

FUCHS GROUP

A global Group with family roots

| 01.04.2017 | Mannheim



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Organization and management, facts and figures
- 02** | **Our business model**
LUBRICANTS.TECHNOLOGY.PEOPLE.
- 03** | **Our promise**
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- 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

No. 1
among the independent
suppliers of
lubricants

The Fuchs family
holds **54%** of
ordinary shares

More than **2** bn
euro sales in 2015

Almost **5,000**
employees

Preference share is
listed in the MDAX

57 companies
worldwide

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



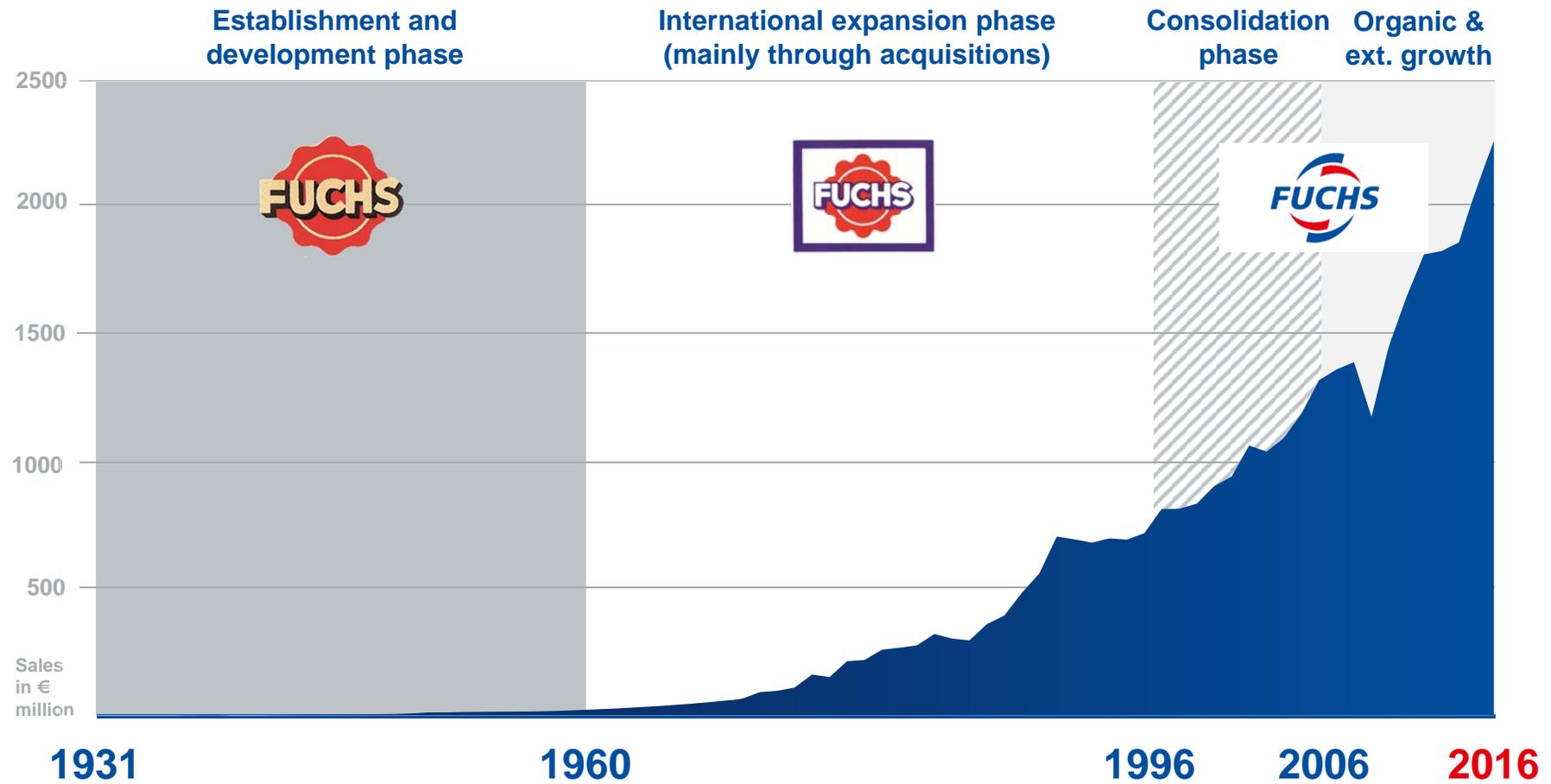
Our business model

Since 1931

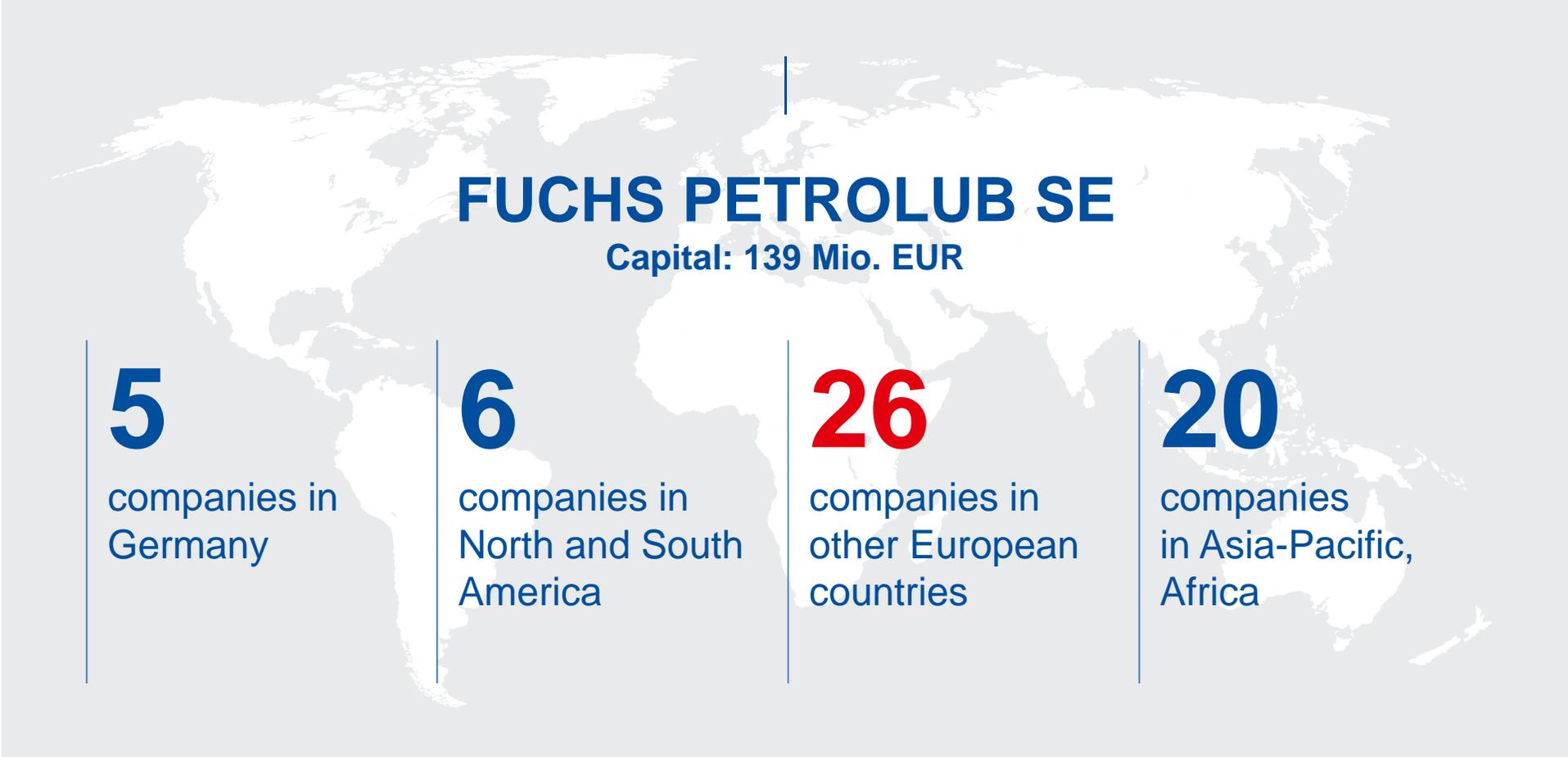


LUBRICANTS. 100% focus
TECHNOLOGY. Holistic solutions
PEOPLE. Personal commitment

Tradition and growth Since 1931



We are where our customers are
57 companies



FUCHS PETROLUB SE

Capital: 139 Mio. EUR

5

companies in
Germany

6

companies in
North and South
America

26

companies in
other European
countries

20

companies
in Asia-Pacific,
Africa

We are where our customers are
34 production plants in more than 45 countries



Management Executive Board



Stefan Fuchs
Chairman of the Board since 2004



Dr. Lutz Lindemann
Since 2009



Dr. Timo Reister
Since 2016



Dr. Ralph Rheinboldt
Since 2009



Dagmar Steinert
Since 2016

Group Management Committee (GMC)



Stefan Knapp
Germany

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

Bernhard Biehl
LUBRITECH Division

Reiner Schmidt
Finance

Carsten Meyer
OEM Division

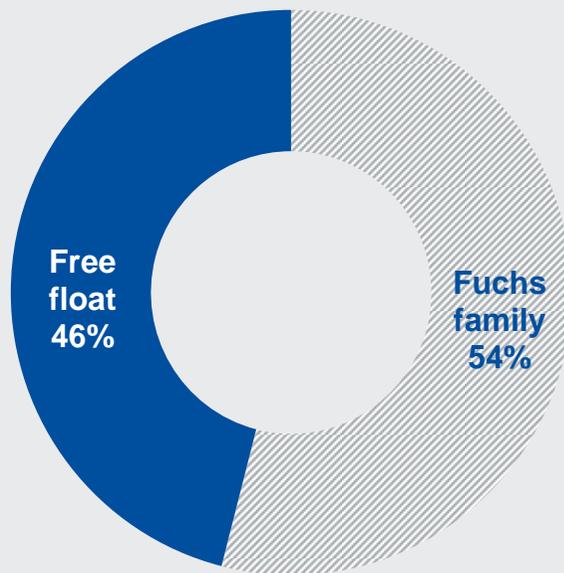
Klaus Hartig
East Asia

Dagmar Steinert
CFO

Shareholder structure

Allocation of ordinary and preference shares*

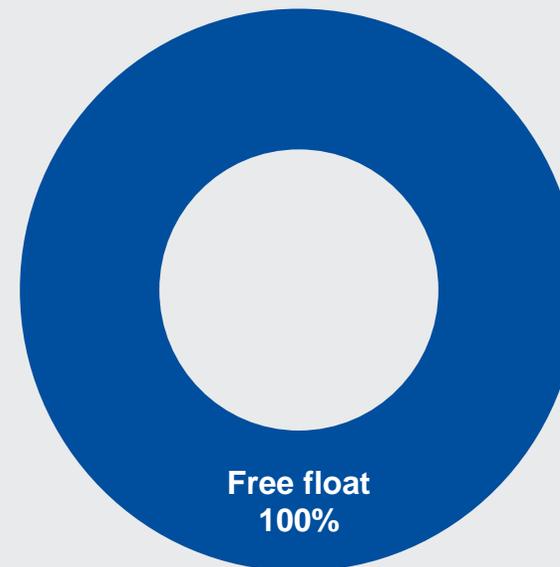
Ordinary shares



Basis: 69,500,000 ordinary shares

Preference shares

MDAX-listed



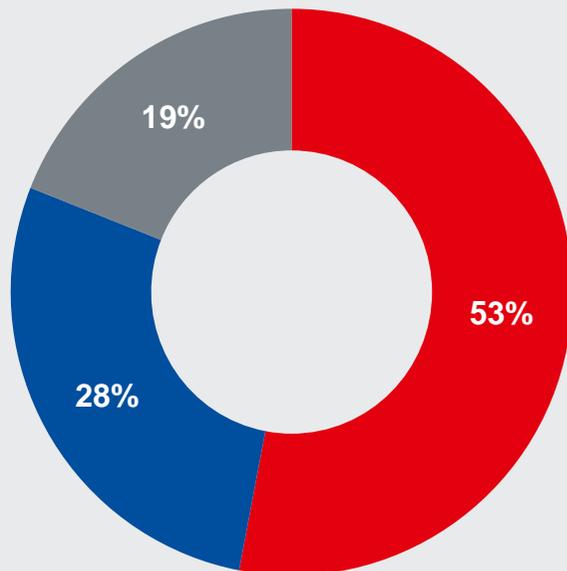
Basis: 69,500,000 preference shares

*Securities registered at the stock exchanges in Frankfurt and Stuttgart

World lubricant market 2016

Regional breakdown

35.7 million tons
total market volume



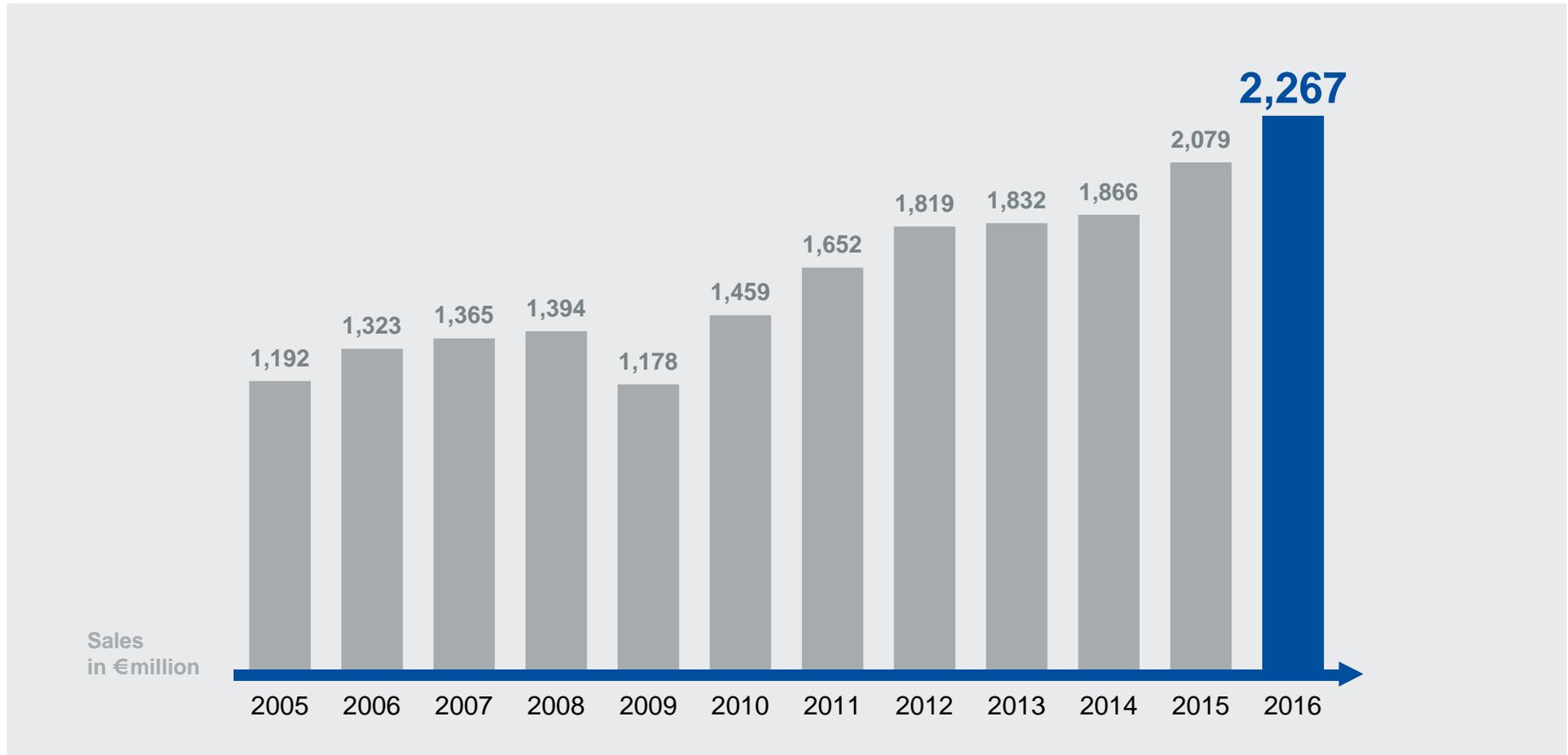
■ Asia-Pacific/Africa ■ North- & South America
■ Europe

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.

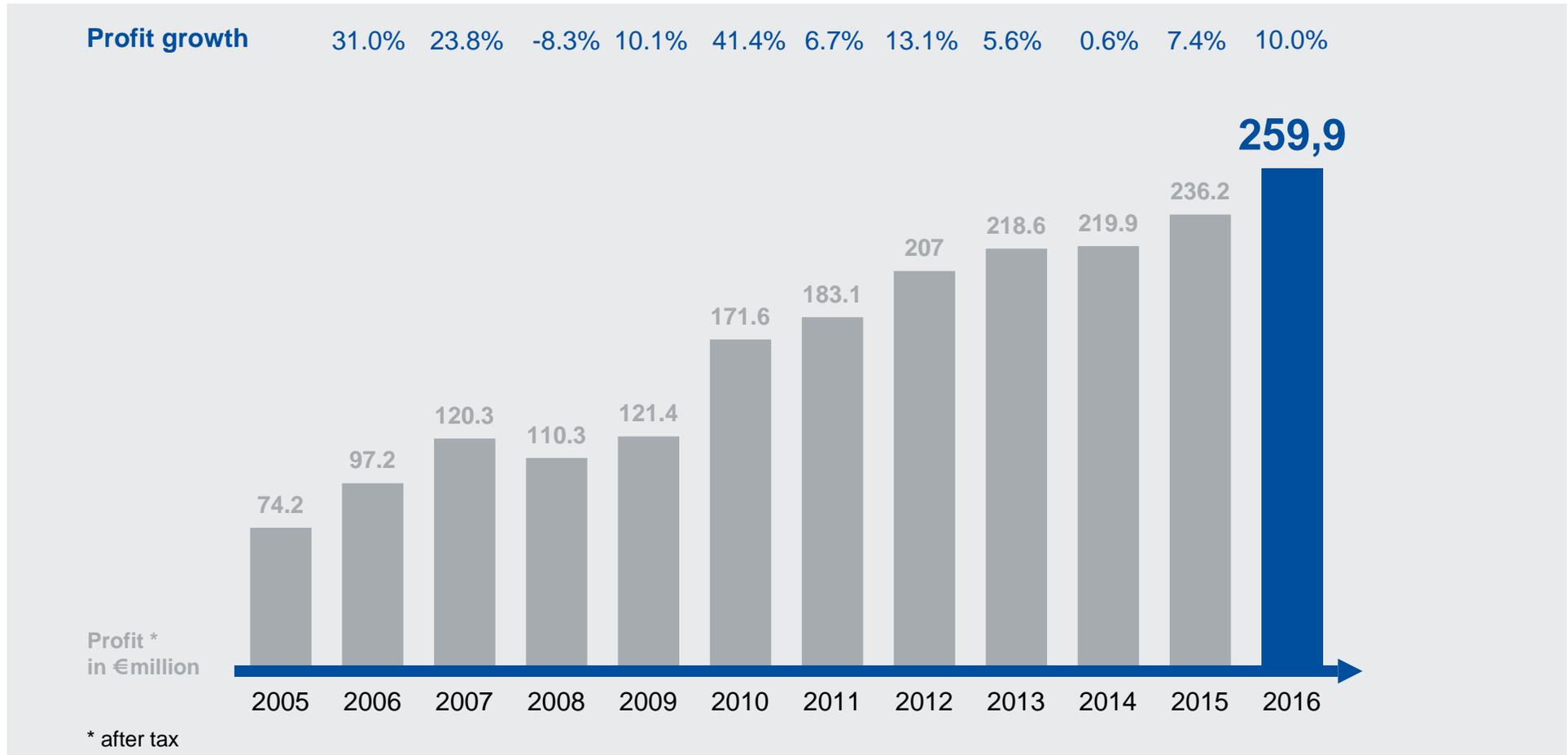
FUCHS in figures

Sales trends



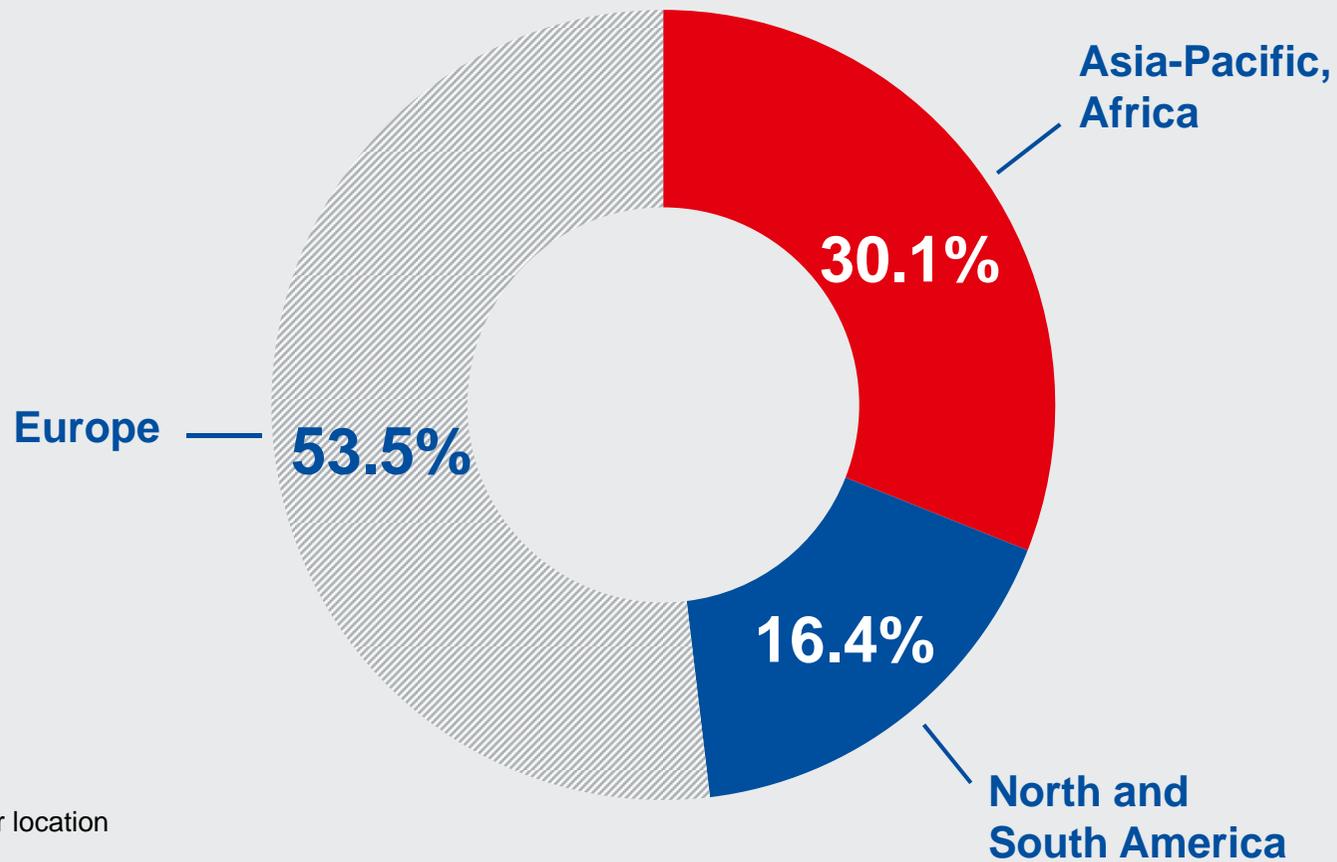
FUCHS in figures

Profit trends*



FUCHS in figures

Regional sales breakdown 2016*



*By customer location



02 Our business model
LUBRICANTS.TECHNOLOGY.PEOPLE.



LUBRICANTS.

100% focus on high-quality lubricants and related specialties



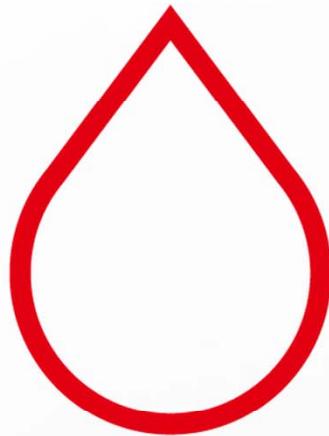
SI Analytics

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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

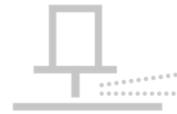
Others

Our six product categories

Over 10,000 products



Automotive lubricants



- Engine oils
- Gear oils
- Shock absorber fluids
- Hydraulic oils
- Greases
- Motorcycle lubricants
- Lubricants for agricultural machinery
- Service fluids
- Biodegradable lubricants

Industrial lubricants



- Hydraulic oils
- Compressor oils
- Slide way oils
- Gear oils
- Turbine oils
- Machine oils
- Cylinder oils
- Transformer oils
- Tacky oils
- Heat transfer oils
- General lubricating oils
- Refrigerator oils
- Biodegradable oils
- Textile oils
- Greases

Lubricating greases



- **Multi-purpose / Longlife greases**
- **Greases for plain and roller bearings**
- **Wheel bearing greases**
- **Gear box**
- **Food grade greases**
- **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. biodegradable fluids)
- Forming lubricants
- Corrosion preventives
- Cleaners
- Quenching fluids
- Minimal quantity lubrication (MQL) products

Special application lubricants



- Open gear lubricants
- Hot metal forming lubricants
- Food grade lubricants
- Glass lubricants
- Dry coating lubricants
- Concrete release agents
- Chain oils
- Windpower lubricants
- Other specialties
- Greases

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

436

engineers and
scientists in R&D worldwide

Over **600**
R&D projects

44
€ million
R&D budget

25
laboratory locations in 21 countries

PEOPLE.

Personal commitment based on
cooperation and trust



4,898 employees in over 40 countries

A common mission statement

Trust
Creating Value
Respect
Reliability
Integrity

LUBRICANTS.TECHNOLOGY.PEOPLE.

4,898 employees in over 40 countries

A common mission statement

Trust

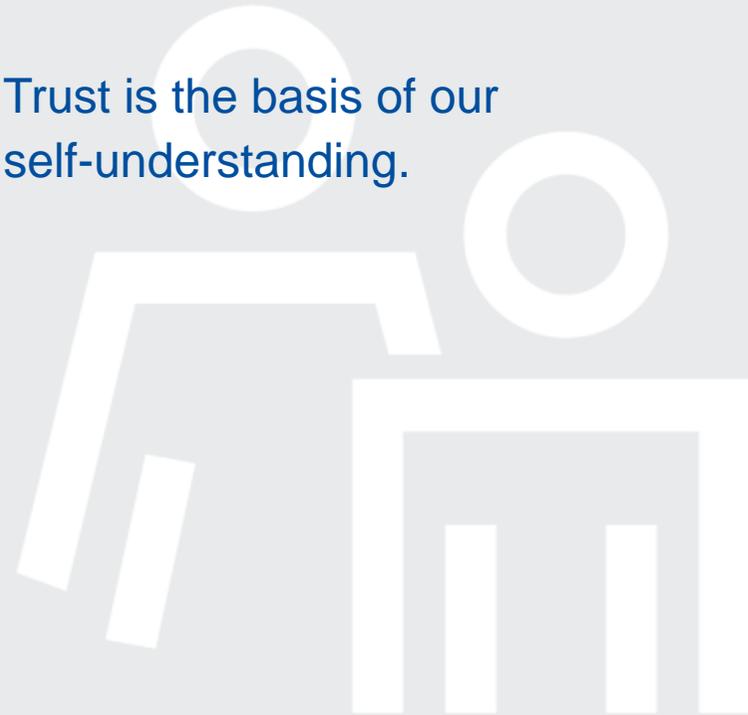
Creating Value

Respect

Reliability

Integrity

Trust is the basis of our
self-understanding.



4,898 employees in over 40 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.

4,898 employees in over 40 countries

A common mission statement

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

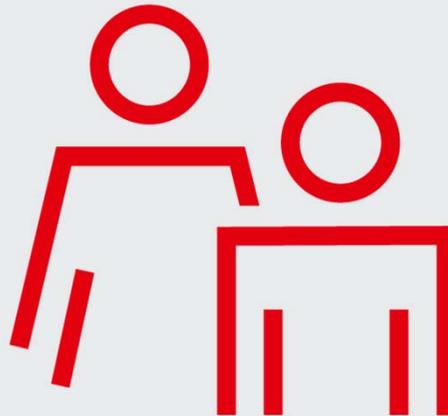


We promote personal commitment

**20% 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

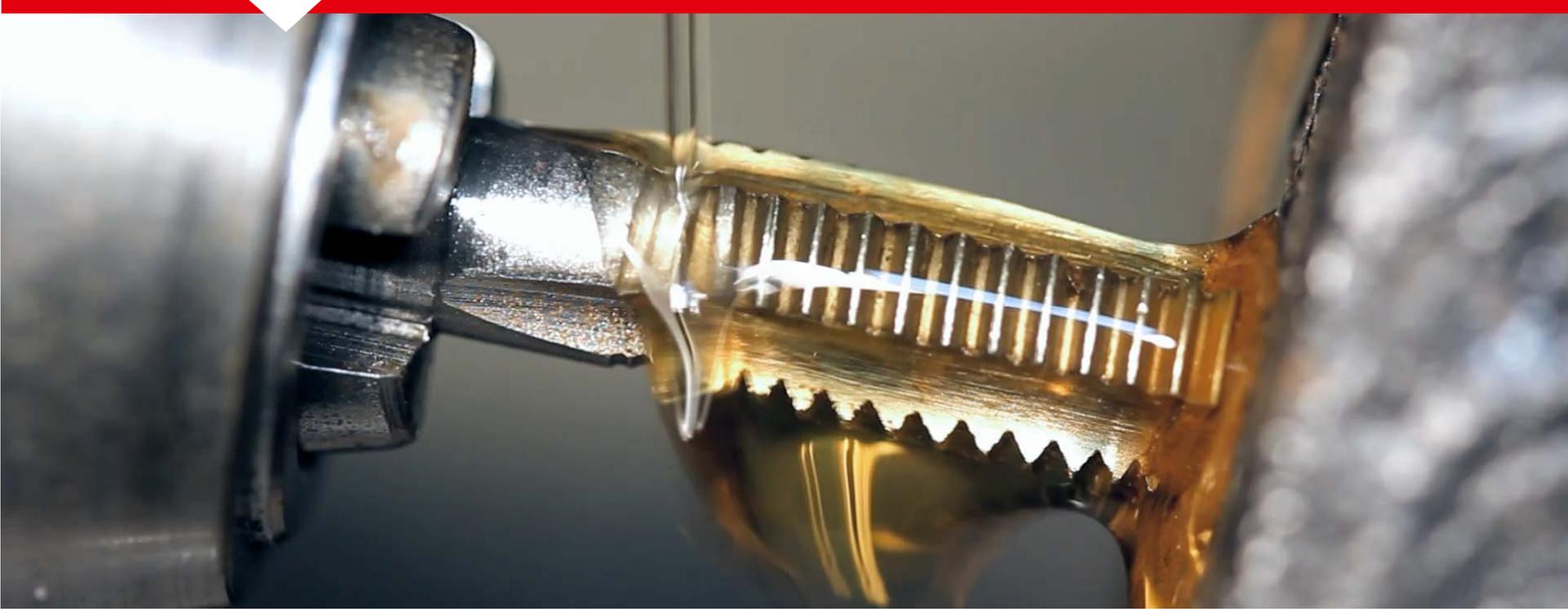
A full range to meet numerous requirements



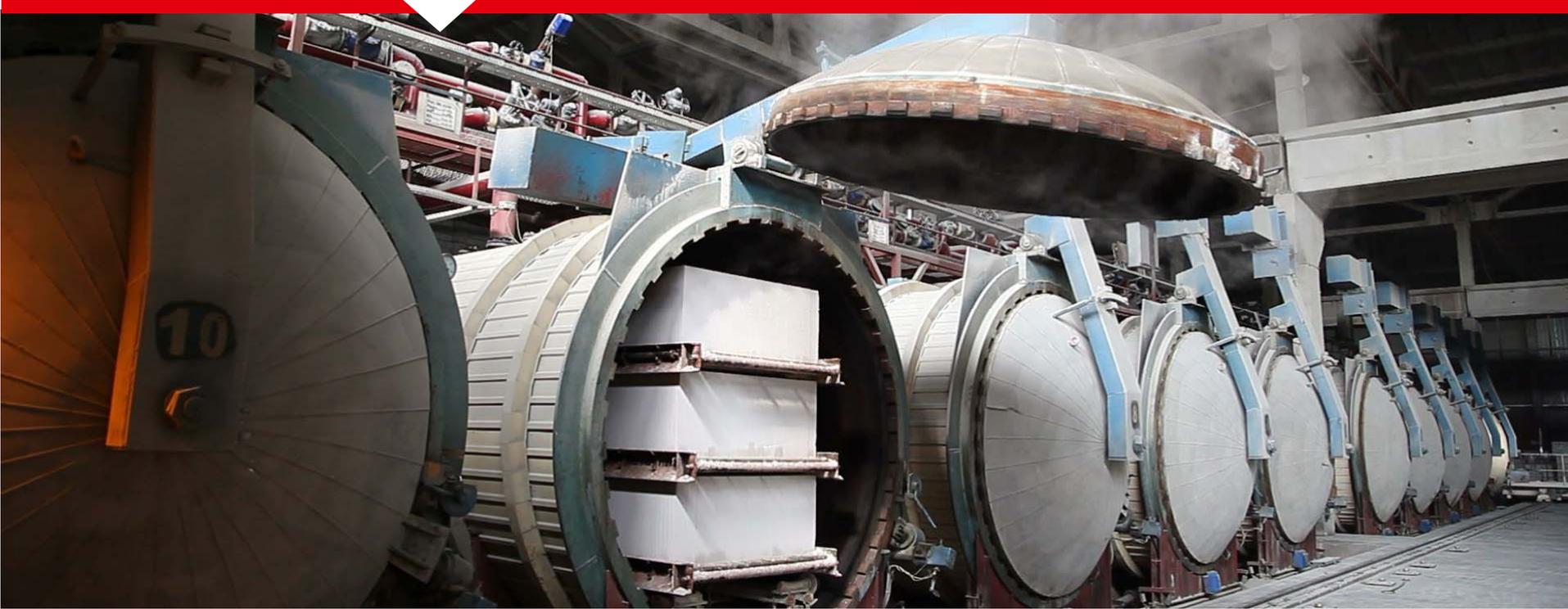
Less wear



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



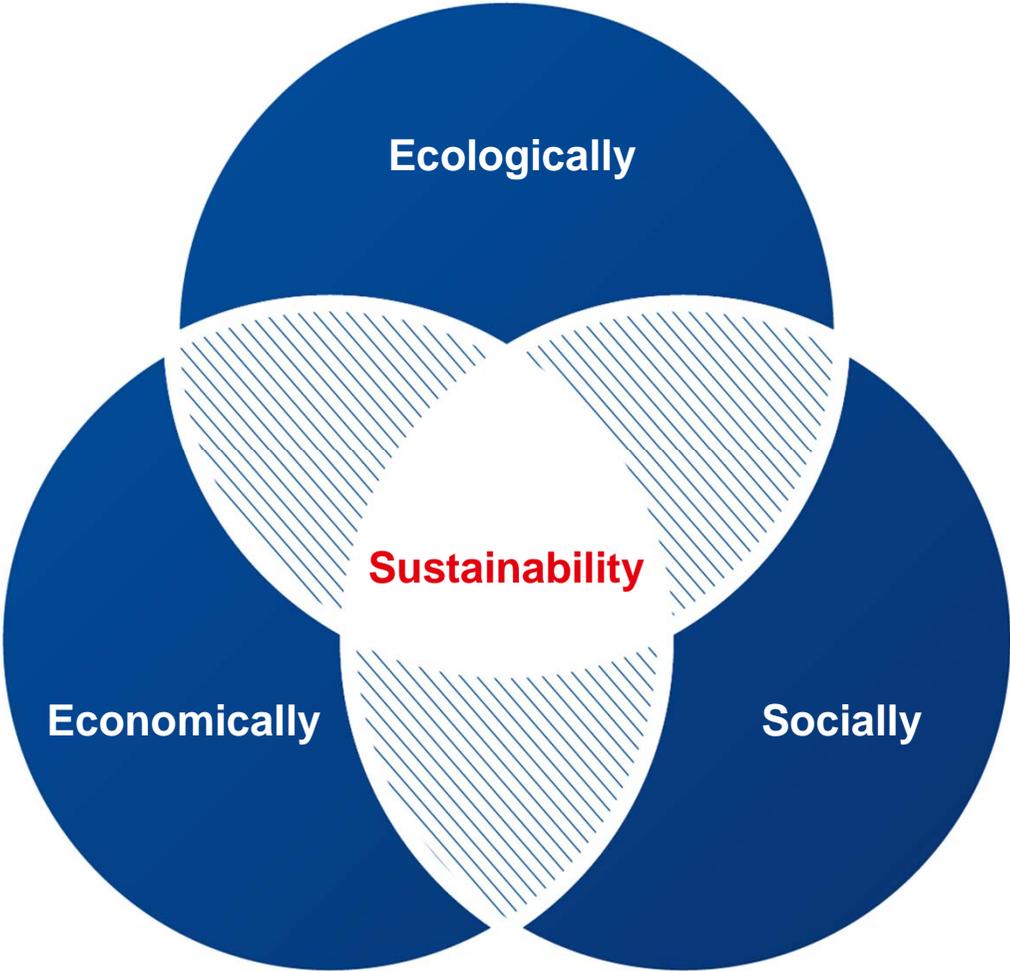
FUCHS lubricants stand for performance and sustainability, for reliability and safety, for efficiency and cost savings.

They stand for a promise:
Technology that pays back.

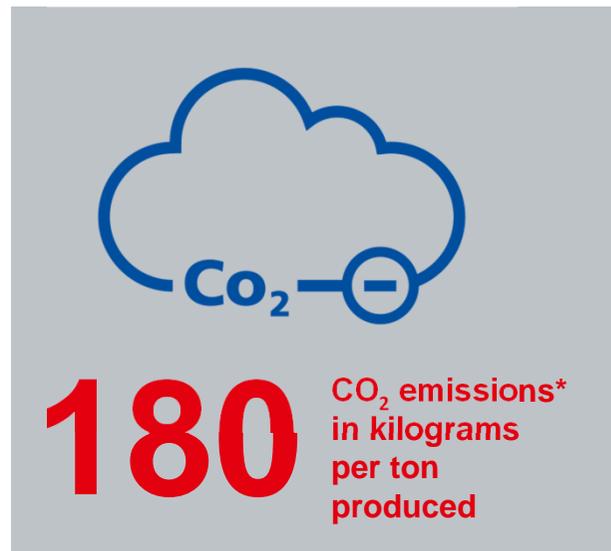
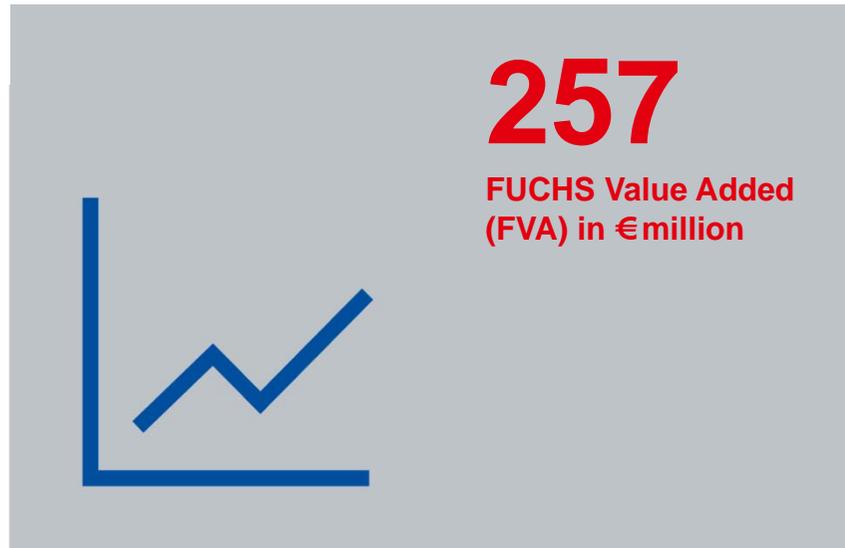
04 Our understanding of sustainability
Economic, ecological and social
responsibility



We think and act ...



Ecological & economic Key figures



*direct and selected indirect emissions

Social Key figures

Average period of **10 years**
of employment



20%

women in executive positions



43

Average age of
employees

Average of **17 hours**
of further training per employee

05 Our motivation

The trust of our customers
and stakeholders

LUBRICANTS.
TECHNOLOGY.
PEOPLE.



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



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



For our customers and stakeholders
we are ...



**Thank you very much
for your attention.**

