

A global Group with family roots

| April, 2018 | Mannheim



Agenda



Our company Organization and management, facts and figures Our business model **02** LUBRICANTS.TECHNOLOGY.PEOPLE. **Our promise** 03 Technology that pays back Our understanding of sustainability Economic, ecological and social responsibility **Our motivation** The trust of our customers and stakeholders



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







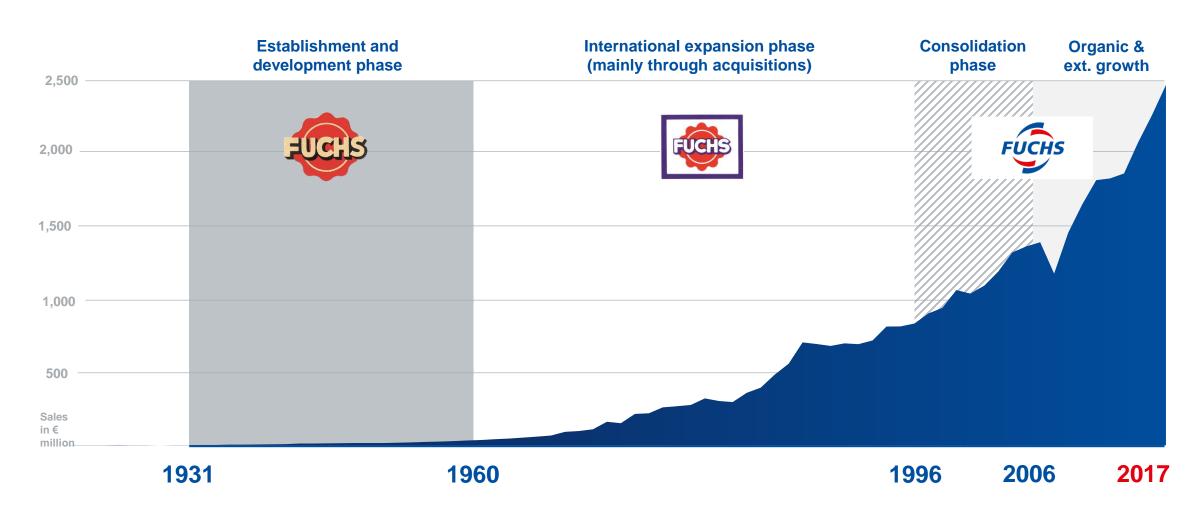


Our business model Since 1931





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





ManagementExecutive Board



Stefan Fuchs
CEO, Corporate Development,
HR, PR, Americas



Dr. Ralph RheinboldtEurope, LUBRITECH, SAP/ERP Systems



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



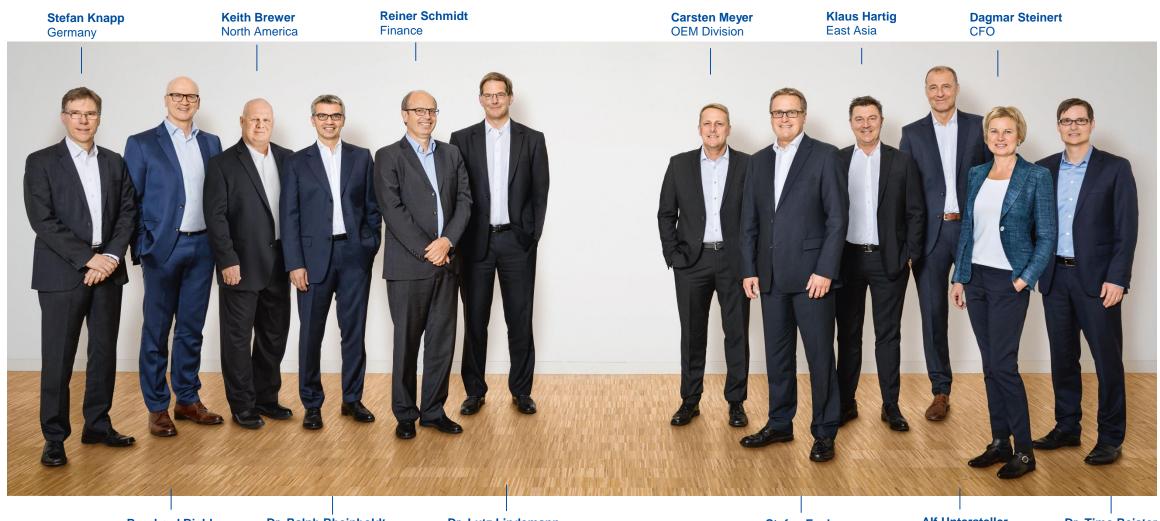
Dagmar Steinert
CFO, Finance, Controlling, IR, Compliance,
Internal Audit, IT, Legal, Tax



Dr. Timo ReisterAsia-Pacific / Africa

Group Management Committee (GMC)



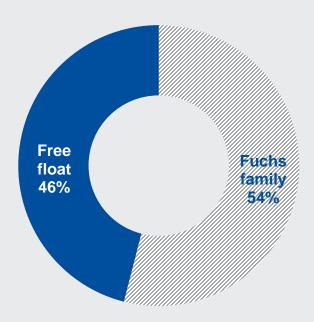




Shareholder structure

Allocation of ordinary and preference shares*

Ordinary shares



Basis: 69,500,000 ordinary shares

Preference shares MDAX-listed Free float 100%

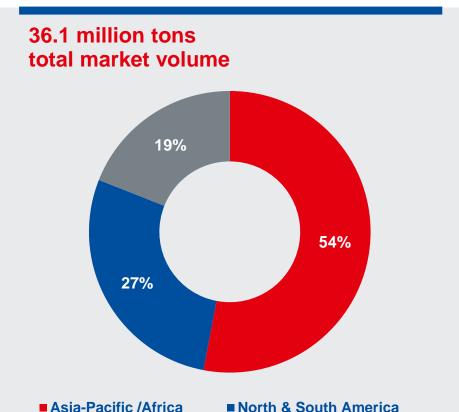
Basis: 69,500,000 preference shares

^{*}Securities registered at the stock exchanges in Frankfurt and Stuttgart





World lubricant market 2017 Regional breakdown



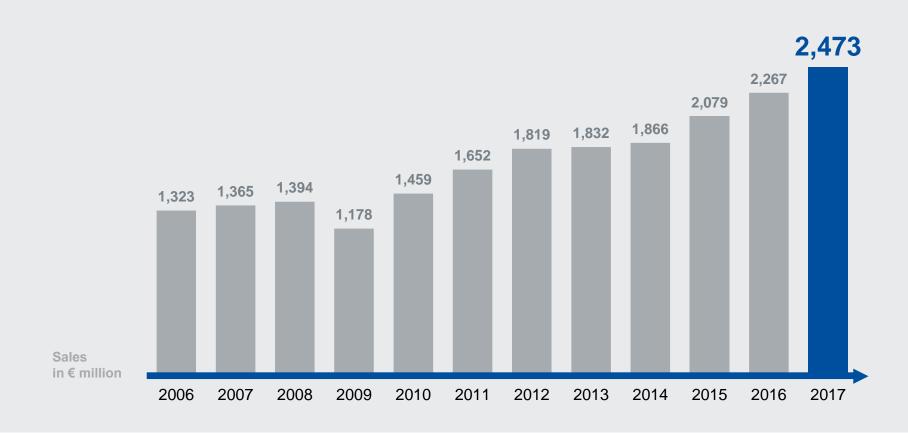
The largest and fastest-growing regional lubricant market is in the Asian-Pacific region.

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

■ Europe



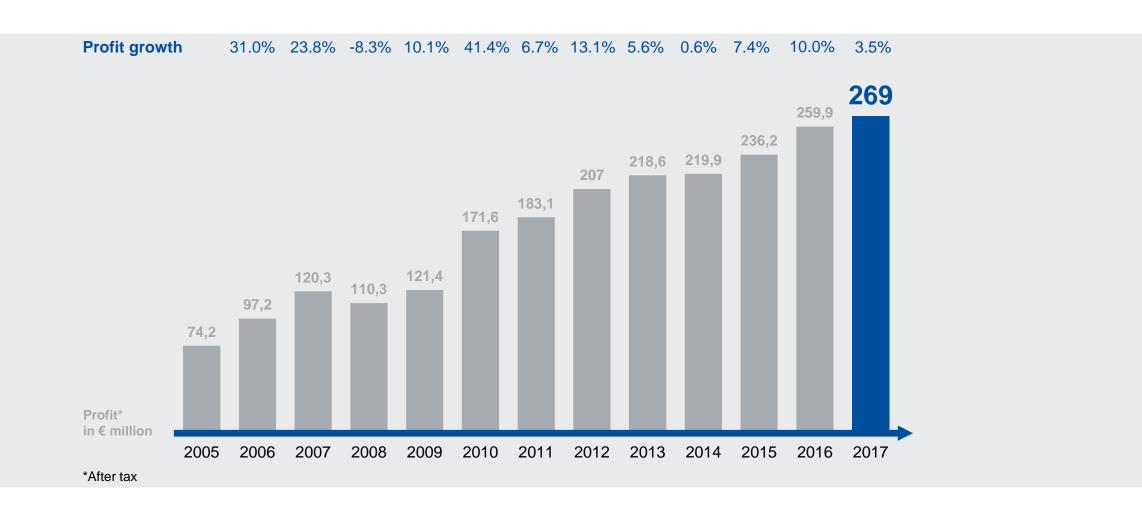






LUBRICANTS. TECHNOLOGY. PEOPLE.

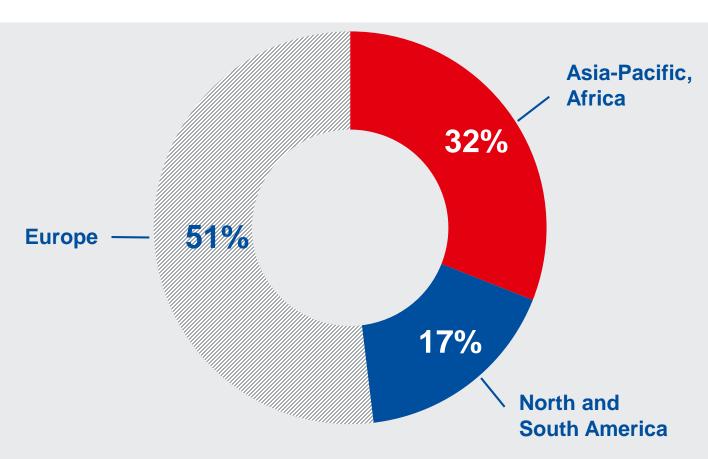
Profit trends*





FUCHS in figures

Regional sales breakdown 2017*



*By customer location



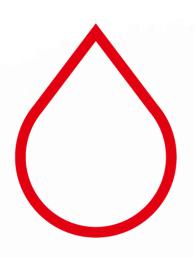
LUBRICANTS.

100% focus on high-quality lubricants and related specialties





The main industries Over 100,000 customers worldwide







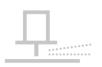
Over 10,000 products















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 Jubricants















- 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

















- 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





Application-oriented





engineers and scientists in R&D worldwide

Around 580 R&D projects

€47million
R&D budget

25
laboratory locations in 21 countries





Trust
Creating Value
Respect
Reliability
Integrity

LUBRICANTS.TECHNOLOGY.PEOPLE.



Trust
Creating Value
Respect
Reliability
Integrity

Trust is the basis of our self-understanding.



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.



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.



Trust Creating Value Respect Reliability Integrity

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.

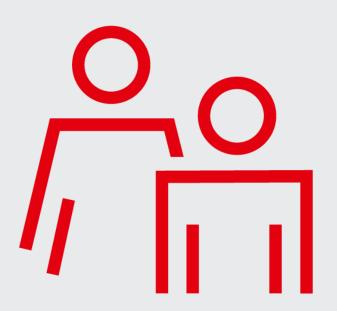
We promote personal commitment



22% women in management

Internal staffing

FUCHS ACADEMY



Health management

Compatibility of family and work

Global talent management concept





FUCHS lubricants

A full range to meet numerous requirements





















Less wear

























Reduction in oil consumption













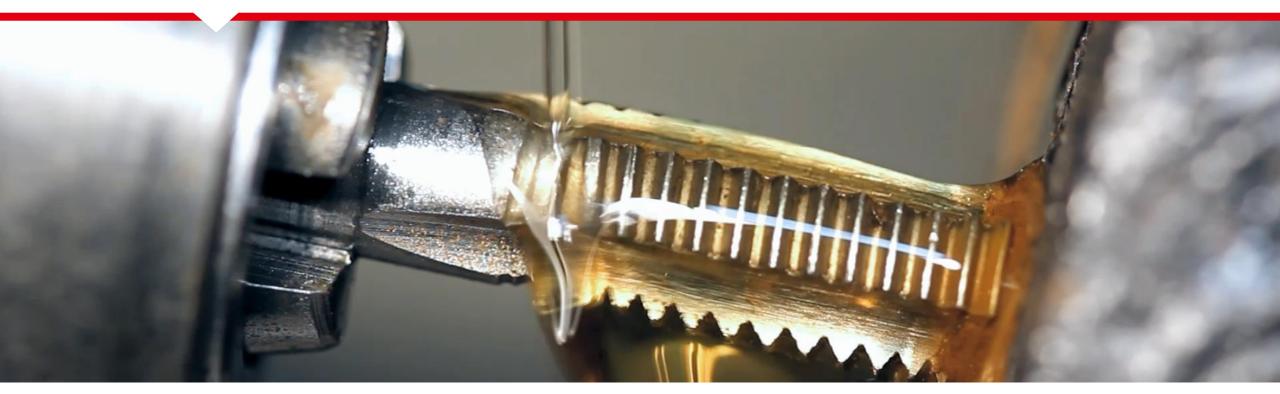












High thermal load capacity

























Low maintenance requirements

























Process compatibility

























Corrosion protection

























Food grade

























CO₂ reductions

























Rapidly biodegradable



















































Our promise



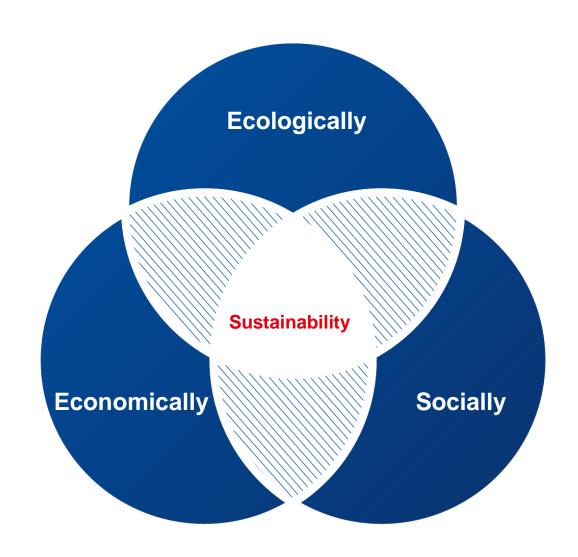
FUCHS lubricants stand for performance and sustainability, for reliability and safety, for efficiency and cost savings.

They stand for a promise: Technology that pays back.



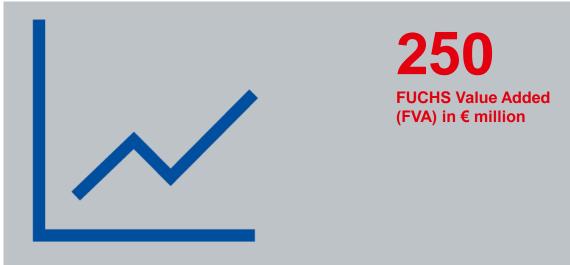






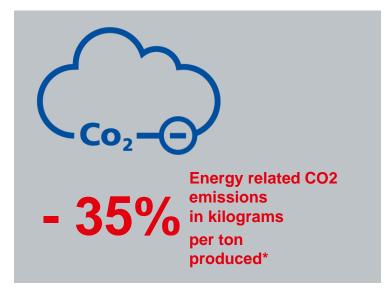
Ecological & economicKey figures





€126 million dividend paid out

- 20% Energy consumption per ton produced*

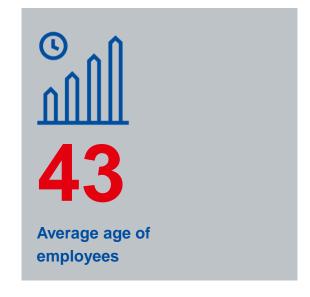


*Reference year: 2010





Average period of 10 years of employment





Average of 15 hours of further training per employee





For our customers and stakeholders we are ...





For our customers and stakeholders we are ...





For our customers and stakeholders we are ...



