FUCHS GROUP
A global Group with family roots

01.04.2016    Mannheim
Agenda

01 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

Almost 5,000 employees

Preference share is listed in the MDAX

No. 1 among the independent suppliers of lubricants

More than 2 bn euro sales in 2015

60 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 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

Establishment and development phase
International expansion phase (mainly through acquisitions)
Consolidation phase
Organic growth

Sales in € million

We are where our customers are
60 companies

FUCHS PETROLUB SE
Capital: 139 Mio. EUR

6 companies in Germany
6 companies in North and South America
30 companies in other European countries
18 companies in Asia-Pacific, Africa
We are where our customers are
33 production plants
We are where our customers are
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
Shareholder structure
Allocation of ordinary and preference shares*

Ordinary shares
- Fuchs family 54%
- Free float 46%
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 2015
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.

35.6 million tons total market volume

- Asia-Pacific/Africa: 19%
- North- & South America: 53%
- Europe: 28%
FUCHS in figures
Sales trends

<table>
<thead>
<tr>
<th>Year</th>
<th>Sales (€ million)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2005</td>
<td>1,192</td>
</tr>
<tr>
<td>2006</td>
<td>1,323</td>
</tr>
<tr>
<td>2007</td>
<td>1,365</td>
</tr>
<tr>
<td>2008</td>
<td>1,394</td>
</tr>
<tr>
<td>2009</td>
<td>1,459</td>
</tr>
<tr>
<td>2010</td>
<td>1,652</td>
</tr>
<tr>
<td>2011</td>
<td>1,819</td>
</tr>
<tr>
<td>2012</td>
<td>1,832</td>
</tr>
<tr>
<td>2013</td>
<td>1,866</td>
</tr>
<tr>
<td>2014</td>
<td></td>
</tr>
<tr>
<td>2015</td>
<td>2,079</td>
</tr>
</tbody>
</table>
FUCHS in figures
Profit trends*

<table>
<thead>
<tr>
<th>Year</th>
<th>Profit * in € million</th>
<th>Profit growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>2005</td>
<td>74.2</td>
<td></td>
</tr>
<tr>
<td>2006</td>
<td>97.2</td>
<td>31.0%</td>
</tr>
<tr>
<td>2007</td>
<td>120.3</td>
<td>23.8%</td>
</tr>
<tr>
<td>2008</td>
<td>110.3</td>
<td>-8.3%</td>
</tr>
<tr>
<td>2009</td>
<td>121.4</td>
<td>10.1%</td>
</tr>
<tr>
<td>2010</td>
<td>171.6</td>
<td>41.4%</td>
</tr>
<tr>
<td>2011</td>
<td>183.1</td>
<td>6.7%</td>
</tr>
<tr>
<td>2012</td>
<td>207</td>
<td>13.1%</td>
</tr>
<tr>
<td>2013</td>
<td>218.6</td>
<td>5.6%</td>
</tr>
<tr>
<td>2014</td>
<td>219.9</td>
<td>0.6%</td>
</tr>
<tr>
<td>2015</td>
<td>236.2</td>
<td>7.4%</td>
</tr>
</tbody>
</table>

* after tax
FUCHS in figures
Regional sales breakdown 2015*

*By customer location
Our business model
LUBRICANTS.TECHNOLOGY.PEOPLE.
LUBRICANTS.

100% focus on high-quality lubricants and related specialties
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 five product categories
Over 10,000 products
Automotive

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

- Hydraulic oils
- Compressor oils
- Slide way oils
- Gear oils
- Turbine oils
- Machine oils
- Cylinder oils
- Transformer oils
- Tacky oils, heat transfer oils
- Compressor and general lubricating oils
- Refrigerator oils
- Rapidly biodegradable oils
- Textile oils
- Greases
Metal processing

- Cutting and grinding lubricants
- Forming lubricants
- Corrosion preventives
- Cleaners
- Quenching fluids
- Minimal quantity lubrication (MQL) products
Special applications

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

- Analytical services
- Chemical process management
- Condition monitoring
- Tailor-made development
- Technical services

- Open gear services
- Lubrication critical control point for audit compliance in food and beverage processing
- Coating services
TECHNOLOGY.

In pursuit of technology and innovation leadership with holistic solutions
Research and development
Application-oriented

415 engineers and scientists in R&D worldwide

Over 600 R&D projects

39 € million R&D budget

24 laboratory locations in 21 countries
PEOPLE.

Personal commitment based on cooperation and trust
4,823 employees in over 40 countries
A common mission statement

Trust
Creating Value
Respect
Reliability
Integrity

LUBRICANTS.TECHNOLOGY.MEOPLE.
4,823 employees in over 40 countries
A common mission statement

Trust
Creating Value
Respect
Reliability
Integrity

Trust is the basis of our self-understanding.
4,823 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.
4,823 employees in over 40 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.
4,823 employees in over 40 countries
A common mission statement

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.
4,823 employees in over 40 countries
A common mission statement

Trust
Creating Value
Respect
Reliability
Integrity

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

21% 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
CO$_2$ 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.**
Our understanding of sustainability
Economic, ecological and social responsibility
We think and act …
Ecological & economic
Key figures

- **246.2** FUCHS Value Added (FVA) in € million
- **0.5 m³** water consumption per ton produced
- **€ 113.3 million** dividend paid out
- **180** CO₂ emissions* in kilograms per ton produced

*direct and selected indirect emissions
Social
Key figures

Average period of **11 years** of employment

Average age of **43** employees

Average of **19 hours** of further training per employee

21% women in executive positions
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 …

Development partner & idea generator
For our customers and stakeholders we are …
Thank you very much for your attention.