

FUCHS GROUP

A global Group with family roots

| April, 2018 | Mannheim



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LUBRICANTS.TECHNOLOGY.PEOPLE.
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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

More than **5,000**
employees

Preference share is listed
in the MDAX

No. 1
among the independent
suppliers of lubricants

Approx. **€2.5** bn
sales in 2017

58 companies worldwide

The Fuchs family holds
54% 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



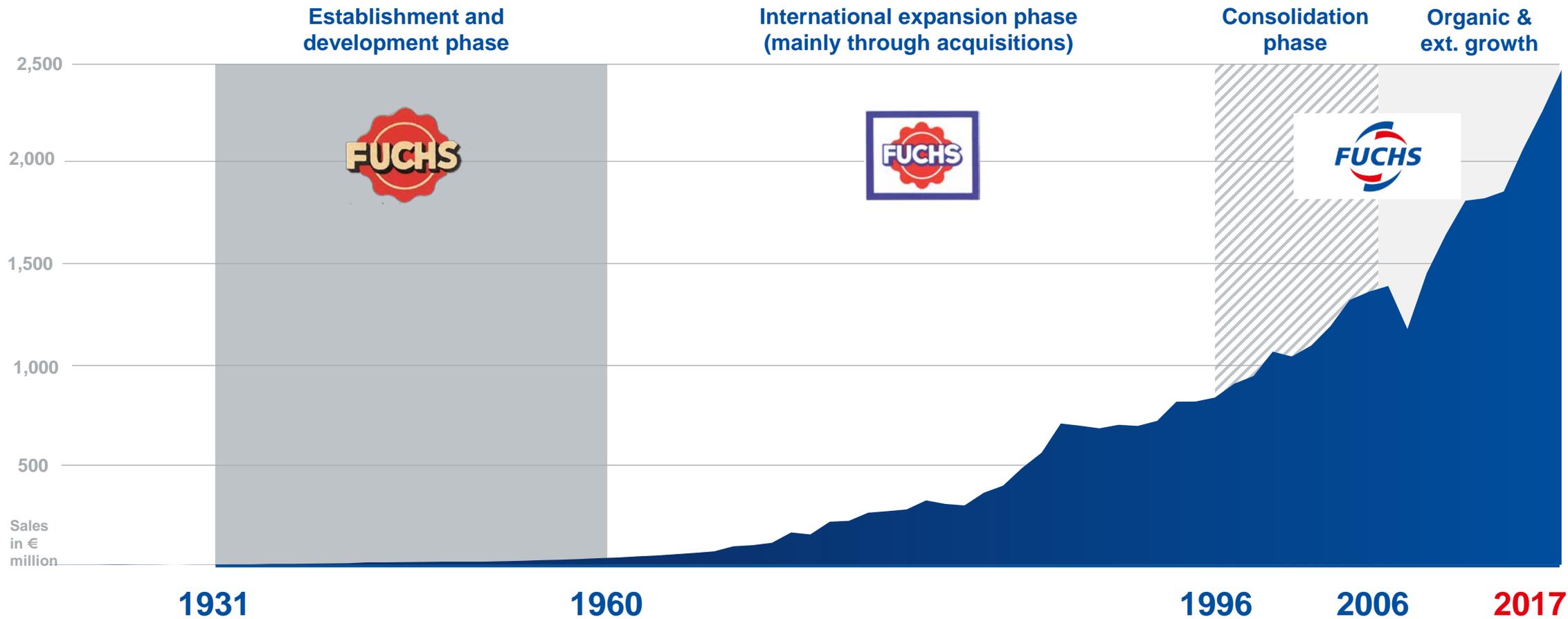
Our business model

Since 1931

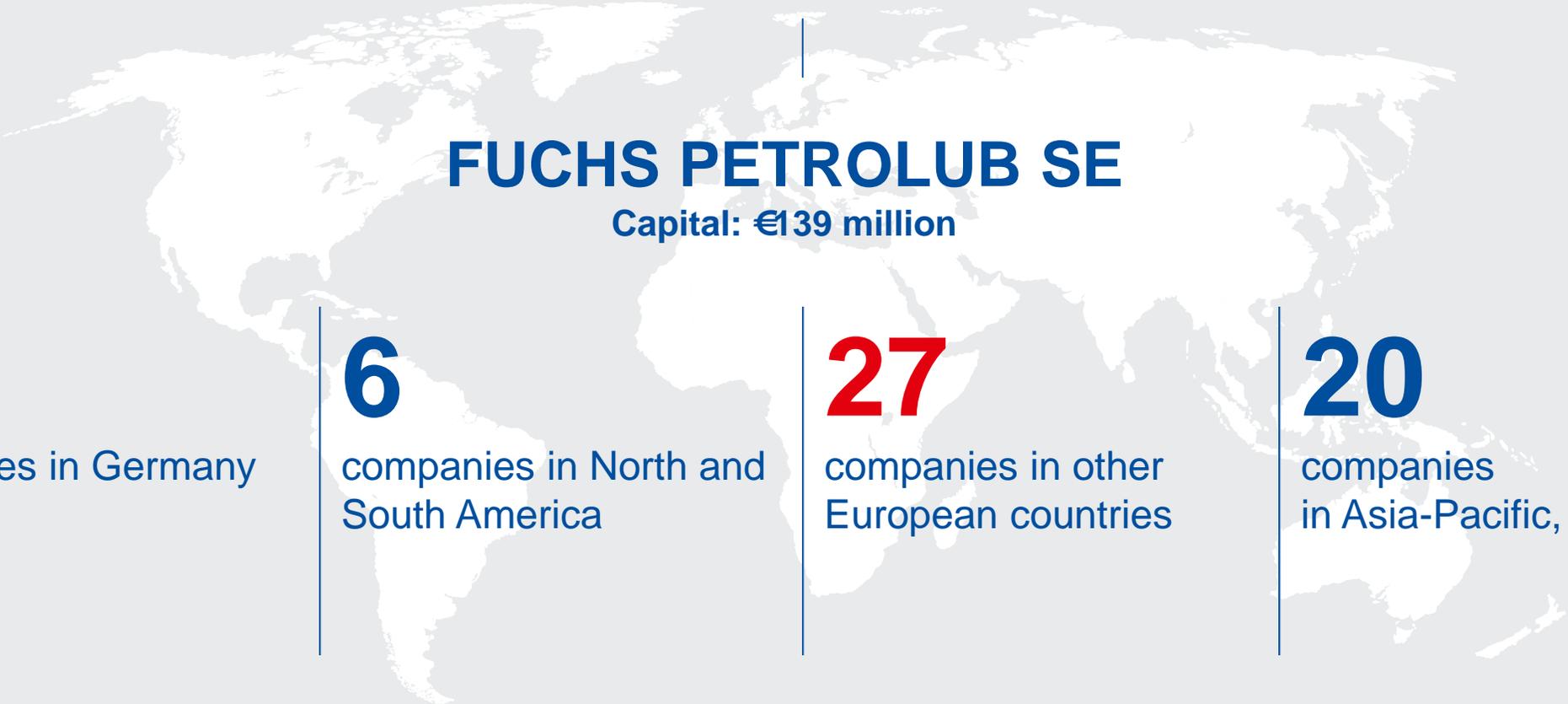


LUBRICANTS. 100% focus
TECHNOLOGY. Holistic solutions
PEOPLE. Personal commitment

Tradition and growth Since 1931



We are where our customers are
with 58 companies



FUCHS PETROLUB SE

Capital: €139 million

5

companies in Germany

6

companies in North and
South America

27

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
CEO, Corporate Development,
HR, PR, Americas



Dr. Lutz Lindemann
R&D, Technology, Supply Chain,
Sustainability, OEM, Mining



Dr. Timo Reister
Asia-Pacific / Africa



Dr. Ralph Rheinboldt
Europe, LUBRITECH, SAP/ERP Systems



Dagmar Steinert
CFO, Finance, Controlling, IR, Compliance,
Internal Audit, IT, Legal, Tax

Group Management Committee (GMC)

Stefan Knapp
Germany

Keith Brewer
North America

Reiner Schmidt
Finance

Carsten Meyer
OEM Division

Klaus Hartig
East Asia

Dagmar Steinert
CFO



Bernhard Biehl
LUBRITECH Division

Dr. Ralph Rheinboldt
Europe

Dr. Lutz Lindemann
CTO

Stefan Fuchs
CEO, Americas

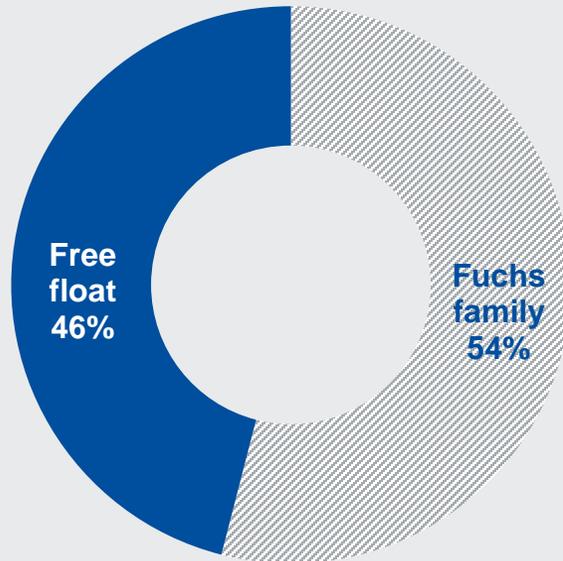
Alf Untersteller
Middle East & Africa
Mining Division

Dr. Timo Reister
Asia-Pacific, Africa

Shareholder structure

Allocation of ordinary and preference shares*

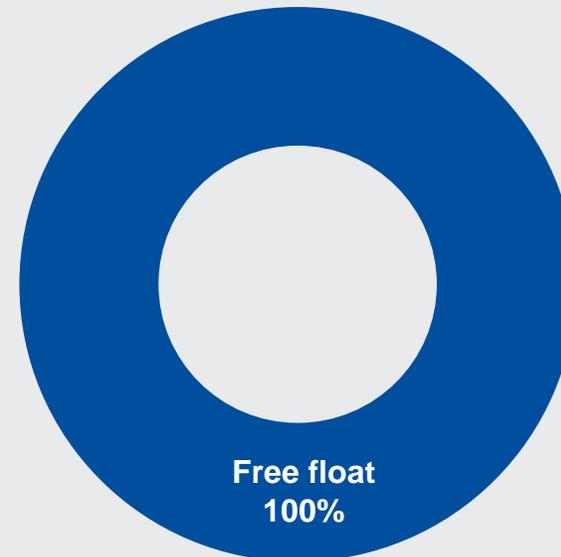
Ordinary shares



Basis: 69,500,000 ordinary shares

Preference shares

MDAX-listed



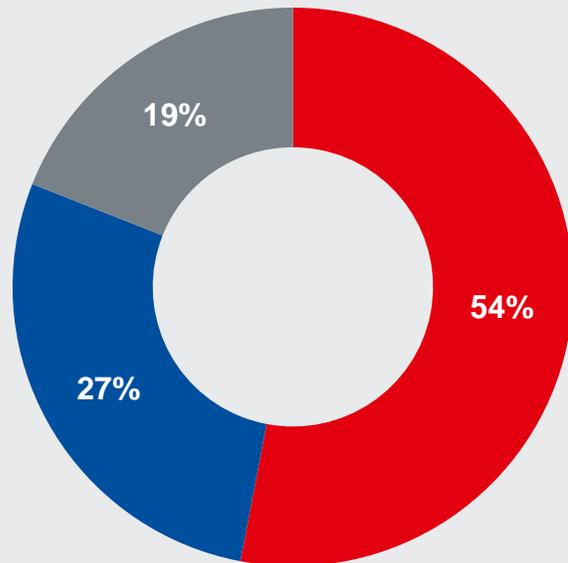
Basis: 69,500,000 preference shares

*Securities registered at the stock exchanges in Frankfurt and Stuttgart

World lubricant market 2017

Regional breakdown

36.1 million tons
total market volume



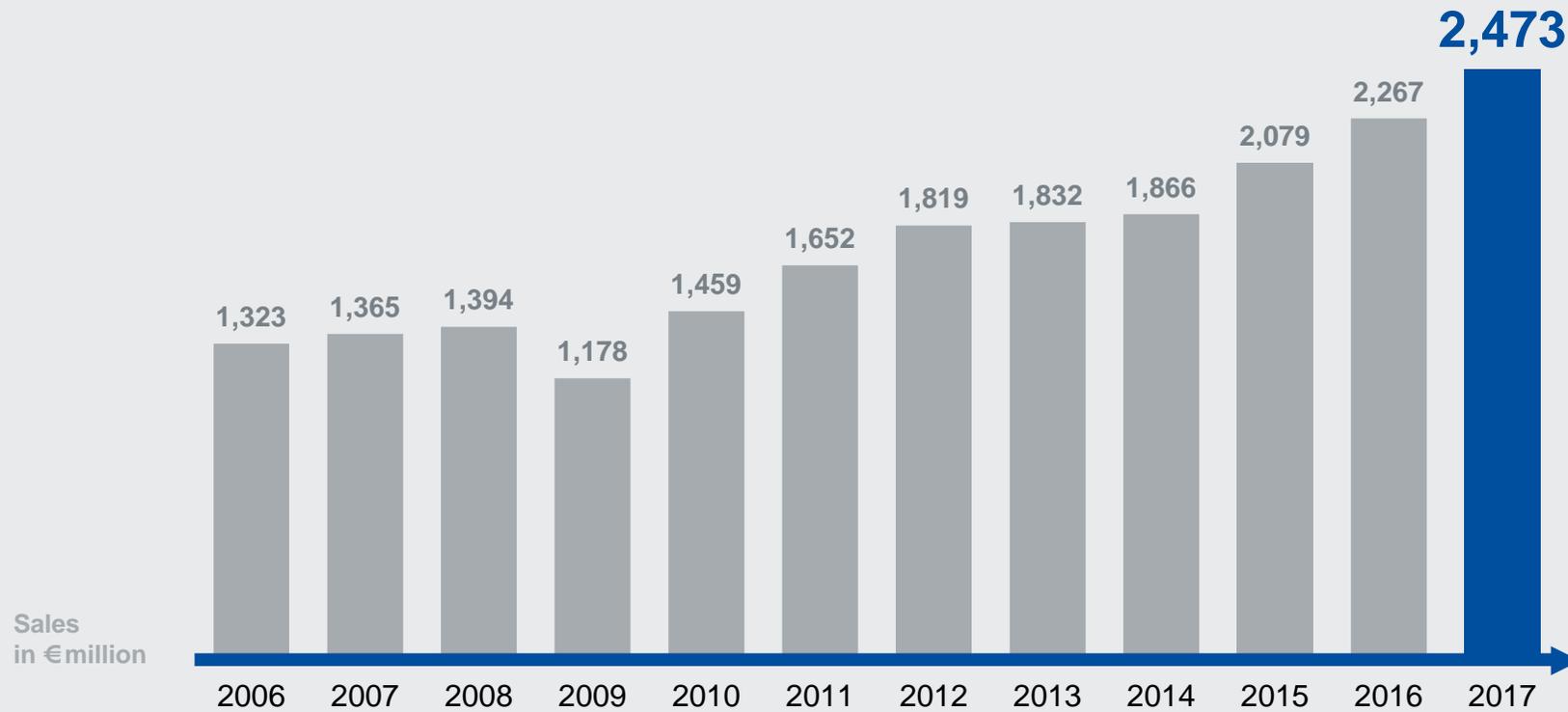
■ Asia-Pacific / Africa ■ North & South America
■ Europe

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.

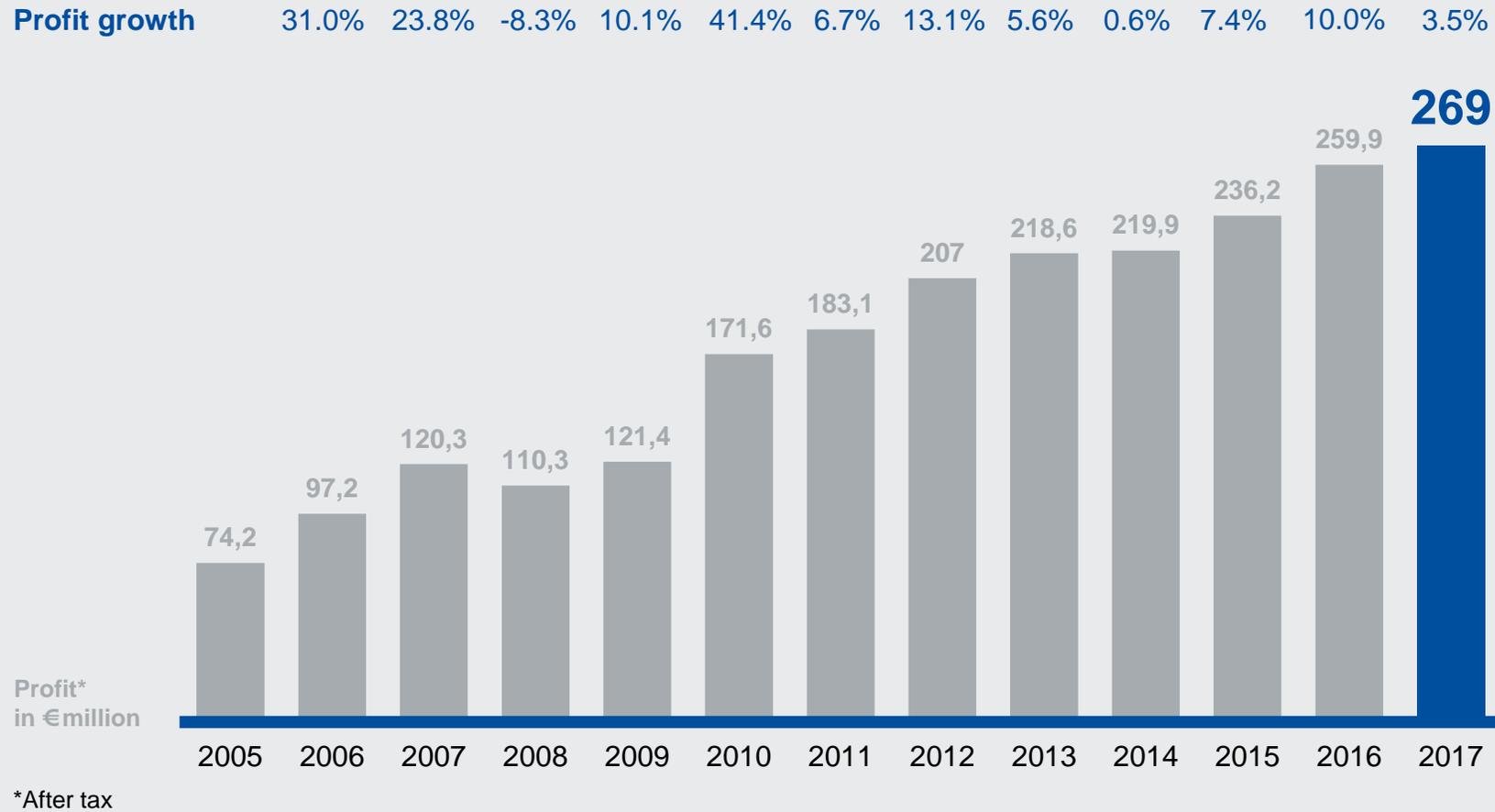
FUCHS in figures

Sales trends



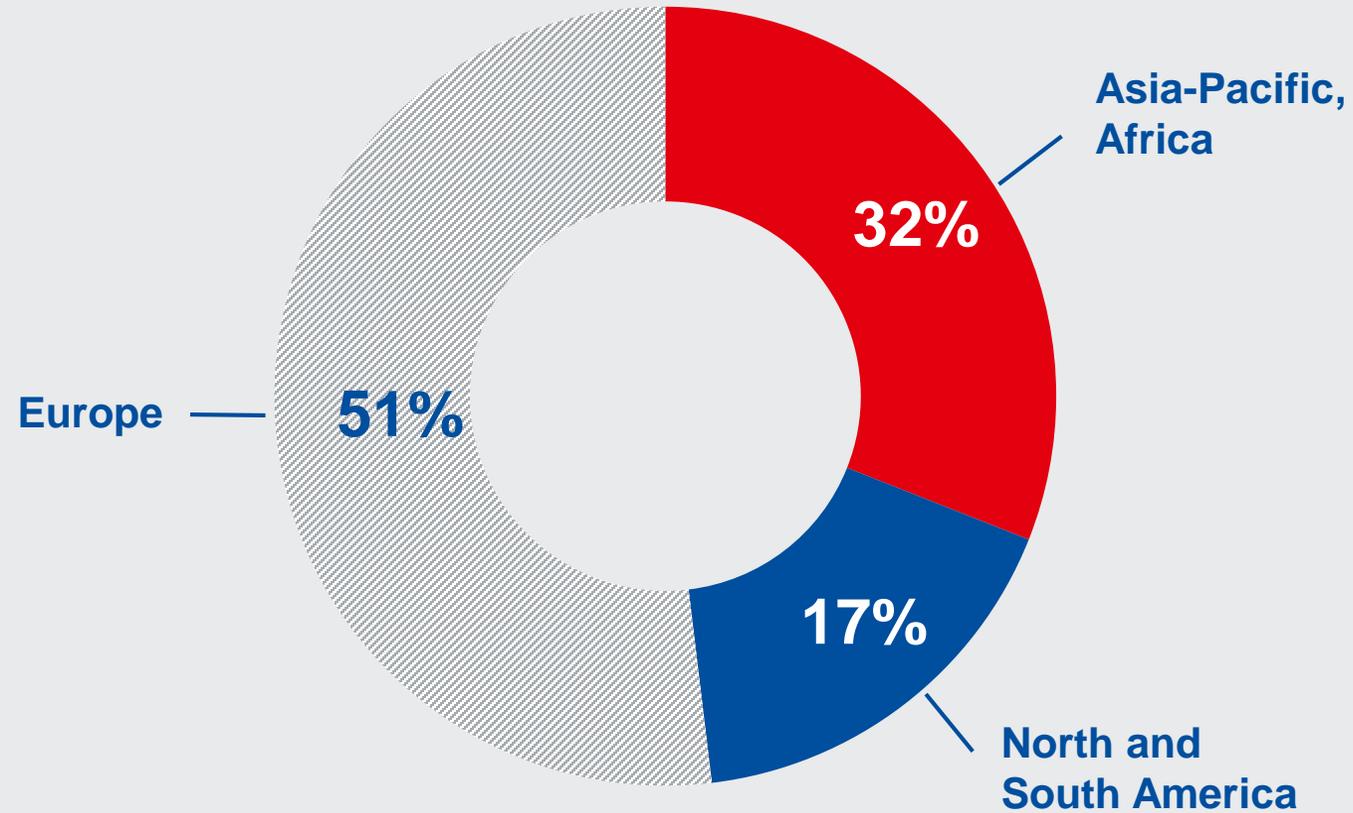
FUCHS in figures

Profit trends*



FUCHS in figures

Regional sales breakdown 2017*



*By customer location

02 Our business model
LUBRICANTS.TECHNOLOGY.PEOPLE.



LUBRICANTS.

100% focus on high-quality lubricants and related specialties



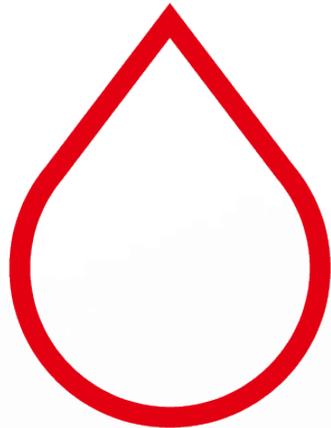
SI Analytics

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

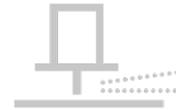


Automotive lubricants



- 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

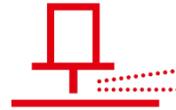
- Rapidly Biodegradable Lubricants
- Textile Oils
- Greases

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

487

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

Around **580**
R&D projects

€47
million
R&D budget

25
laboratory locations in 21 countries

PEOPLE.

Personal commitment based on
cooperation and trust



5,190 employees in over 45 countries

A common mission statement

Trust
Creating Value
Respect
Reliability
Integrity

LUBRICANTS.TECHNOLOGY.PEOPLE.

5,190 employees in over 45 countries
A common mission statement

Trust

Creating Value

Respect

Reliability

Integrity

Trust is the basis of our
self-understanding.



5,190 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.

5,190 employees in over 45 countries
A common mission statement

Trust
Creating Value
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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A common mission statement

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Respect
Reliability
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**

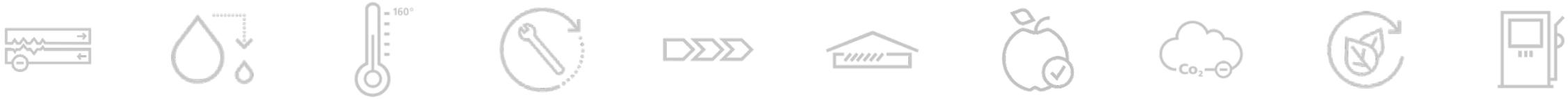
**Global talent
management concept**

03 Our promise
Technology that pays back



FUCHS lubricants

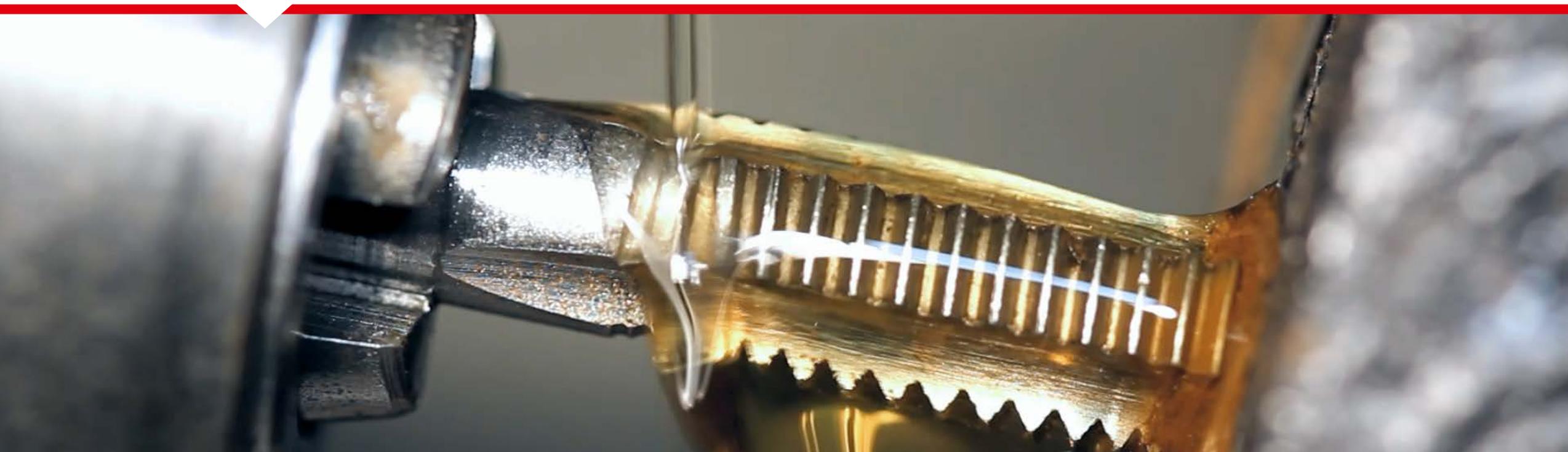
A full range to meet numerous requirements



Less wear



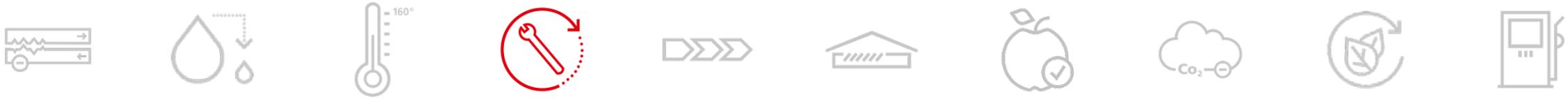
Reduction in oil consumption



High thermal load capacity



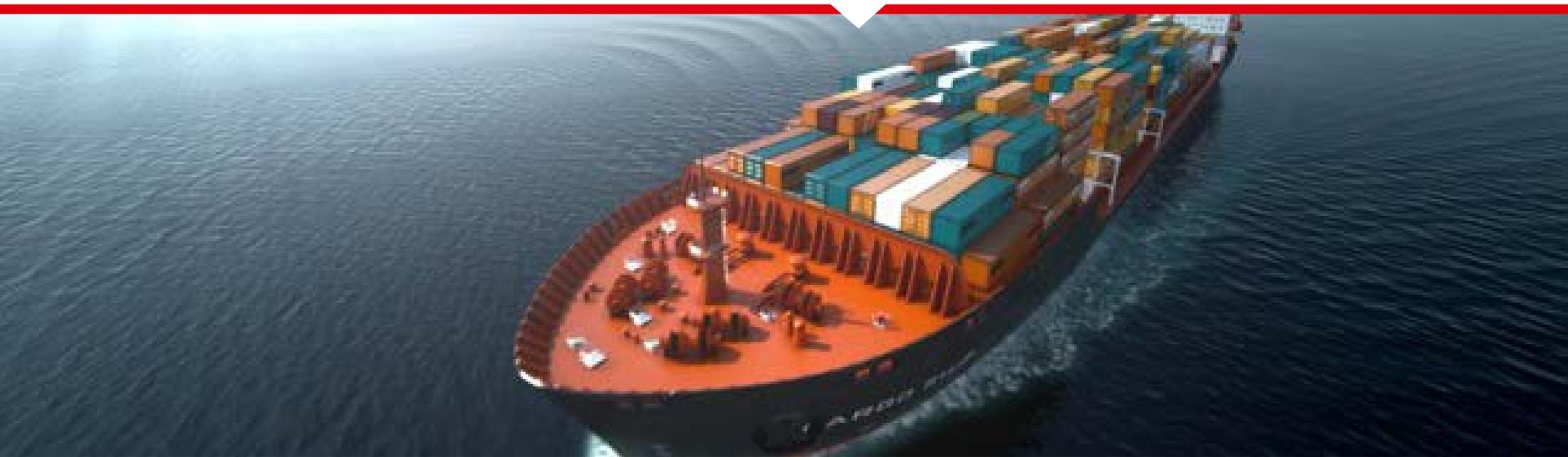
Low maintenance requirements



Process compatibility



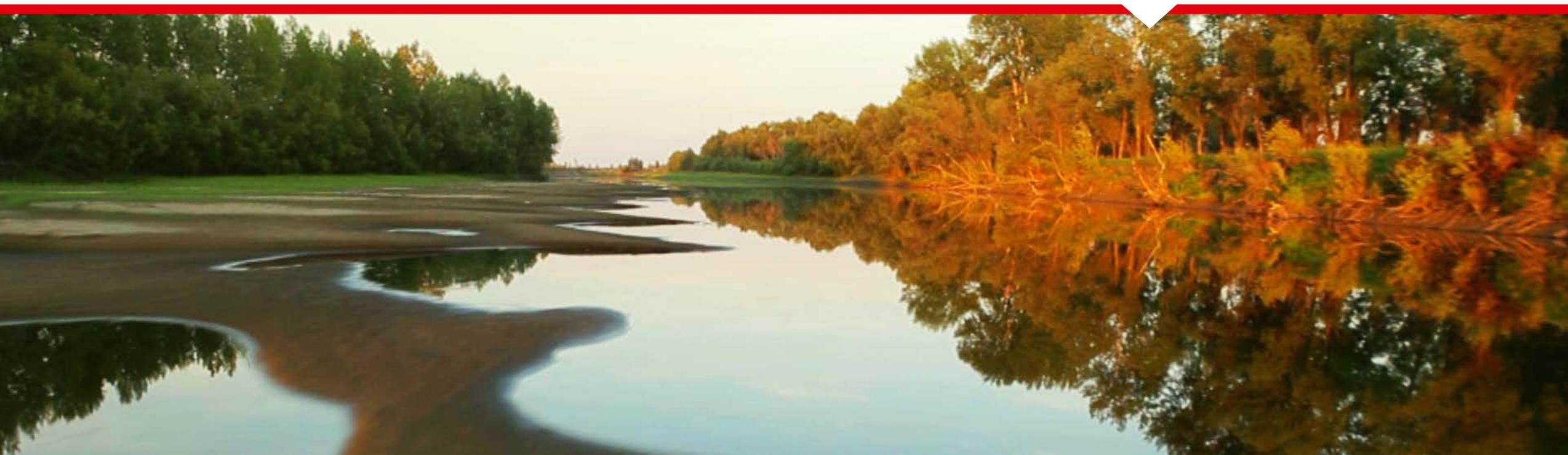
Corrosion protection



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.

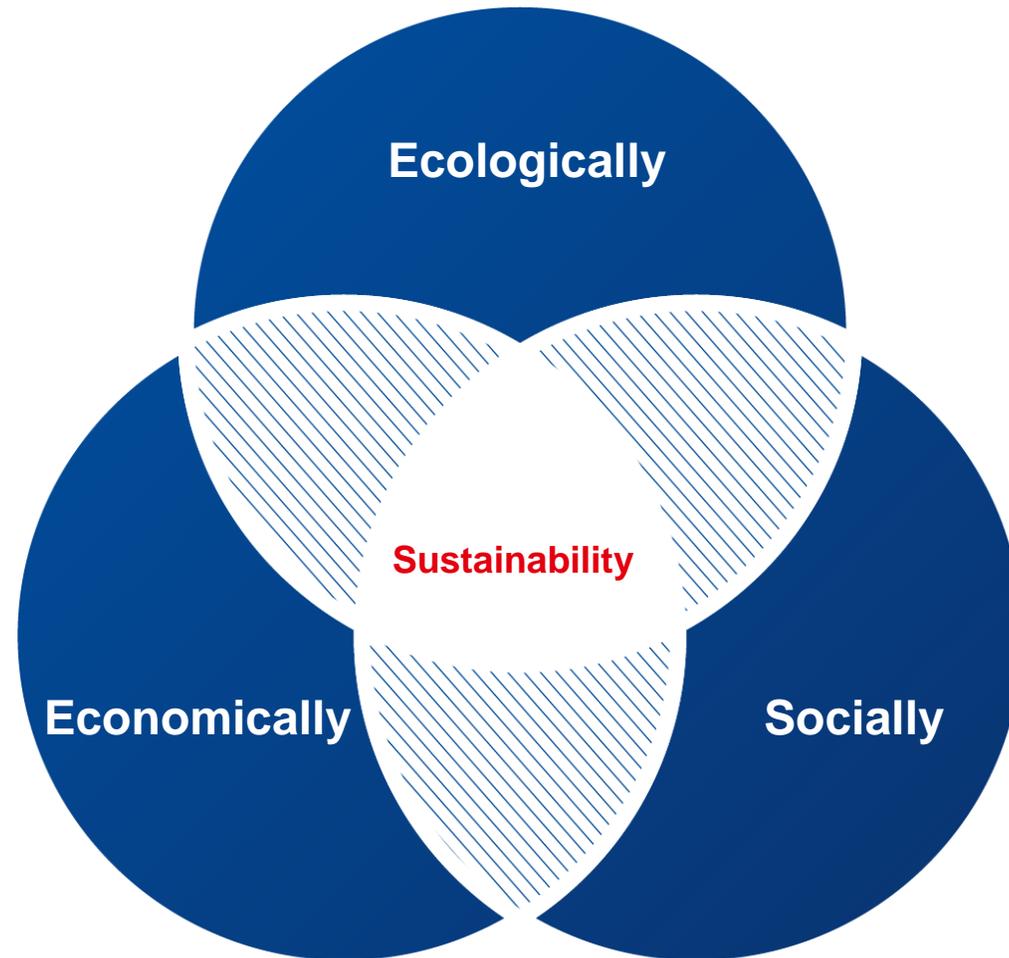
They stand for a promise:
Technology that pays back.

04 Our understanding of sustainability

Economic, ecological and social responsibility



We think and act ...

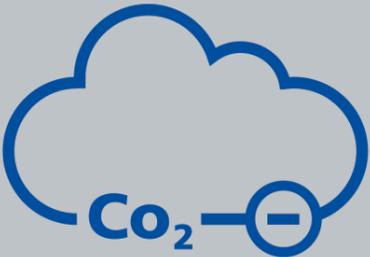


Ecological & economic Key figures



- 20%
Energy consumption
per ton produced*

€126 million
dividend paid out



- 35%
Energy related CO2
emissions
in kilograms
per ton
produced*

*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 **15 hours**
of further training per employee

05 Our motivation

The trust of our customers
and stakeholders



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



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



**Development partner &
idea generator**

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



Thank you very much for your attention.

