

福斯介绍 FUCHS Introduction

| August 2023 | 中国 CHINA



MOVING YOUR WORLD



Agenda

1. 福斯集团概况 **FUCHS Group Overview**
2. 福斯在中国 **FUCHS in China**
3. 福斯与您同行致远 **FUCHS is Moving Your World**

福斯集团历史

History of FUCHS group

谦逊的创始人 A modest founder
在德国曼海姆创立了“RUDOLF FUCHS”公司。
Foundation of the company "RUDOLF FUCHS" in Mannheim.



1931



艰难岁月 Difficult years
开拓新产品线：工业用油。
Expansion to a new product category: industrial oils.

1939 – 1945

开创新纪元 Start of a new era
Manfred Fuchs先生接手家族事业，并推动福斯发展成为全球集团。
Manfred Fuchs took on responsibility for the family business and was to realize his vision of transforming the company into a global player.



1963



福斯成功上市 FUCHS launched on the stock exchange
为了在财务方面获得足够的发展支持，福斯家族决定将公司上市。目前，福斯公司是德国中型企业股指中最具价值及最成功的股票之一。
In order to financially underpin the numerous expansions, the Fuchs family decided to float the company on the stock exchange. FUCHS is now one of the most valuable and successful stocks on the MDAX.

1985

富有远见的投资 Visionary investments
为确保公司未来健康、可持续发展，福斯启动了集团历史上最大的投资项目。
In order to continue to grow profitably and sustainably in the future, FUCHS launched the largest global investment program in its history.



2016

1931 – 1939



从单纯销售到自主生产
From sales to manufacturing
不断发展，开启自主生产。
Growth and start of the company's own production.

1946

聚焦发展 Development in focus
从聘用第一位化学师开始，到如今发展为全球遍布研发专家体系。
Hiring the first chemist set the course for the establishment of our worldwide network of experts.



1968



更贴近用户 Closer to the customer
国际化扩张路线引领福斯在欧洲及以外区域快速发展。现如今，福斯公司遍布全球50多个国家。
International expansion developed rapidly and FUCHS established itself inside and outside Europe. Today, FUCHS can be found in over 50 countries around the globe.

2004

福斯家族第三代 The next generation
Stefan Fuchs 先生作为家族第三代接手福斯集团。
With Stefan Fuchs, the third generation of the family took over the leadership of the Group.



2018 - 2025



开启新征程 Start of a new journey
启动福斯2025战略。目标：成为首选——包括我们的客户、商业合作伙伴、投资者及未来员工。
Launch of the FUCHS2025 initiative. The goal: 'Being First Choice' – for our customers, business partners, investors, future employees.

福斯集团稳步发展的历程

A steady history of growth for FUCHS group

创立超

90年

家族企业

Founded over 90 years
ago as a family
business

57家

公司遍布全球
57 companies
worldwide

全产品线超

10,000种

产品

Complete range of over
10,000 products

超34亿

欧元营收

More than 3400
million € in revenue

福斯家族持股

55%

The Fuchs family
holds 55% of common
stock

6,104名

员工

6,104 employees

福斯集团的研发能力

R&D capabilities of FUCHS group

全球研发工程师及科学家
Engineers and scientists in
R&D worldwide

576

超 600

研发项目
Over 600 R&D projects

6.9 千万

欧元集团研发投入
69 million € R&D expenses
across the entire group

实验室分布

24 国家

Labs in 24 countries

无论在世界何地 No matter where in the world
我们都与客户建立紧密合作关系
We're extremely close to our customers





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MOVING YOUR WORLD

福斯在中国

FUCHS in China



营口福斯油品有限公司成立
FUCHS Yinkou established



成立德国福斯油品集团福斯中国（营口、上海统一）
FUCHS Yinkou and Shanghai integrated into FUCHS CHINA



“上海福斯”变更为“福斯润滑油（中国）有限公司”
FUCHS Shanghai transferred to FUCHS Lubricants (China) Ltd.



福斯润滑油（苏州）有限公司成立
FUCHS lubricant (Suzhou) Ltd. established

1988

2000

2008

2019

1996

上海福斯油品有限公司成立
FUCHS Shanghai established



2004

德国福斯集团收购合肥合资公司，将其并入福斯中国（上海、营口、合肥统一）
FUCHS Hefei merged into FUCHS CHINA



2013

营口新工厂落成
Yinkou New Plant Inauguration



2020

亚太技术中心落成
Asia Pacific Technology Center Inauguration



福斯中国上海总部 HQ of FUCHS China

研发中心 Tech Center
供应链管理 Supply Chain

销售管理 Sales
采购管理 Procurement

PM&AE

人力资源 HR
财务管理 Finance Control

质量管理部 QA
市场部 Marketing

FUCHS LUBRICANTS (CHINA) LTD.
福斯润滑油(中国)有限公司

福斯中国为集团三大研发中心之一

FUCHS China is one of the three tech hubs

FUCHS hub.
@ Germany



FUCHS hub.
@ China

FUCHS hub.
@ U.S.A.

福斯亚太技术中心

FUCHS Asia Pacific Technology Center



跨国研发中心
Certified International R&D Center



ISO / IEC
17025

福斯中国面向应用的研发体系

FUCHS China application-oriented R&D

42位研发工程师和科研人员
42 R&D Engineers and Researchers

研发 R&D

分析测试服务 Analysis and Test Service

性能测试服务 Performance Test Service

质量控制 Quality Control

产品安全 Product Safety

200+
研发项目 R&D Projects

以客户为中心的创新理念
Customer Centered
Innovation Concept

亚太技术研发中心
Asia Pacific Technology Center



数据统计至2023年5月31日 As of May 31, 2023

福斯中国智能制造——苏州工厂

FUCHS China Smart Manufacturing: Suzhou Plant

苏州工厂 Suzhou Plant

2019年苏州新工厂正式投产

Suzhou Plant and Facility started production in 2019

占地 **120,000** 平方米

一期年产能 **10** 万

120,000m² with 100,000MT Phase I annual capacity

74 个基础油罐

74 Base Oil Tanks

42 台调油罐

42 Blenders

11 条高速灌装线灌装

11 high speed filling lines

主要产品：车用油、工业油、防锈油、特种油、金属加工油/液、轧制液、特种脱模剂、食品级润滑油及涂层

Main products: automotive lubricants, industrial lubricants, anti-corrosion oil, specialty lubricants, metal working oil/fluid, rolling oil, hot forming lubricants, food grade fluid and coatings

ISO9001/IATF16949/ISO14001/ISO45001 管理体系认证/可信信息安全评估交换**TISAX**标签

ISO9001/IATF16949/ISO14001/ISO45001/TISAX (Trusted Information Security Assessment Exchange) Label

ISO21469/HALAL&BPJPH 哈拉认证/**KOSHER** 犹太认证

ISO21469/HALAL&BPJPH/KOSHER Certificates

煤安标认可

MA Certificate

上汽大众**A**级供应商，奇瑞**A**级供应商，英格索兰质量奖等荣誉

SAIC-VW Grade A Supplier, Chery Grade A Supplier, Ingersoll Rand Quality Reward etc.



福斯中国智能制造——苏州工厂

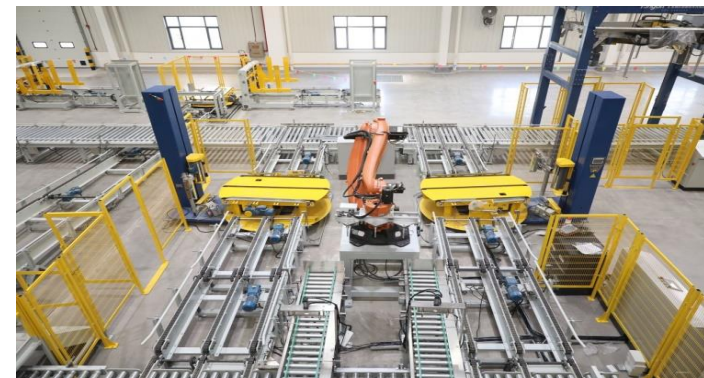
FUCHS China Smart Manufacturing: Suzhou Plant



罐区 Tank Farm



调和车间 Blending Workshop



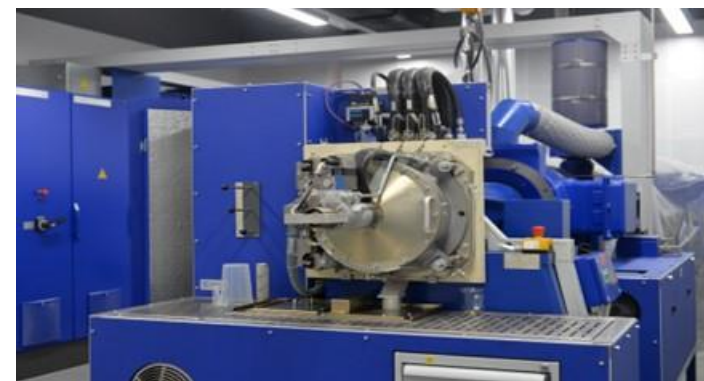
包装车间 Filling Workshop



高位智能立体仓库 ASRS



实验室 Lab



台架设备 GK Test Machine

福斯中国智能制造——营口工厂

FUCHS China Smart Manufacturing: Yingkou Plant

营口工厂 Yingkou Plant

占地 **140,000** 平方米
140,000 m²

一期润滑油年产能 **10** 万吨
100,000T Phase I Oil annual capacity

一期润滑脂年产能 **8,000** 吨
8,000T Phase I Grease annual capacity

二期在建高性能润滑脂年产能 **4,000** 吨
4,000T Phase II Flexi-plant annual capacity

2014年营口新工厂正式投产
Yingkou Plant and Facility start production in 2014

62 个基础油罐
62 Base Oil Tanks

22 台调油罐
22 Blenders

1 套润滑脂中试设备
1 Grease Pilot Plant

8 套润滑脂生产设备
8 Grease Production Equipment



主要产品：车用油、工业油、防锈油、矿山油、金属加工油/液及高性能润滑脂

Main products: automotive lubricants, industrial lubricants, anti-corrosion oil, mining oil, metal working oil/fluid and high-performance greases

ISO9001/IATF16949/ISO14001/ISO45001 管理体系认证/可信信息安全评估交换**TISAX**标签

ISO9001/IATF16949/ISO14001/ISO45001/TISAX (Trusted Information Security Assessment Exchange) Label

煤安标认可
MA Certificate

一汽大众**A**级供应商，戴姆勒审核润滑油行业最高分等荣誉

FAW-VW Grade A Supplier, the highest scores from Daimler audit etc.

福斯中国智能制造——营口工厂

FUCHS China Smart Manufacturing: Yingkou Plant



罐区 Tank Farm



调和车间 Blending Workshop



润滑脂车间 Grease Workshop



包装车间 Filling Workshop



仓库 Warehouse



实验室 Lab

优异的质量表现

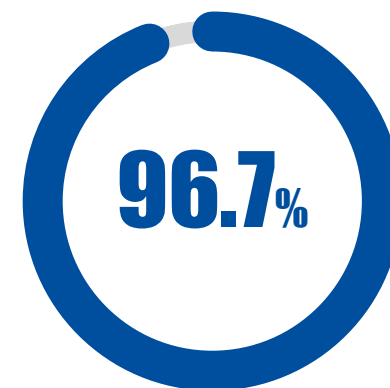
Outstanding Quality Performance



车用油一次调和合格率
2023 YTD
AUTOMOTIVE OIL RFT



非车用油一次调和合格率
2023 YTD
NON-AUTOMOTIVE OIL RFT



润滑脂一次调和合格率
2023 YTD
GREASE RFT

福斯中国4S制造工厂（安全，可持续，柔性，智能）

FUCHS China 4S Plant (Safe, Sustainable, Swift, Smart)



高度自动化生产设备

Highly Automated Production Equipment



智能防错及自动化控制系统

Intelligent Mistake Proofing and Advanced Automation Process Control System



西门子MES为核心的数字化生产系统

Digital Production System with Siemens MES at Core



高端全面的QC检测设备&测试台架

Comprehensive and Professional Testing Equipment and Testing Rig with High Accuracy and Precision



有效的质量管理体系

Effective Quality Management System



全员参与的安全文化和系统

Safety Culture and System with Full Participation



低碳工厂

Gate-Gate Low Carbon Plant



产品品种多样性及生产灵活性

Variety of Production and Flexibility

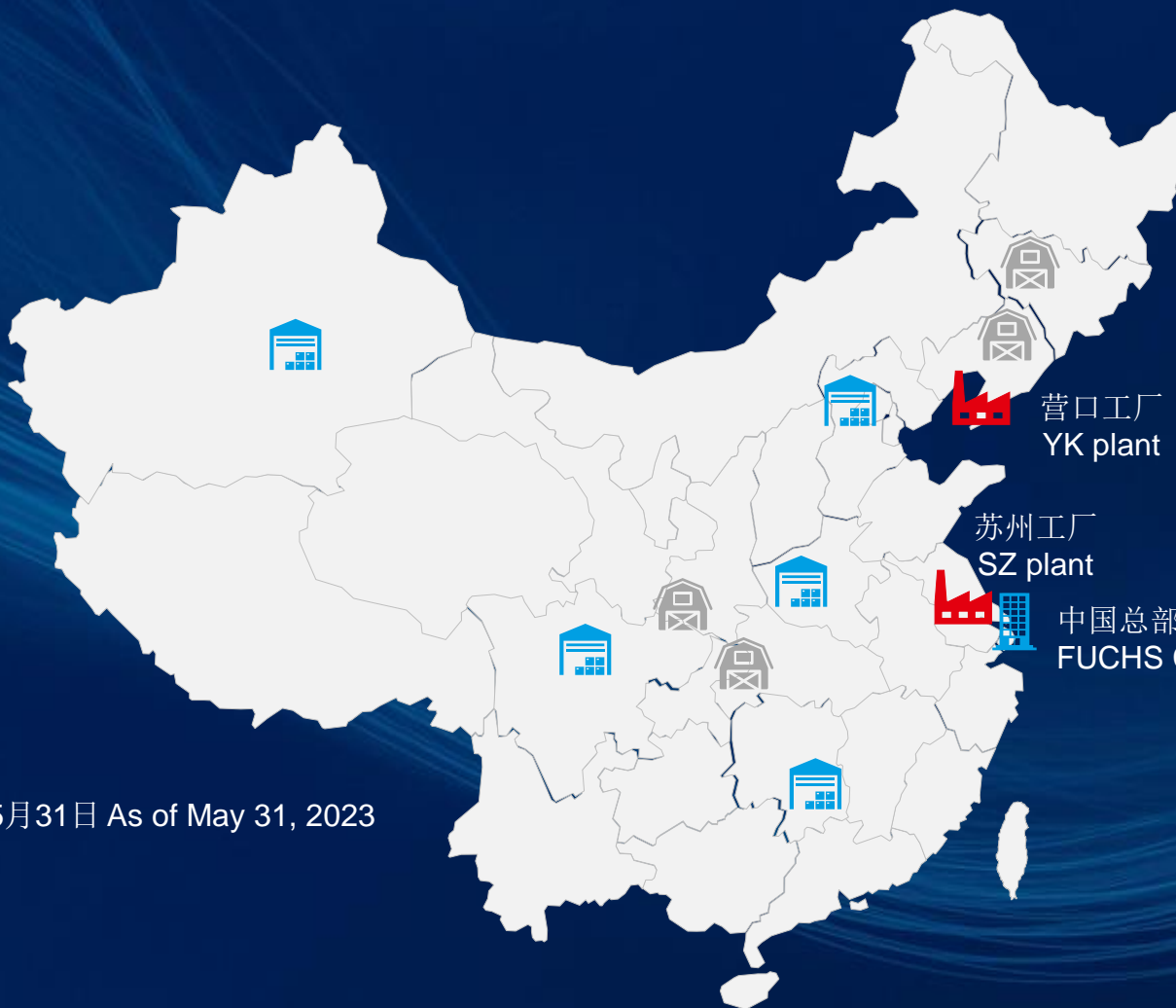


福斯中国 – 基础数据

FUCHS China – Basic Facts

429
名员工
Employees

数据统计至2023年5月31日 As of May 31, 2023



总计 Total

2 工厂兼中央仓 Plants & CDC
YK / SZ / SH

5 区域分仓 RDC
Chengdu / Guangzhou
Urumqi / Zhengzhou
Tianjin (pending)

4 准时制仓库 JIT Warehouses
Changchun / Dalian
Wuhan / Xi'an

营口工厂
YK plant

苏州工厂
SZ plant

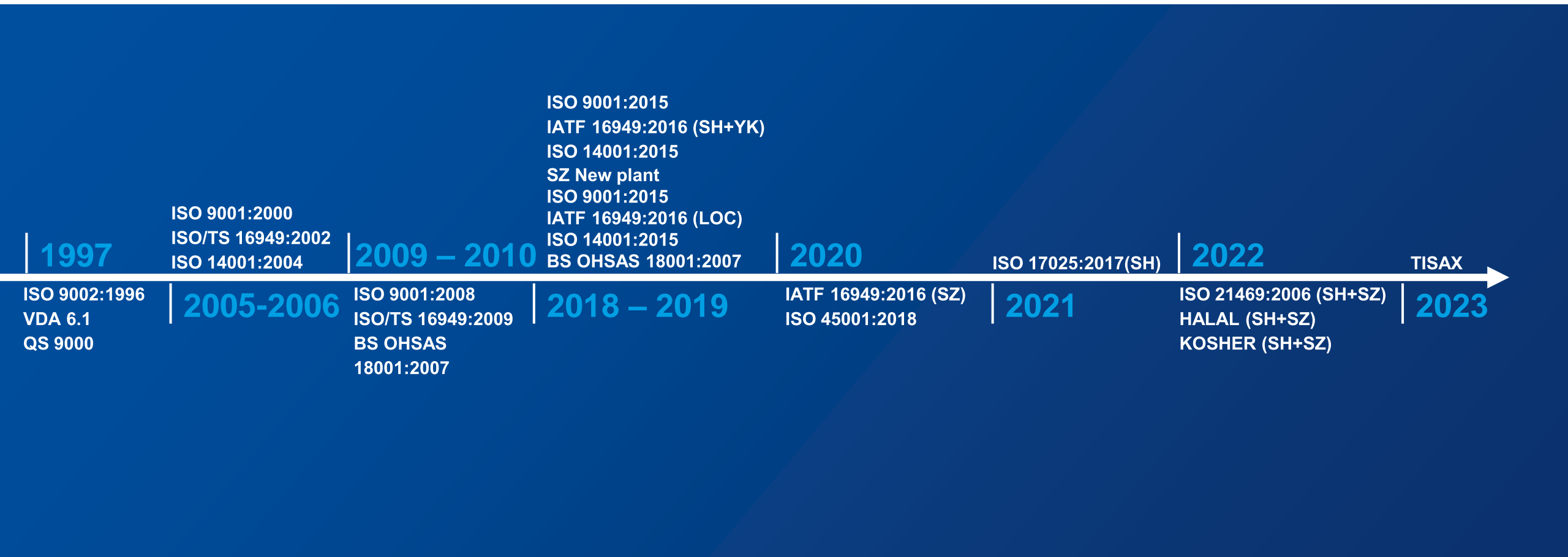
中国总部及亚太技术中心
FUCHS China HQ & Tech center

全过程质量管理与控制 APQP & QC Management

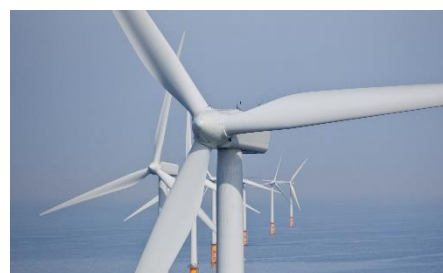
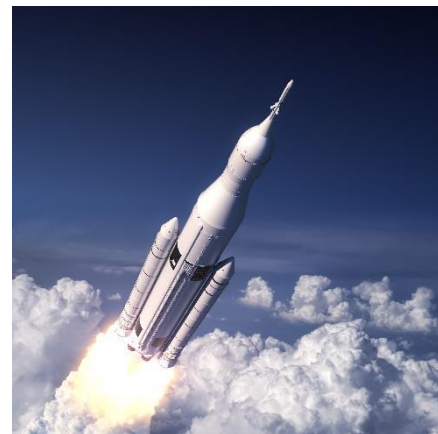
- 产品开发 Product Development
- 原料仓库 Materials Warehouse
- 调和 Blending
- 罐装 Filling
- 成品仓库 Goods Warehouse
- 发货 Delivery

管理体系认证

Certification Management System




































专注重点细分行业领域 Focus on the Key Business Segment

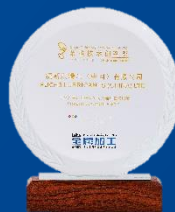
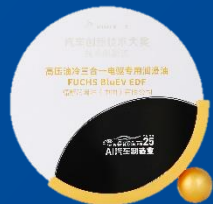


专注重点细分行业领域

Focus on the Key Business Segments

OEM	AAM	IND	SPE	MIN
 大众集团 VW Group	 乘用车后市场大客户 PC KA	 汽车动力总成 Power Train	 轨道交通 Railway	 金属矿 Hardrock
 商用车 Commercial Vehicle	 乘用车后市场经销商 PC Distributor	 航空航天 Aerospace	 食品 Food	 井工煤矿 Underground Coal Mine
 减振器 Shock Absorber	 商用车后市场 Commercial Vehicle	 工业齿轮箱 Gear Box	 玻璃 Glass	 锻造零部件 Forming
 汽车传动系统 Driveline		 汽车零部件 Auto Component	 水泥 Cement	 能源 Energy
 汽车零部件 内饰+底盘系统 Auto Component		 钢铁 Basic metals	 风电 Wind	 露天矿 Open Cut
 汽车零部件 外饰+动力总成 Auto Component		 空压机 Compressor	 电动工具 Power Tools	
 新能源汽车 Future Mobility		 港口 Port	 半导体 Semiconductor	
 非道路机械 Off-Highway		 机器人 Robot	 医疗 Medical	
		 冷冻机 Refrigeration		

荣誉与奖项 Honor & Awards





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助力前行 **Moving forward**

助力您专注打造核心竞争力

**With more time for
your core competencies**



我们提供 We Provide 高效润滑解决方案 Efficient lubrication solutions

福斯 FUCHS
解决方案 SOLUTIONS

润滑产品 Lubrication

数字化 Digitalization

服务 Services

福斯 FUCHS
工作流程 PROCESS



理解 Understand
评估与分析
Assess and analyze



开发 Develop
规划与准备
Plan and set up



管理 Manage
执行与运营
Implement and operate



优化 Optimize
调试与循环
Fine-tune and reuse

贴近并服务本土市场

Close and support to local market



研发及创新本地化
Local R & D and Innovation



核心产品本地化
Local Production



稳健的供应链本地化及推进中的主要原材料本地化
Local Supply Chain & Advancing Local Sourcing



灵活、能力、敏捷
Flexibility, Capability, Agility



贴近中国市场
Close to the Chinese Market

我们的竞争优势

Our competitive advantage

相较于大型石油公司的优势

Advantage over major oil companies

福斯专注于润滑油产品

FUCHS is fully focused on lubricants

独立性得到客户青睐（响应迅速，自由度高）业务可靠，持续性好

Independency allows reliability, customer & market proximity (responsiveness and flexibility) and continuity

相较于独立润滑油公司的优势

Advantage over independent companies

福斯是全产品线供应商

FUCHS is a full-line supplier

全球视野，强大的R&D研发实力和专利储备，敏捷、高效

Global presence, R&D strength, know-how transfer, and speed

MOVING YOUR WORLD

by enabling our customers to perform more sustainably

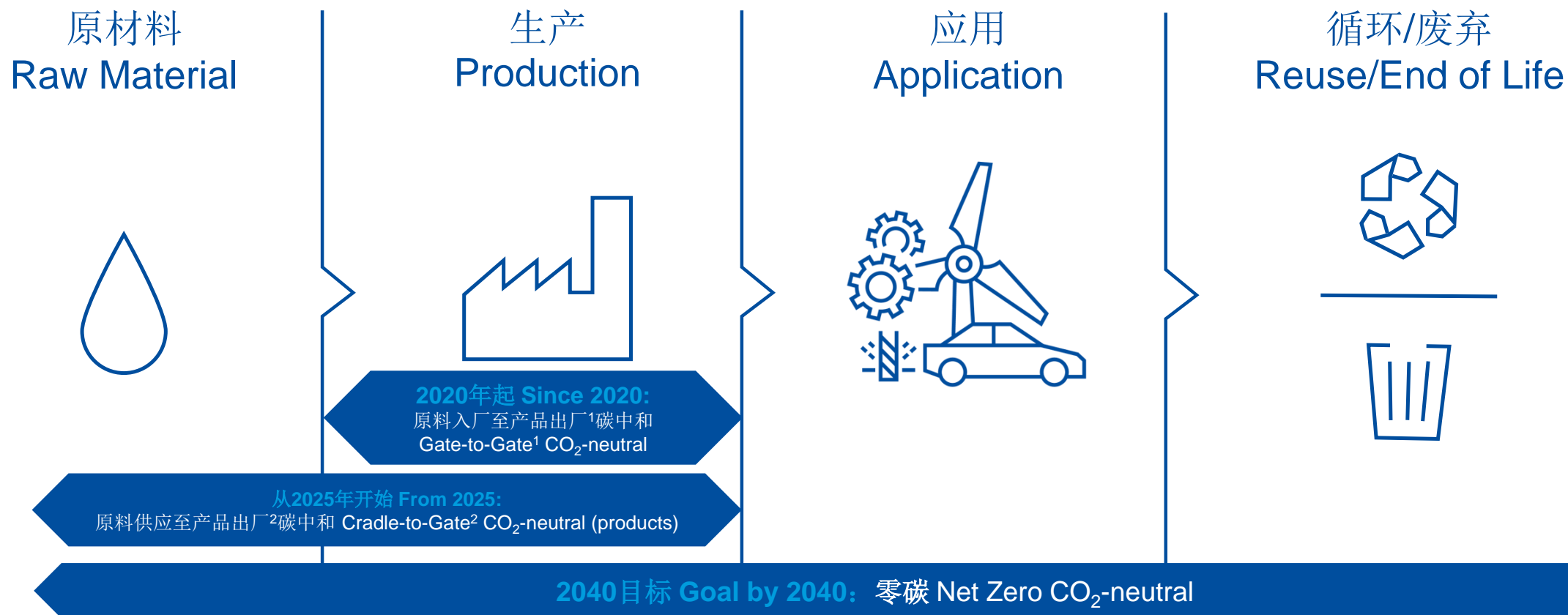
同行致远

赋能客户可持续发展



福斯2040可持续发展规划

The sustainability path to 2040



¹ 原料入厂至产品出厂碳中和包括所有子公司和合资公司的温室气体协议范围1、2和选定范围3（水、废弃物、商务差旅、通勤）的碳排放以及碳补偿 Gate-to-gate neutrality includes GHG Protocol Scope 1, 2, and selected Scope 3 emissions (water, waste, business travel, commuting) for all subsidiaries and JVs, including offsets

² 原料供应至产品出厂碳中和包括所有子公司和合资公司的温室气体协议范围1、2和选定范围3（水、废弃物、商务差旅、通勤及原材料）的碳排放以及碳补偿 Cradle-to-gate neutrality includes GHG Protocol Scope 1, 2, and selected Scope 3 emissions (water, waste, business travel, commuting, PLUS raw materials) for all subsidiaries and JVs, including offsets

福斯2040可持续发展规划

The sustainability path to 2040

CO₂neutral



MOVING YOUR WORLD

by developing a digital partnership together

同行致远

与您同行，共建数字化





数字化 Digital –
方案 Solutions.
服务 Services.
数据 Data.

- 全球化的数字思维
Digital mindset for global interaction
- 提升客户体验
Improving customer experience
- 数字化客户服务
Digital customer service
- 为数字化未来提供解决方案
Developing solutions for a digital future

生产端警报 SOS from production
使用于在线冷却润滑系统
**Used cooling lubricant
in system**



案例：油液品分析系统
Example: Fluid Analyzer

- 自动化核心流程
Automated core processes
- 数字化交互
Interface digitization
- 新数字化商业模式
New digital business models

MOVING YOUR WORLD

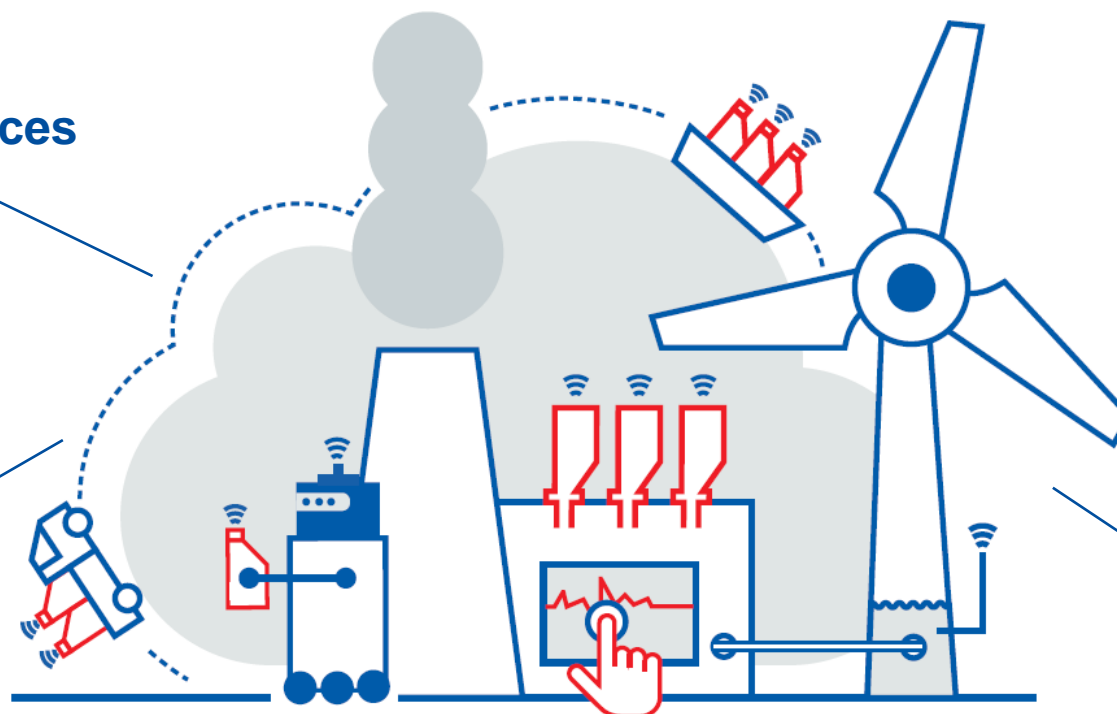
全面覆盖传感器-平台界面-客户端 From sensors, platforms and customers

客户界面 Customer Interfaces

电子商务 eCommerce

传感器 Sensors

（油液品分析系统 Fluid Analyzer+福斯计量仪 FUCHS Meter）



油液管理平台
FluidPlatform

(FluidsConnect)

更多信息请查询
More Information at

www.fuchs-oil.com
www.fuchs.com/cn



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