 acquisitions were partially offset by reduced incentive compensation expense and cost containment efforts of the Company.

Balance Sheet and Cash Flow Items

The Company's debt to total capital ratio remains strong at $27 \%$ at the end of June, 2003 compared to $25 \%$ at the end of 2002 and $34 \%$ at the end of June, 2002. In addition, the Company has increased its credit lines from $\$ 25$ million at the end of March to its current position of $\$ 30$ million committed and $\$ 20$ million uncommitted. As of the end of June, the Company had approximately $\$ 17$ million outstanding on its credit lines.

The Company also received $\$ 4.2$ million of priority cash distributions from its real estate joint venture in the first half of 2003. In addition, the Company had higher accounts receivable at the end of the second quarter primarily due to the $\$ 6.7$ million of sales attributable to the start-up of the new CMS contracts as well as increased sales volume quarter-over-quarter.

Outlook

Mr. Naples stated, "As we look ahead, we expect that the demand uncertainties noted in the second quarter will continue, particularly in steel. We've seen weakness as steel producers in some markets lower their production to maintain pricing. We do expect some improvement in raw material costs as compared to the first half, but not to the extent we had expected earlier in the year, and, we expect to get some benefit from a strong euro. The net of all this is to make second half prior-year comparisons tougher against the relatively strong second half of 2002. Nevertheless, as we see the world today, we continue to expect to have 2003 full-year earnings slightly ahead of last year, with the third and fourth quarter earnings level being approximately equal. Whatever the precise course of the second half, though, we're pleased with the long-term building steps we've already taken in 2003."

Quaker Chemical Corporation, headquartered in Conshohocken, Pennsylvania, is a worldwide developer, producer, and marketer of custom-formulated chemical specialty products and a provider of chemical management services for manufacturers around the globe, primarily in the steel and automotive industries.

This release contains forward-looking statements that are subject to certain risks and uncertainties that could cause actual results to differ materially from those projected in such statements. Such risks and uncertainties include, but are not limited to, further downturns in our customers' businesses, significant increases in raw material costs, worldwide economic and political conditions, foreign currency fluctuations, and future terrorist attacks such as those that occurred on September 11, 2001.

As previously announced, Quaker Chemical's investor conference to discuss second quarter results is scheduled for August 1, 2003 at 10:30 a.m. (ET). Access the conference by calling 800-922-0755 or visit Quaker's Web site at www. quakerchem.com for a live webcast.


| Less accumulated depreciation | 70,540 | 64,695 |
| :---: | :---: | :---: |
| Net property, plant and equipment | 52,585 | 48,512 |
| Goodwill | 24,155 | 21,927 |
| Other intangible assets | 5,771 | 5,852 |
| Investments in associated companies | 5,420 | 9,060 |
| Deferred income taxes | 10,566 | 10,609 |
| Other assets | 15,093 | 14,225 |
| Total assets | \$ 237, 041 | \$ 213, 858 |


| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |  |
| :---: | :---: | :---: | :---: |
| Current Liabilities |  |  |  |
| Short-term borrowings and current portion |  |  |  |
| Accounts and other payables | 33,828 |  | 29,423 |
| Accrued compensation | 6,192 |  | 10, 254 |
| Other current liabilities | 13,471 |  | 14, 262 |
| Total current liabilities | 73,478 |  | 66,144 |
| Long-term debt | 16,620 |  | 16,590 |
| Deferred income taxes | 1,700 |  | 1,518 |
| Other noncurrent liabilities | 36,006 |  | 33,889 |
| Total liabilities | 127,804 |  | 118,141 |
| Minority interest in equity of subsidiaries | 9,585 |  | 7,662 |
| Shareholders' equity |  |  |  |
| Common stock \$1 par value; authorized |  |  |  |
| 30,000,000 shares; issued (including |  |  |  |
| treasury shares) 9,664,009 shares | 9,664 |  | 9,664 |
| Capital in excess of par value | 1,174 |  | 626 |
| Retained earnings | 113, 083 |  | 110,448 |
| Unearned compensation | (931) |  | $(1,245)$ |
| Accumulated other comprehensive (loss) | $(20,410)$ |  | $(27,078)$ |
|  | 102,580 |  | 92,415 |
| Treasury stock, shares held at cost; |  |  |  |
| 2003 - 213,566, 2002-324,109 | $(2,928)$ |  | $(4,360)$ |
| Total shareholders' equity | 99,652 |  | 88, 055 |
|  | \$ 237, 041 |  | 213,858 |

Quaker Chemical Corporation
Condensed Consolidated Statement of Cash Flows

For the Six months ended June 30,

|  | Unaudited (Dollars in thousands) |  |  |
| :---: | :---: | :---: | :---: |
|  |  |  |  |
|  | 2003 | 2002* |  |
| Cash flows from operating activities |  |  |  |
| Net income | \$ 6,582 | \$ | 5,594 |
| Adjustments to reconcile net income to cash |  |  |  |
| provided by operating activities: |  |  |  |
| Depreciation | 3,394 |  | 2,327 |
| Amortization | 438 |  | 325 |
| Equity in net income of associated companies | (255) |  | (184) |
| Minority interest in earnings of |  |  |  |
| Deferred compensation and other postretirement benefits | (382) |  | (329) |
| Pension and other, net | 2,798 |  | 1,096 |
| Increase (decrease) in cash from changes in |  |  |  |
| current assets and current liabilities: |  |  |  |
| Accounts receivable, net | $(11,380)$ |  | $(4,532)$ |
| Inventories | $(2,789)$ |  | (798) |

Prepaid expenses and other current assets Accounts payable and accrued liabilities Change in restructuring liabilities

Net cash (used in) provided by operating activities
$(2,185)$
4,172

Cash flows from investing activities

| Investments in property, plant and equipment | $(4,859)$ | $(5,060)$ |
| :---: | :---: | :---: |
| Dividends and distributions from associated companies | 3,890 | 307 |
| Payments related to acquisitions | $(1,105)$ | $(21,576)$ |
| Other, net | 53 | (9) |
| Net cash (used in) investing activities | $(2,021)$ | $(26,338)$ |

Cash flows from financing activities
Net increase in short-term borrowings
Dividends paid

| 7,747 | 22,009 |
| :---: | :---: |
| $(3,924)$ | $(3,802)$ |
| 1,697 | 2,404 |
| (609) | $(1,335)$ |
| 3 | 85 |
| 4,914 | 19,361 |

Effect of exchange rate changes on cash

Net increase (decrease) in cash and cash equivalents
Cash and cash equivalents at beginning of period

Cash and cash equivalents at end of period

533

1,241
13, 857
------------
\$ 15,098 \$ 18, 316
========

572

20,549

18,316

Certain reclassification of prior year data have been made to improve comparability.

