

FUCHS GROUP

A global Group with family roots

| April, 2019 | Mannheim



Agenda

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Our company

Organization and management, facts and figures

02

Our business model

LUBRICANTS.TECHNOLOGY.PEOPLE.

03

Our promise

Technology that pays back

04

Our understanding of sustainability

Economic, ecological and social responsibility

05

Our motivation

The trust of our customers and stakeholders

01 **Our company**
Organization and management,
facts and figures



FUCHS at a glance

Established **3**
generations ago as a
family-owned business

Approx. **5,500**
employees

Preference share is listed
in the MDAX

No. 1
among the independent
suppliers of lubricants

Approx. **€2.6** bn
sales in 2018

58 companies worldwide

The Fuchs family holds
55% of
ordinary shares

A full range
of over
10,000
lubricants and related
specialties

»We have relied on **continuity, reliability and proximity** – for more than 85 years.«

Stefan Fuchs, Chairman of the Board



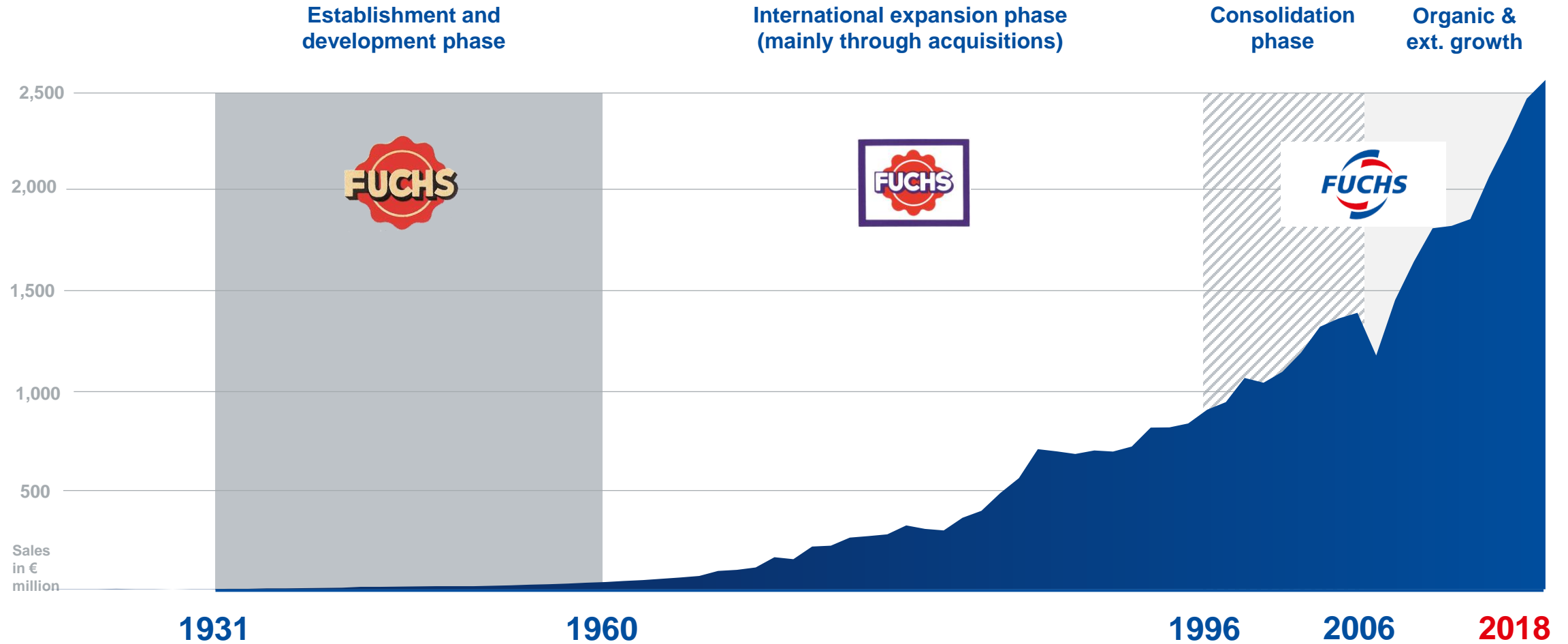
Our business model

Since 1931



LUBRICANTS. 100% focus
TECHNOLOGY. Holistic solutions
PEOPLE. Personal commitment

Tradition and growth Since 1931



We are where our customers are
with 58 companies



FUCHS PETROLUB SE

Capital: €139 million

5

companies in Germany

7

companies in North and
South America

26

companies in other
European countries

20

companies
in Asia-Pacific, Africa

We are where our customers are
in more than 45 countries



Management Executive Board



Stefan Fuchs

Chairman of the Executive Board, Region North and South America, Corporate Group Development, HR, PR & Marketing



Dr. Lutz Lindemann

R&D, Technology, Product Management, Supply Chain, Sustainability, Inoviga GmbH, Mining Division, OEM Division



Dr. Timo Reister

Region Asia-Pacific, Industrial Sales Strategy



Dr. Ralph Rheinboldt

Region Europe, Middle East and Africa, FUCHS LUBRITECH Division



Dagmar Steinert

Finance, Controlling, IR, Compliance, Internal Auditing, IT (incl. SAP/ERP systems), Legal, Taxes

Group Management Committee (GMC)

Carsten Meyer
OEM Division, Mining Division

Stefan Knapp
Germany, Benelux

Bernhard Biehl
FUCHS LUBRITECH Division

Dagmar Steinert
CFO

Keith Brewer
North America

Dr. Lutz Lindemann
CTO



Dr. Timo Reister
Region Asia-Pacific,
Industrial Sales Strategy

Alf Untersteller
Turkey, Middle East,
Central Asia, Africa

Stefan Fuchs
CEO, America

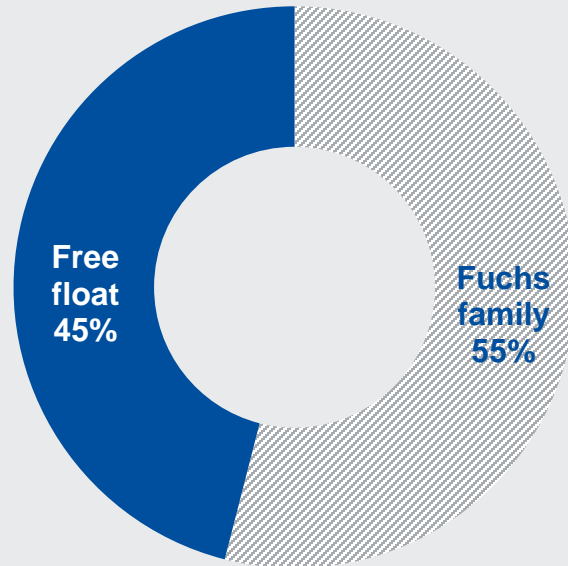
Dr. Ralph Rheinboldt
Europe, Middle East, Africa

Klaus Hartig
East Asia

Shareholder structure

Allocation of ordinary and preference shares*

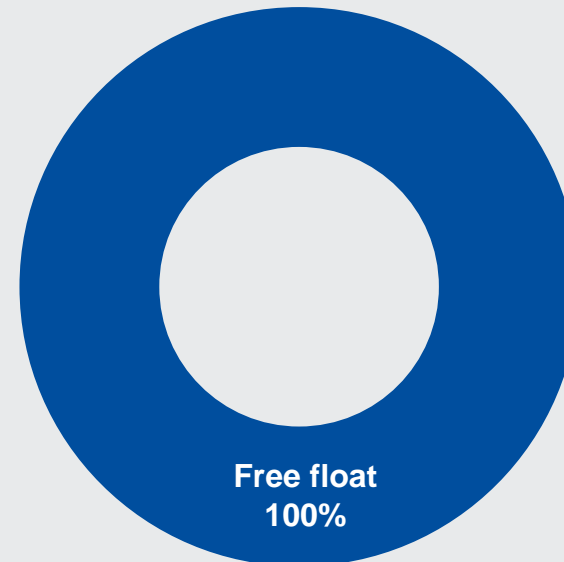
Ordinary shares



Basis: 69,500,000 ordinary shares

Preference shares

MDAX-listed



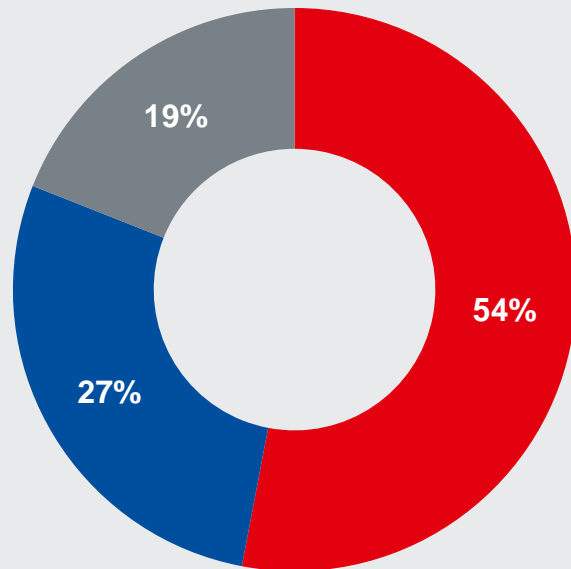
Basis: 69,500,000 preference shares

*Securities registered at the stock exchanges in Frankfurt and Stuttgart

World lubricant market 2018

Regional breakdown

36.4 million tons
total market volume



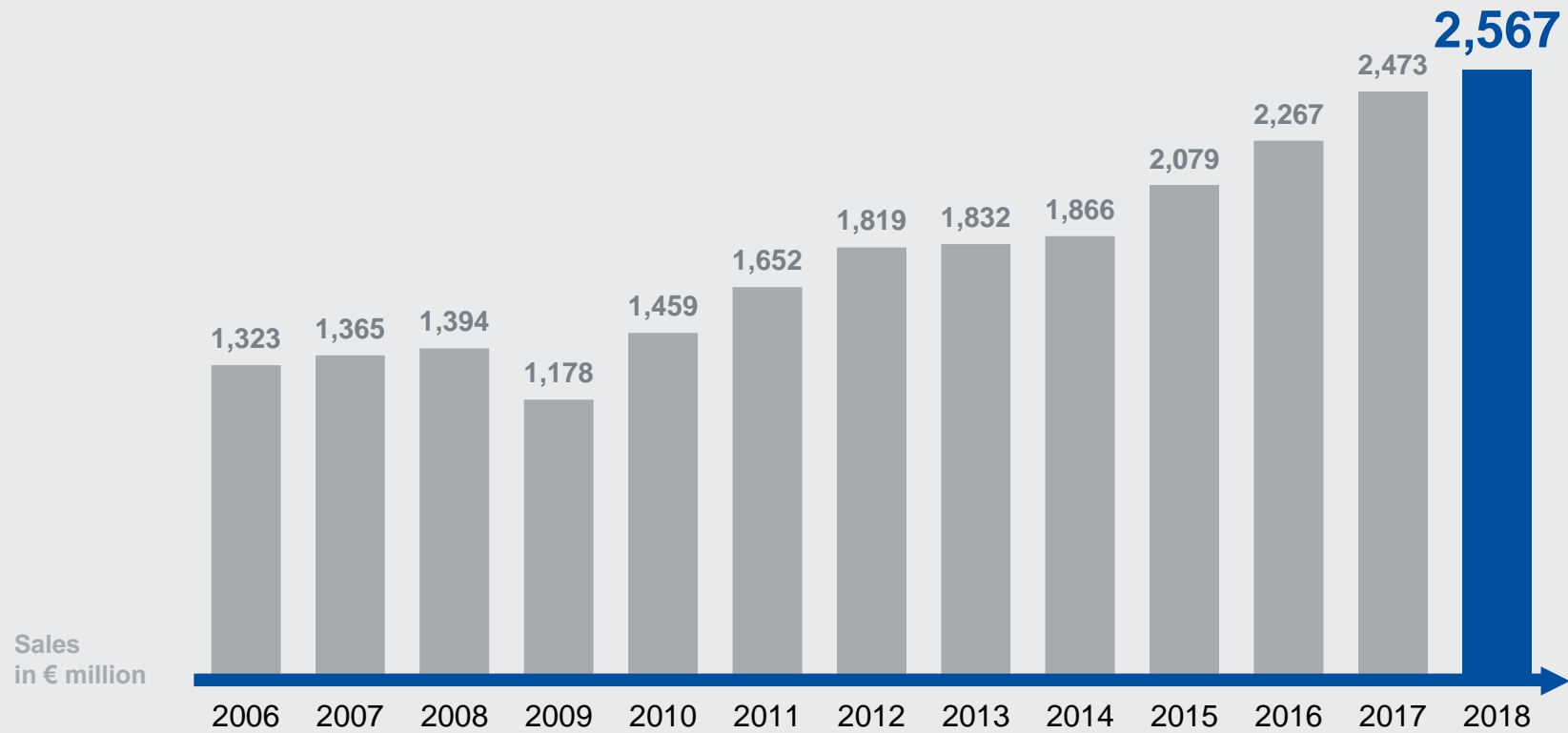
■ Asia-Pacific / Africa ■ North & South America
■ Europe

The largest and fastest-growing regional lubricant market is in the Asian-Pacific region.

North America and Western Europe are mature markets. The main focus is on higher-quality lubricants and specialties.

FUCHS in figures

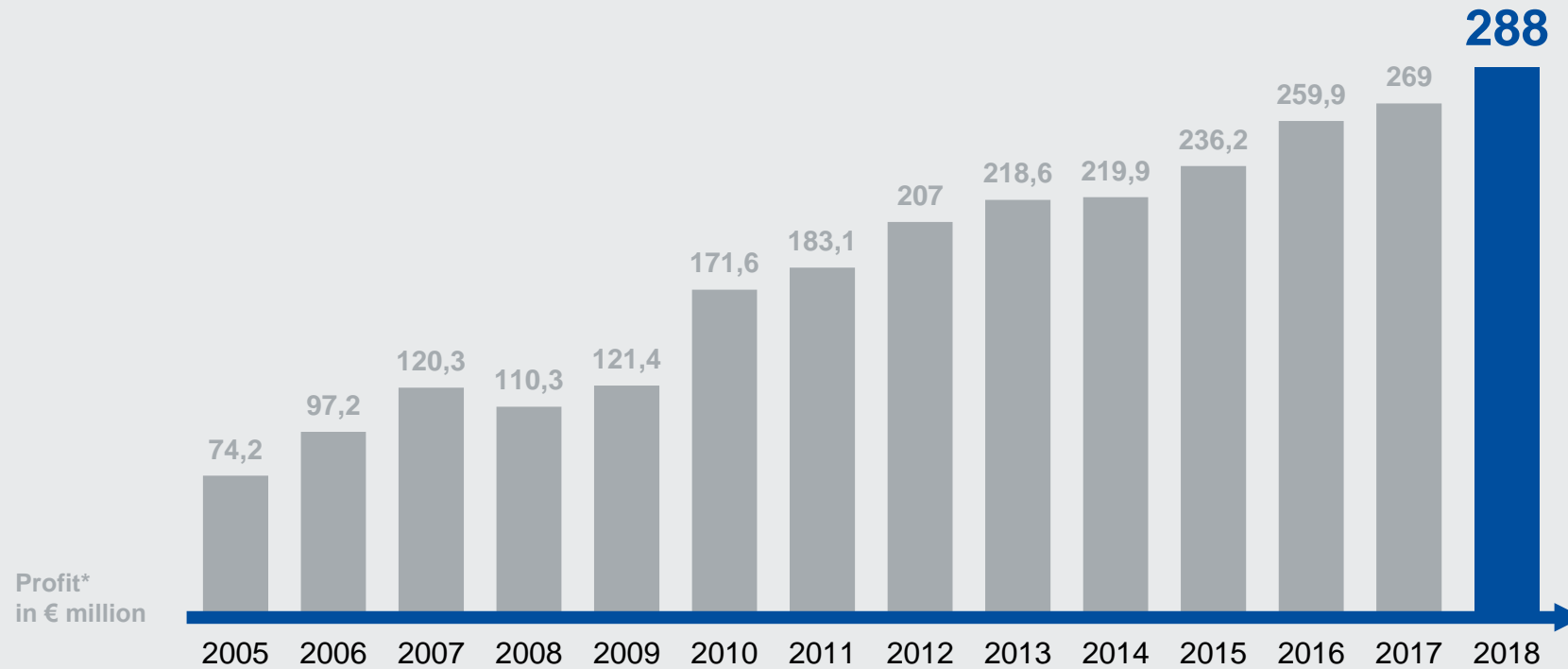
Sales trends



FUCHS in figures

Profit trends*

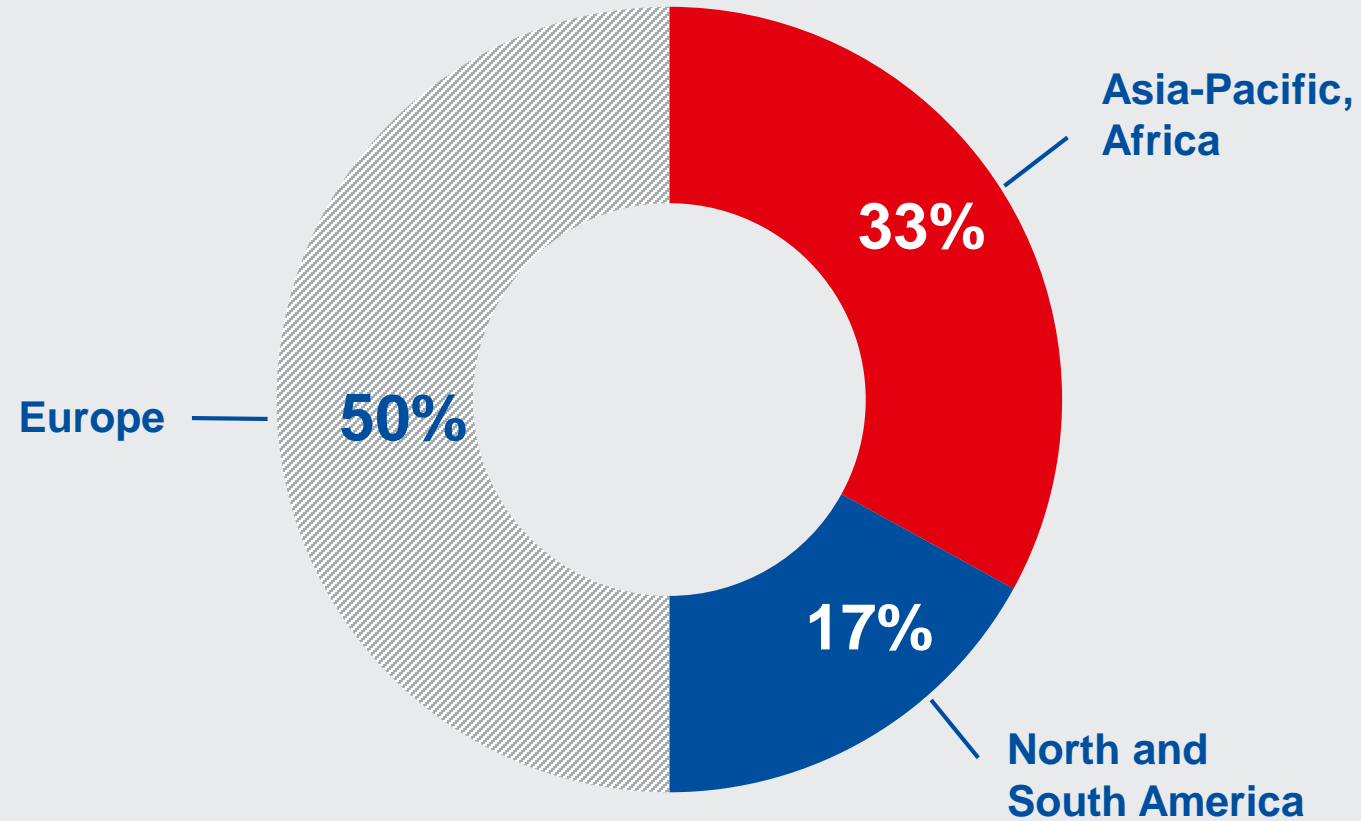
Profit growth 31.0% 23.8% -8.3% 10.1% 41.4% 6.7% 13.1% 5.6% 0.6% 7.4% 10.0% 3.5% 7.1%



*After tax

FUCHS in figures

Regional sales breakdown 2018*



*By customer location

02 Our business model
LUBRICANTS.TECHNOLOGY.PEOPLE.



LUBRICANTS.

100% focus on high-quality lubricants and related specialties



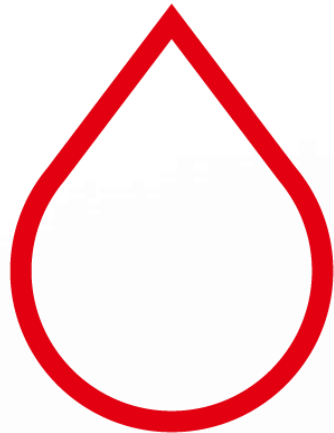
SI Analytics

Typ 501 11 / $\Sigma\alpha$

App. Nr.. 1053941

The main industries

Over 100,000 customers worldwide



- Mechanical engineering
- Construction sector
- Mining and exploration
- Glass industry
- Agriculture and forestry
- Accessories sector
- Transportation sector
- Food industry
- Energy generation
- Cement, lime and gypsum industry
- Steel and metals industry
- Forging industry
- Foundry industry
- Metal working sector
- Automobile sector
- Others

Our six product categories

Over 10,000 products



Automotive lubricants



- Engine Oils
- Gear Oils
- Shock Absorber Fluids
- Central and Mobile Hydraulic Oils
- Greases
- Motorcycle Lubricants
- Lubricants for Agricultural Machinery
- Service Fluids
- Rapidly Biodegradable Lubricants

Industrial lubricants



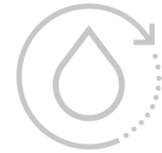
- Hydraulic Oils
- Compressor Oils
- Slideway Oils
- Gear Oils
- Turbine Oils
- Machine Oils
- Cylinder Oils
- Transformer Oils
- Tacky Oils
- Heat Transfer Oils
- General Lubricating Oils
- Refrigeration Oils
- Rapidly Biodegradable Lubricants
- Textile Oils
- Greases

Lubricating greases



- Multi-Purpose / Longlife Greases
- Greases for Plain and Roller Bearings
- Wheel Bearing Greases
- Gear Box
- Food Grade Greases
- Rapidly Biodegradable Greases
- Greases for Machine Tools
- Greases for Rail Vehicles
- Greases for Extreme Temperatures
- Greases for Central Lubricating Systems
- Greases with Solid Lubricants
- Perfluorinated Pastes
- Greases in Spray Cans or Rattle Cans
- Assembly Pastes
- Pastes for Extreme Temperatures

Metal processing lubricants



- **Cutting and Grinding Lubricants (incl. Rapidly Biodegradable Fluids)**
- **Forming Lubricants**
- **Corrosion Preventives**
- **Cleaners**
- **Quenching Oils**
- **Minimal Quantity Lubrication (MQL) Products**

Special application lubricants



- Open Gear Lubricants
- Hot Metal Forming Lubricants
- Food Grade Lubricants
- Glass Lubricants
- Dry Coating Lubricants
- Railway Lubricants
- Concrete Release Agents
- Chain Lubrication
- Windpower Lubricants
- Other Specialties
- Greases
- Pastes

Services



- **Analytical Services**
- **Chemical Process Management (CPM)**
- **Condition Monitoring**
- **Tailor-Made Development**
- **Technical Services**
- **Open Gear Services – Failure Analysis & Repair / App**
- **Coating Services**

TECHNOLOGY.

In pursuit of technology and innovation
leadership with **holistic solutions**



Research and development

Application-oriented

523

**engineers and
scientists in R&D worldwide**

Around **500**
R&D projects

€52
million
R&D budget

laboratories in **22** countries

PEOPLE.

Personal commitment based on
cooperation and trust



5,446 employees in over 45 countries

A common mission statement

Trust
Creating Value
Respect
Reliability
Integrity

LUBRICANTS.TECHNOLOGY.PEOPLE.

5,446 employees in over 45 countries
A common mission statement

Trust

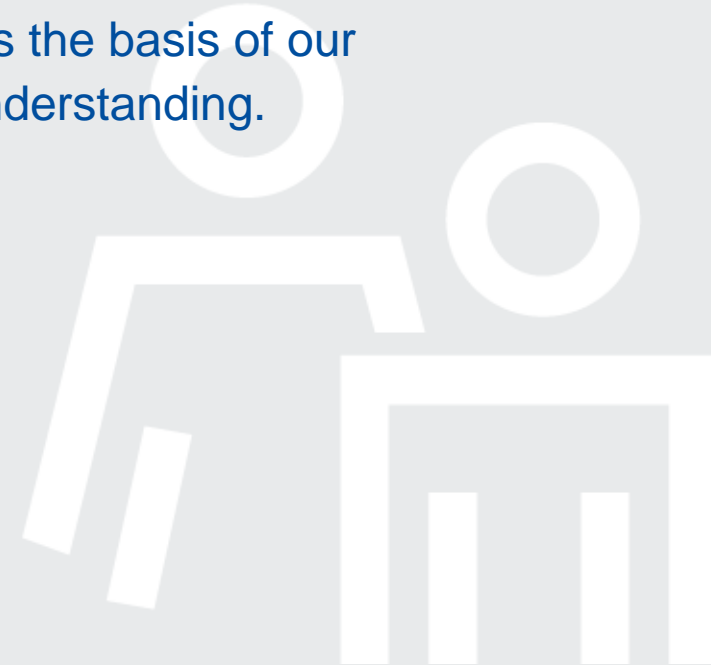
Creating Value

Respect

Reliability

Integrity

Trust is the basis of our
self-understanding.



5,446 employees in over 45 countries

A common mission statement

Trust

Creating Value

Respect

Reliability

Integrity

We deliver leading technology and first class service to our customers. Identify and create Fuchs Value Added. Provide space for innovation to explore new paths. Act with an entrepreneurial spirit. Empower employees with responsibility and accountability.

5,446 employees in over 45 countries
A common mission statement

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Respect
Reliability
Integrity

We acknowledge our responsibility towards our stakeholders, society and environment. Show appreciation and recognition. Act with fairness towards our partners and employees. Foster an open-minded discussion culture.

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We walk the talk. Are committed to technical leadership. Maintain a consistent track record of performance. Act in a responsive and transparent way.

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Respect
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Integrity

We believe in a high level of ethics and adhere to our Code of Conduct.



We promote personal commitment

**22% women
in management**

Internal staffing

FUCHS ACADEMY



Health management

**Compatibility of
family and work**

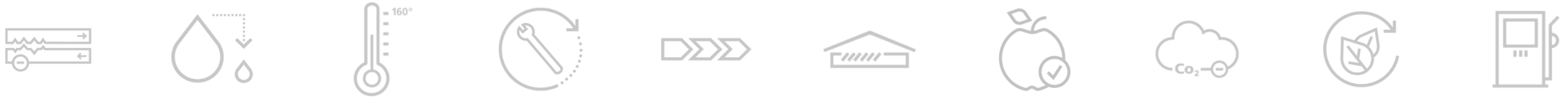
**Global talent
management concept**

03 Our promise
Technology that pays back



FUCHS lubricants

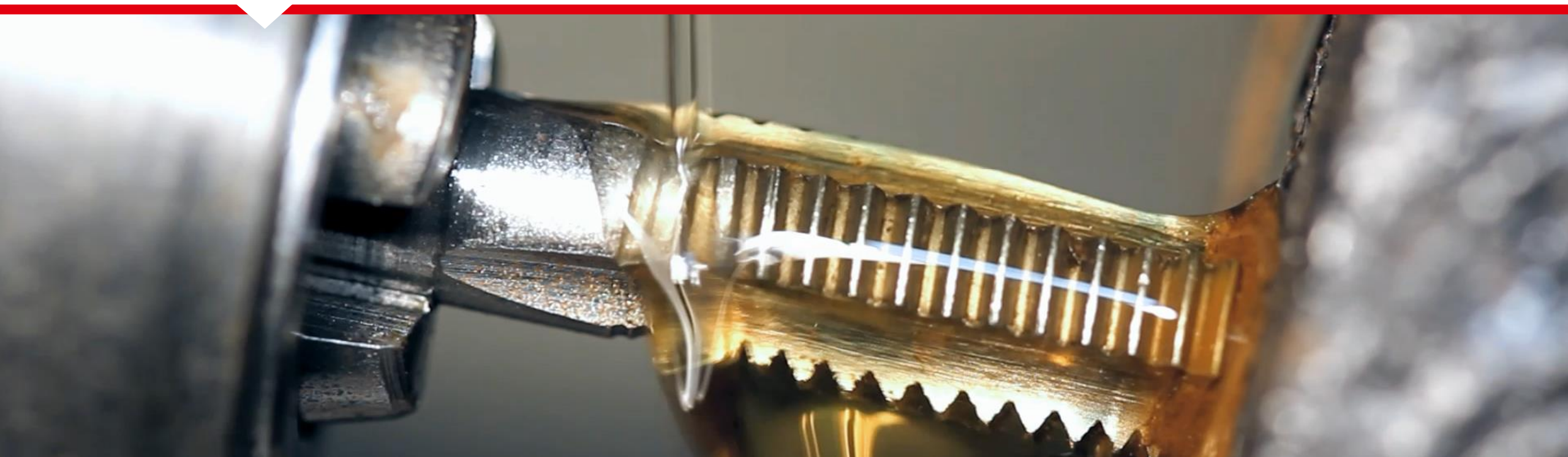
A full range to meet numerous requirements



Less wear



Reduction in oil consumption



High thermal load capacity



Low maintenance requirements



Process compatibility



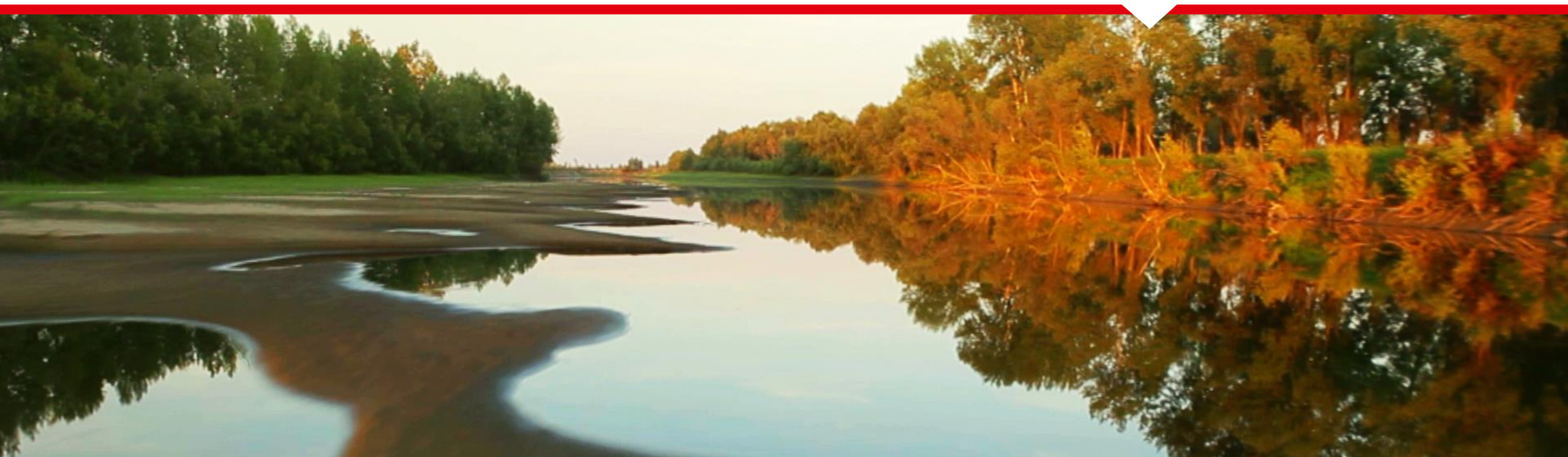
Corrosion protection



Food grade



CO₂ reductions



Rapidly biodegradable



Fuel savings



Our promise

FUCHS lubricants stand for performance and sustainability, for reliability and safety, for efficiency and cost savings.

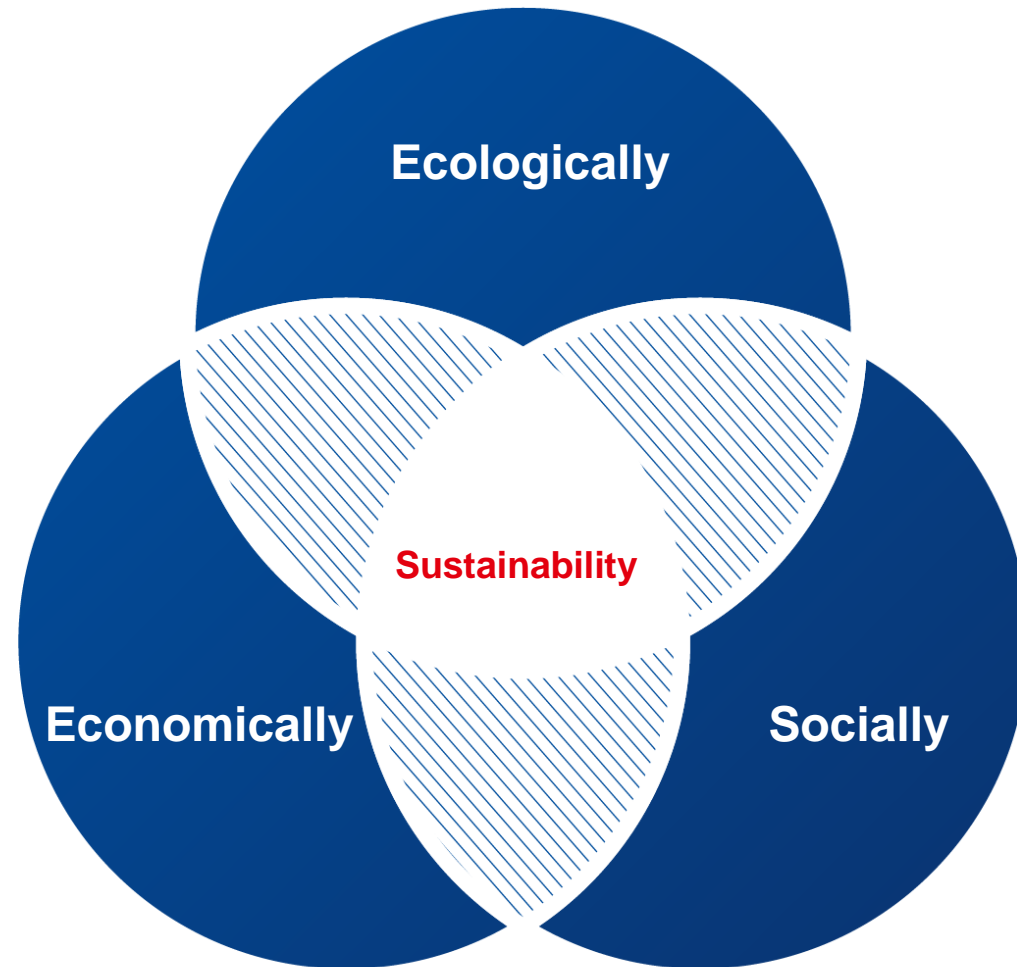
They stand for a promise:
Technology that pays back.

04 Our understanding of sustainability

Economic, ecological and social responsibility



We think and act ...

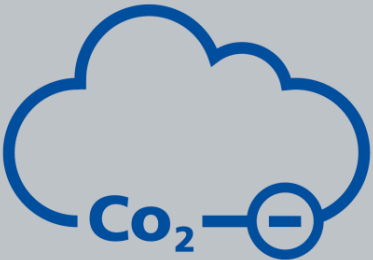


Ecological & economic Key figures



- 15%
Energy consumption
per ton produced*

€126 million
dividend paid out



- 30%
Energy related CO2
emissions
in kilograms
per ton
produced*

* rounded figures
reference year: 2010

Social

Key figures

Average period of **10 years**
of employment



43

Average age of
employees



22%

women in executive positions

Average of **14 hours**
of further training per employee

05 Our motivation

The trust of our customers
and stakeholders



**For our customers and stakeholders
we are ...**



**Innovation
driver & solution
provider**

**For our customers and stakeholders
we are ...**



For our customers and stakeholders
we are ...



My
Lubricants
Company

Thank you very much for your attention.

