

# 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

**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

**60** companies  
worldwide

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

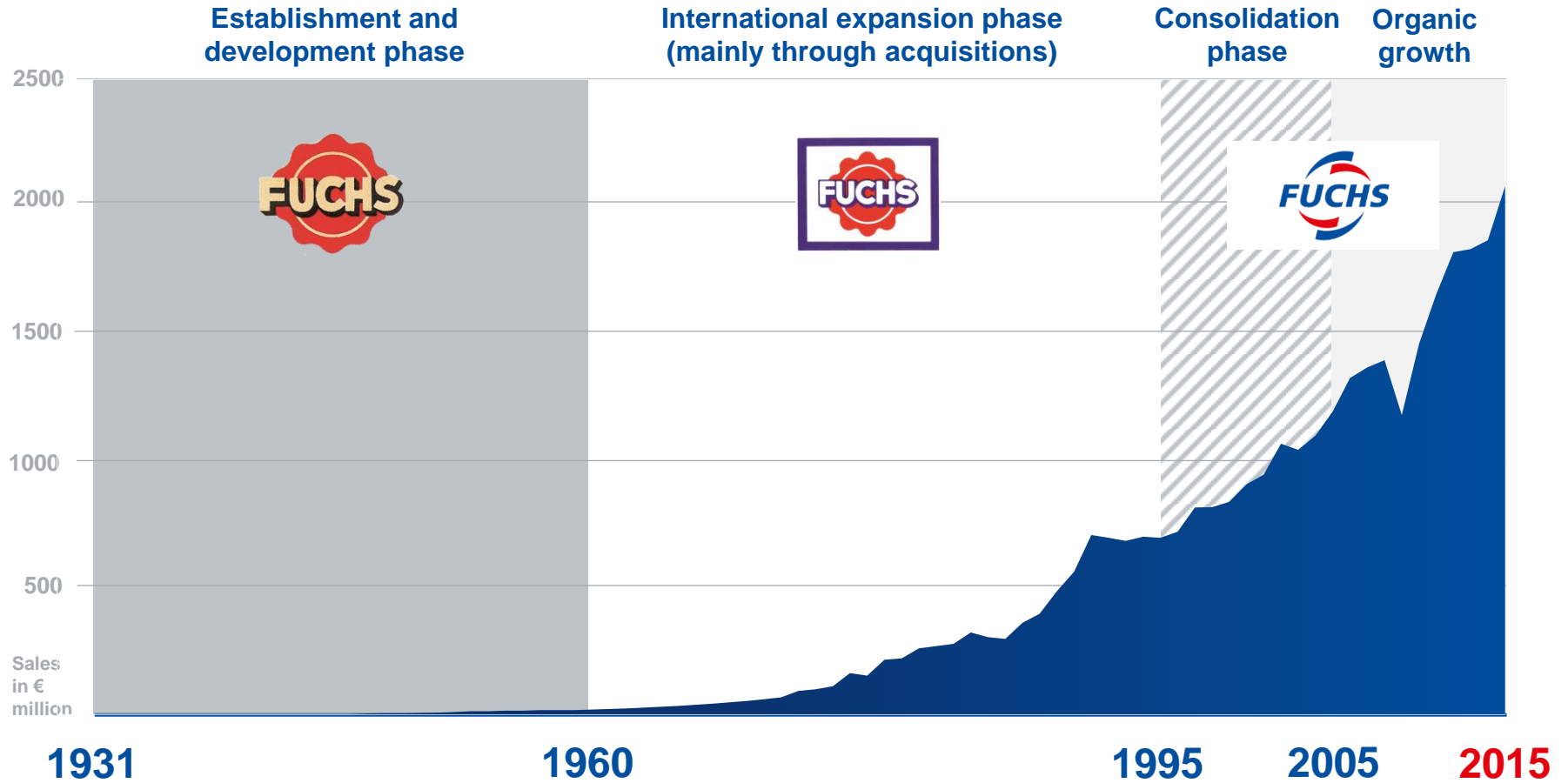
Since 1931

A photograph of a laboratory or industrial setting. In the foreground, a glass beaker with a red dot on its side sits on a metal tray. A metal rod is inserted into the beaker. In the background, there are several glass bottles and containers, some containing yellowish liquids. The scene is brightly lit, suggesting a clean, professional environment.

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

# Tradition and growth

## Since 1931



**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

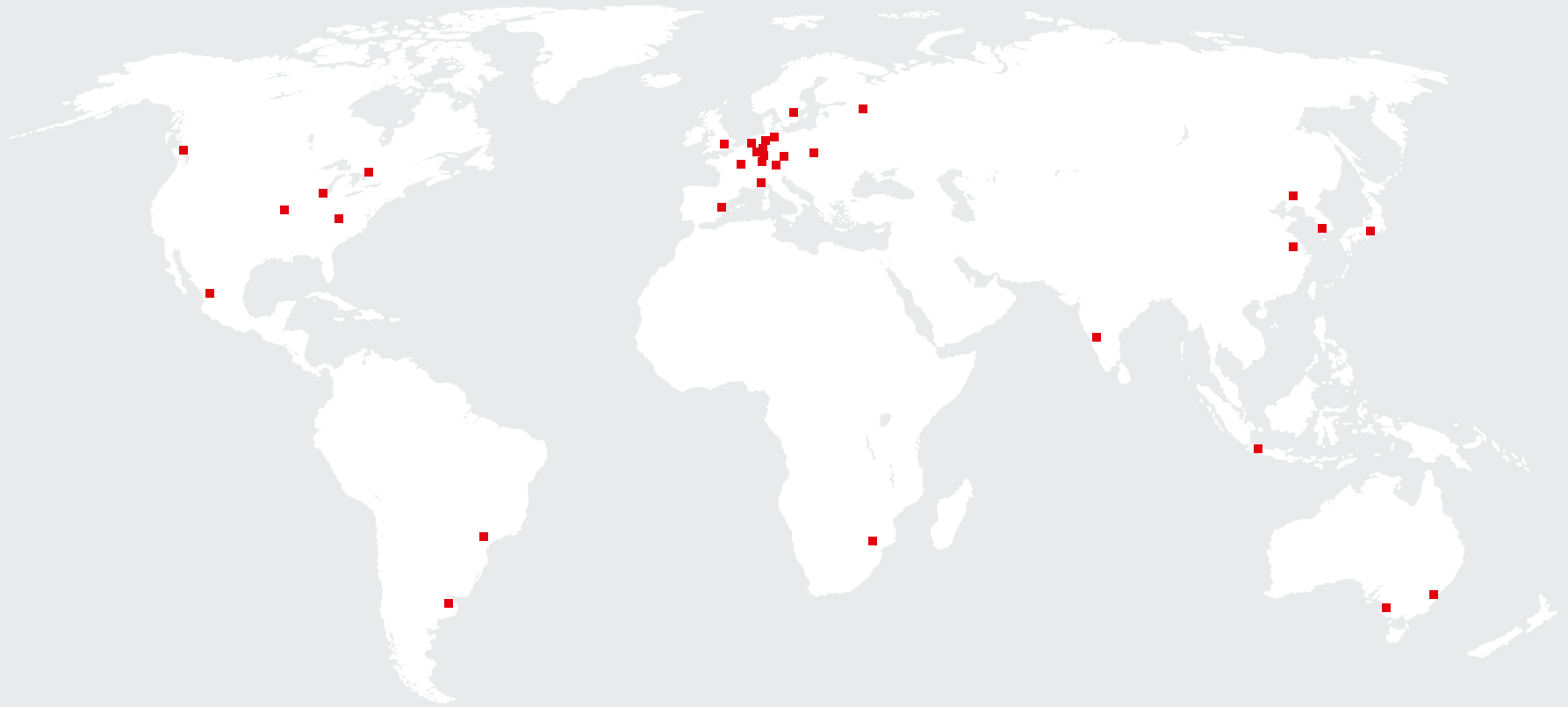
**18**

companies  
in Asia-Pacific,  
Africa



# We are where our customers are

## 33 production plants





# 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

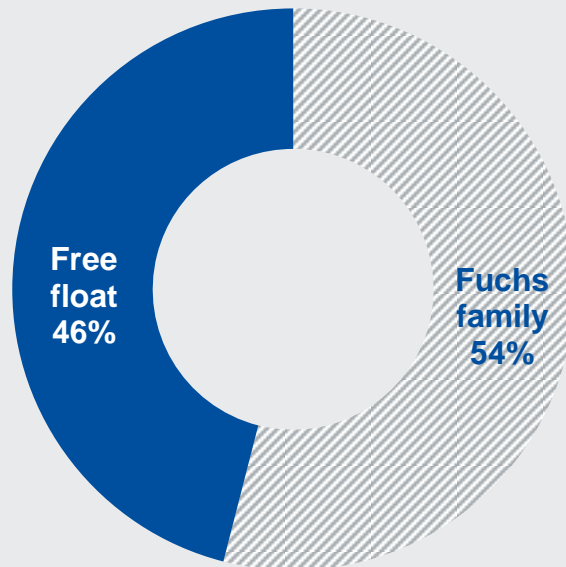


**Dagmar Steinert**  
Since 2016

# Shareholder structure

## Allocation of ordinary and preference shares\*

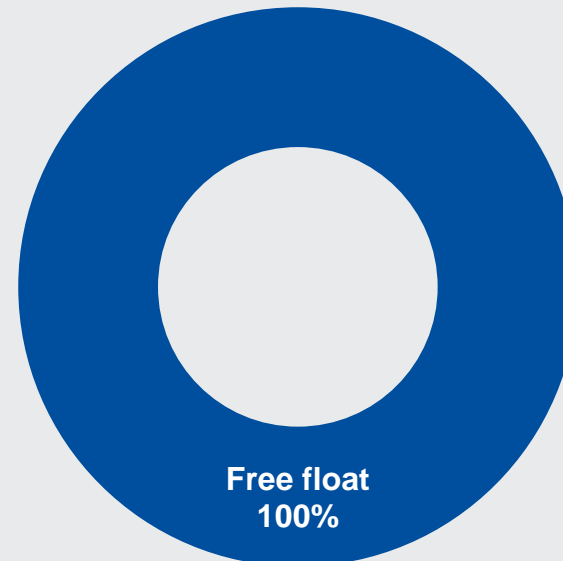
### Ordinary shares



Basis: 69,500,000 ordinary shares

### Preference shares

MDAX-listed



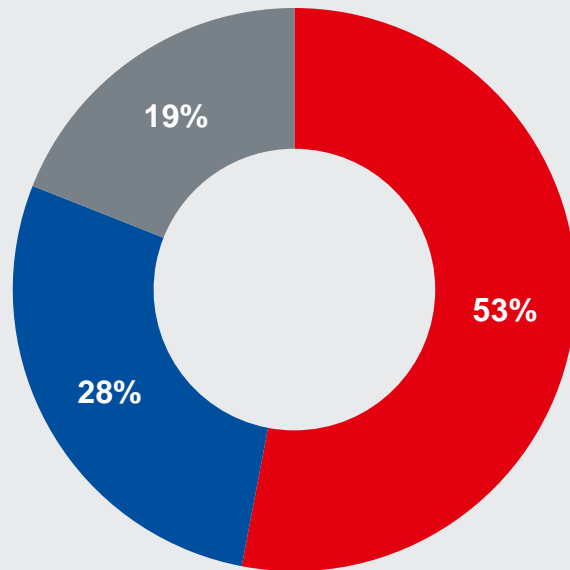
Basis: 69,500,000 preference shares

\*Securities registered at the stock exchanges in Frankfurt and Stuttgart

# World lubricant market 2015

## Regional breakdown

**35.6 million tons**  
total market volume



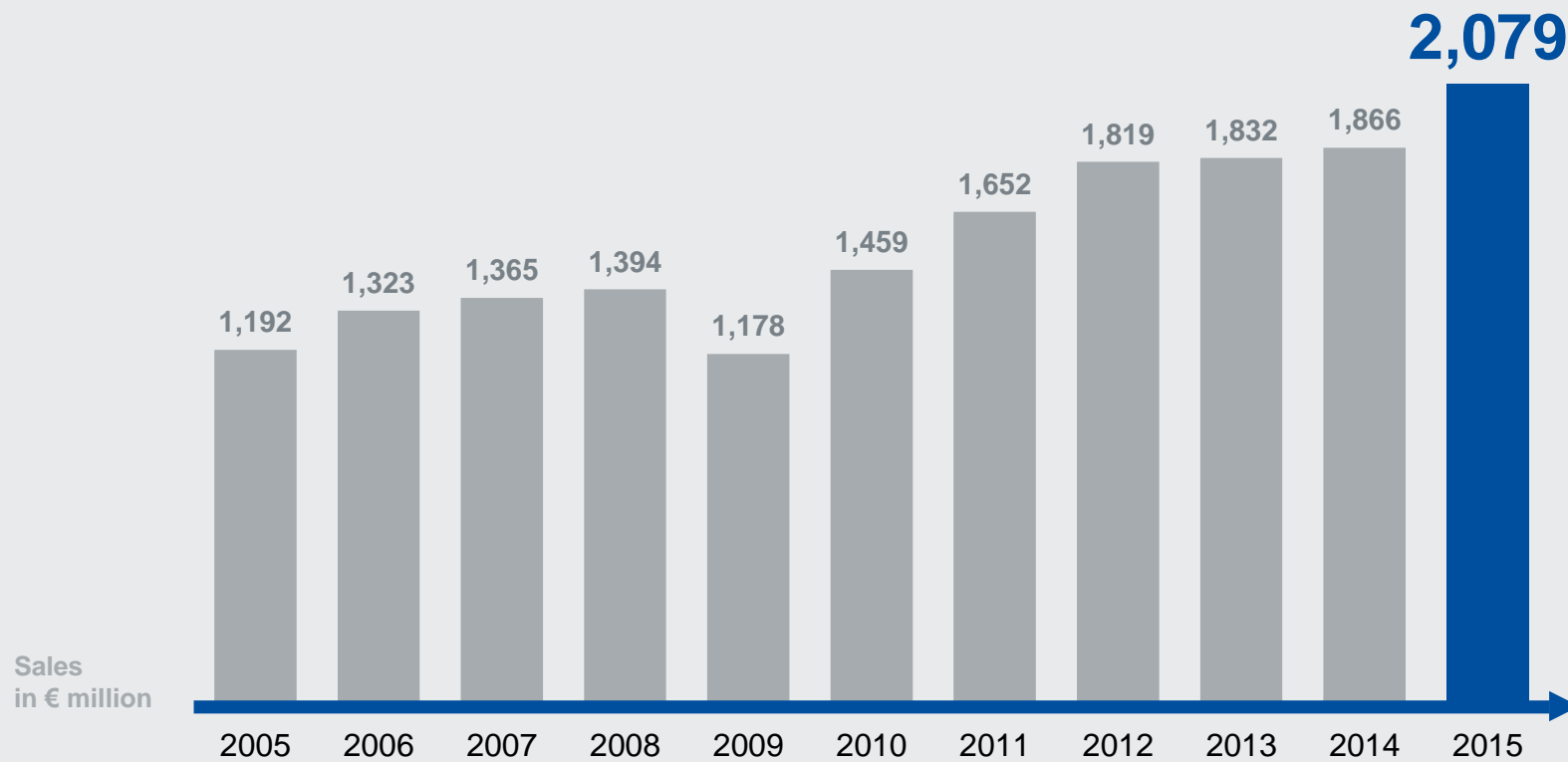
■ Asia-Pacific/Africa      ■ North- & South America  
■ Europe

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.

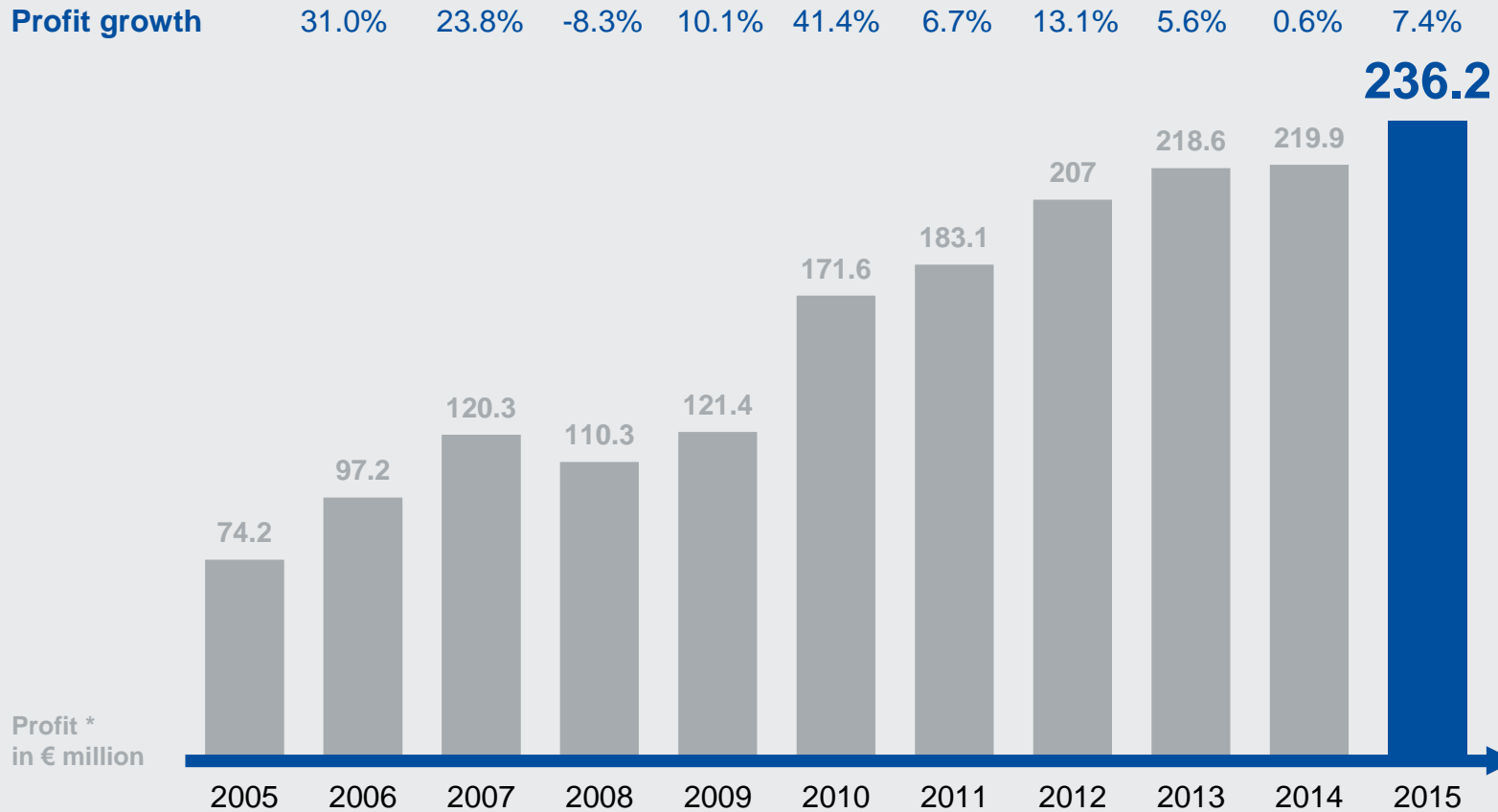
# FUCHS in figures

## Sales trends



# FUCHS in figures

## Profit trends\*

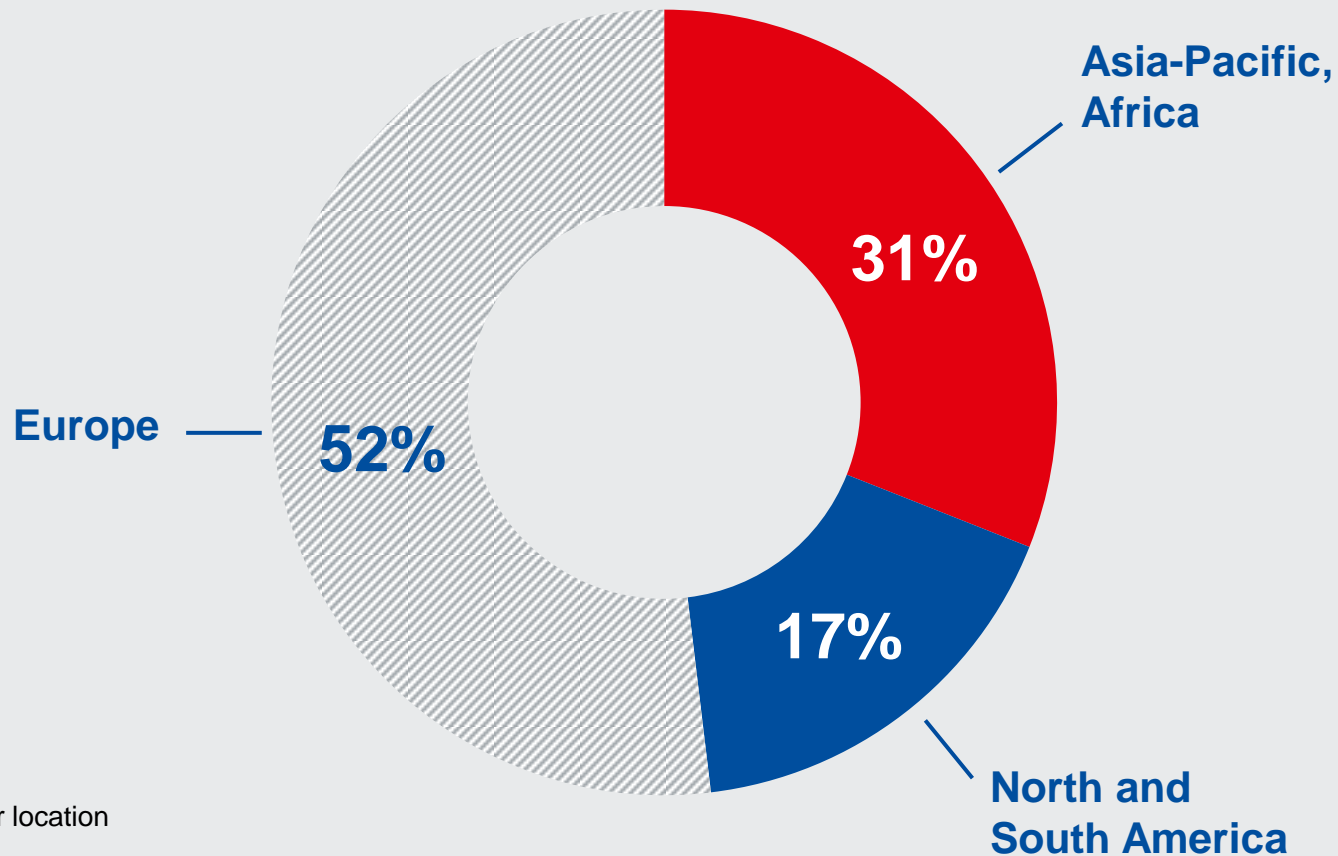


Profit \*  
in € million

\* after tax

# FUCHS in figures

## Regional sales breakdown 2015\*



\*By customer location



**02** Our business model  
LUBRICANTS.TECHNOLOGY.PEOPLE.



# LUBRICANTS.

---

**100% focus** on high-quality lubricants and related specialties

---



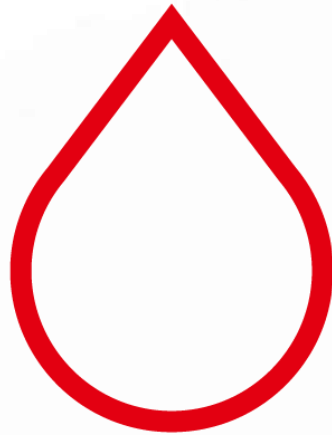
SI Analytics

Typ 501 11 /  $\Sigma\alpha$

App. Nr.. 1053 941

# 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

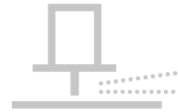
Others

# 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.PEOPLE.**

**4,823 employees in over 40 countries**

A common mission statement

**Trust**

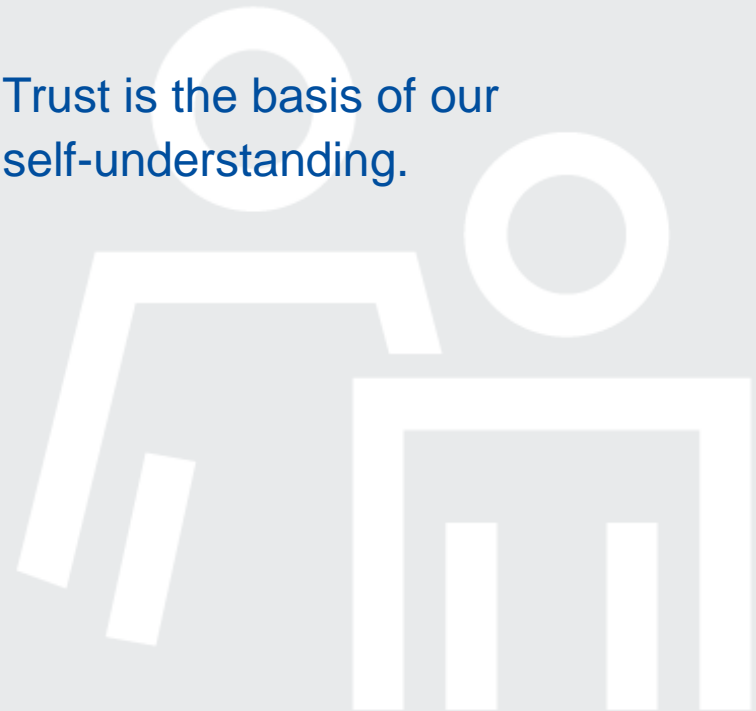
**Creating Value**

**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

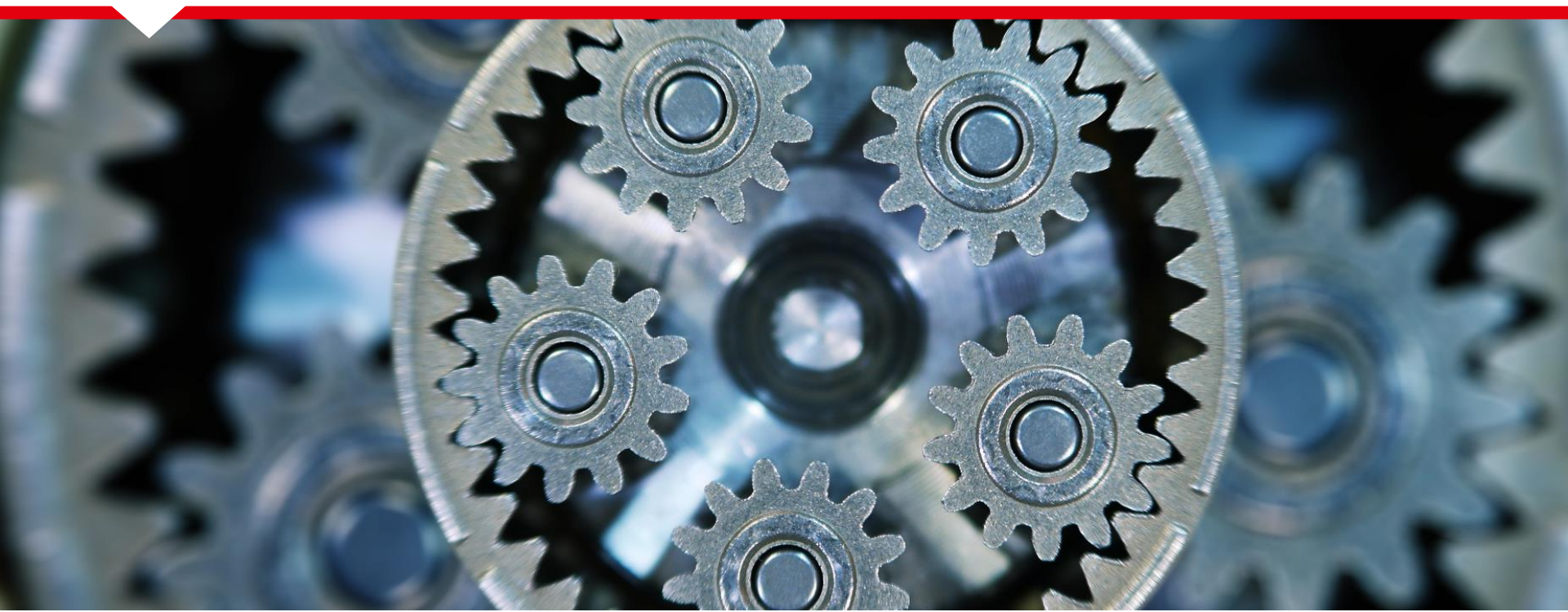


# FUCHS lubricants

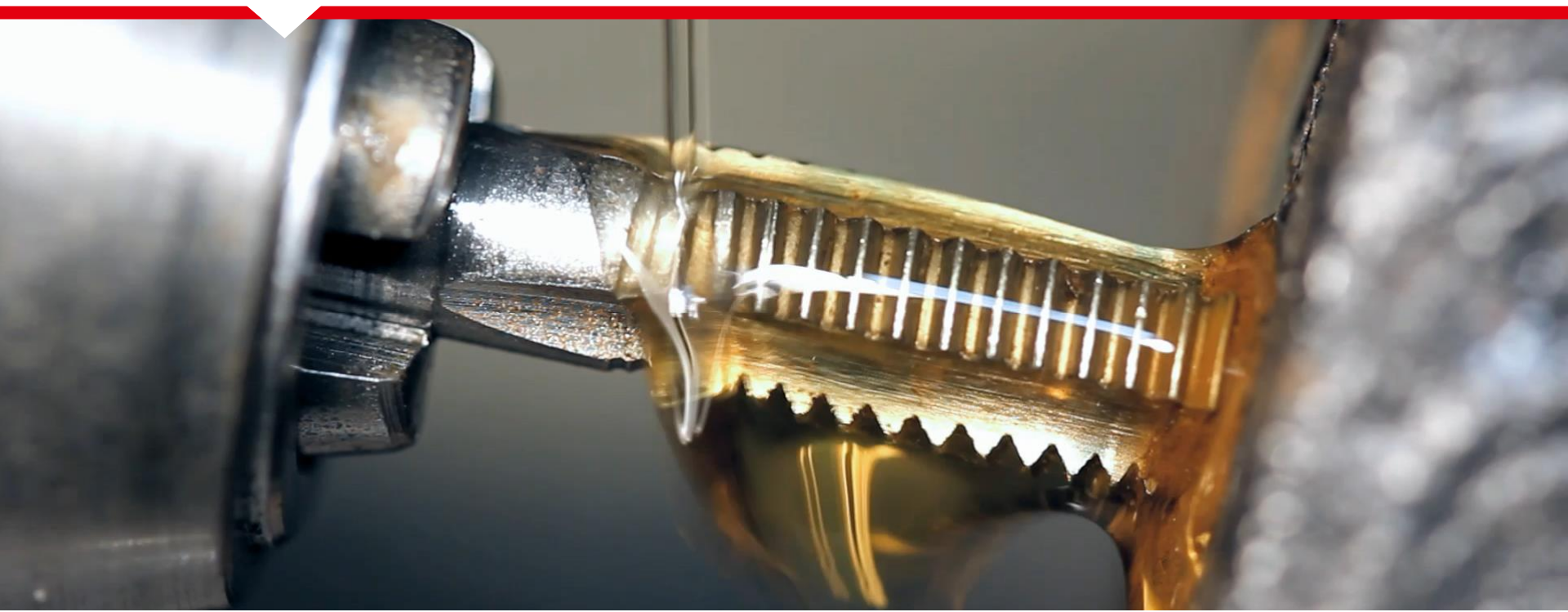
A full range to meet numerous requirements



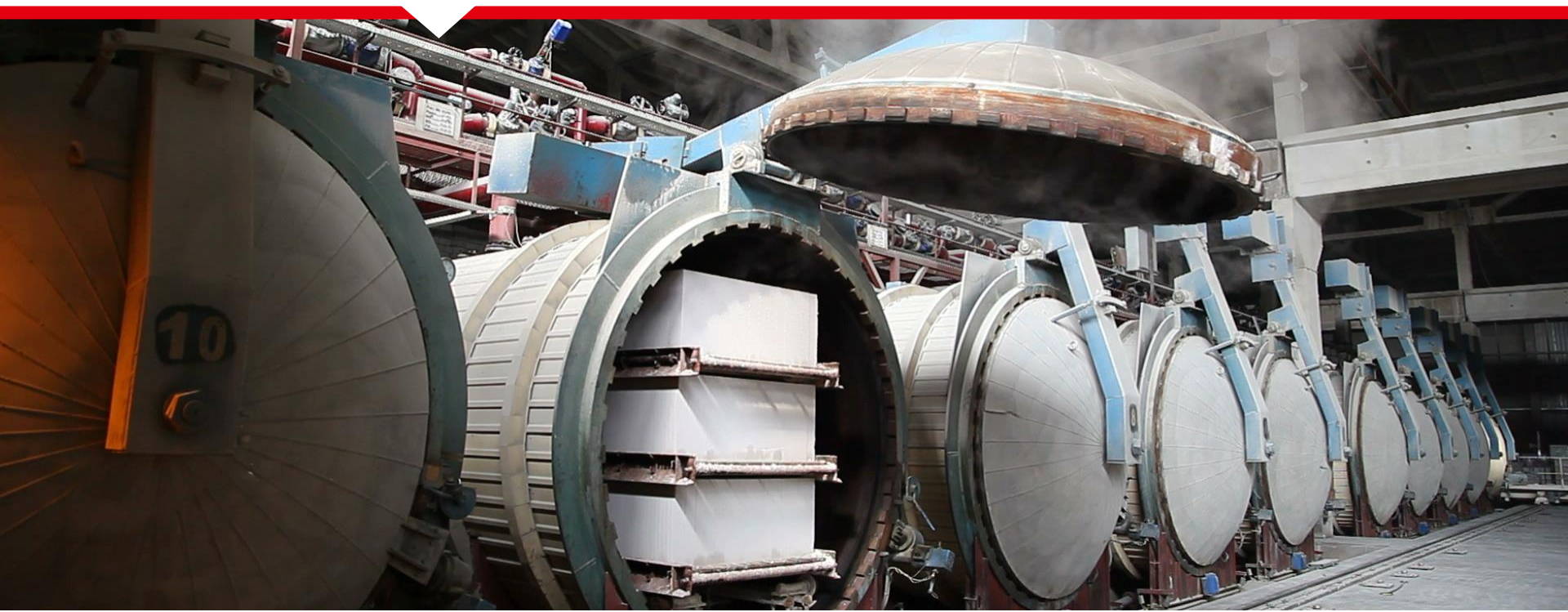
# Less wear



# Reduction in oil consumption



# High thermal load capacity

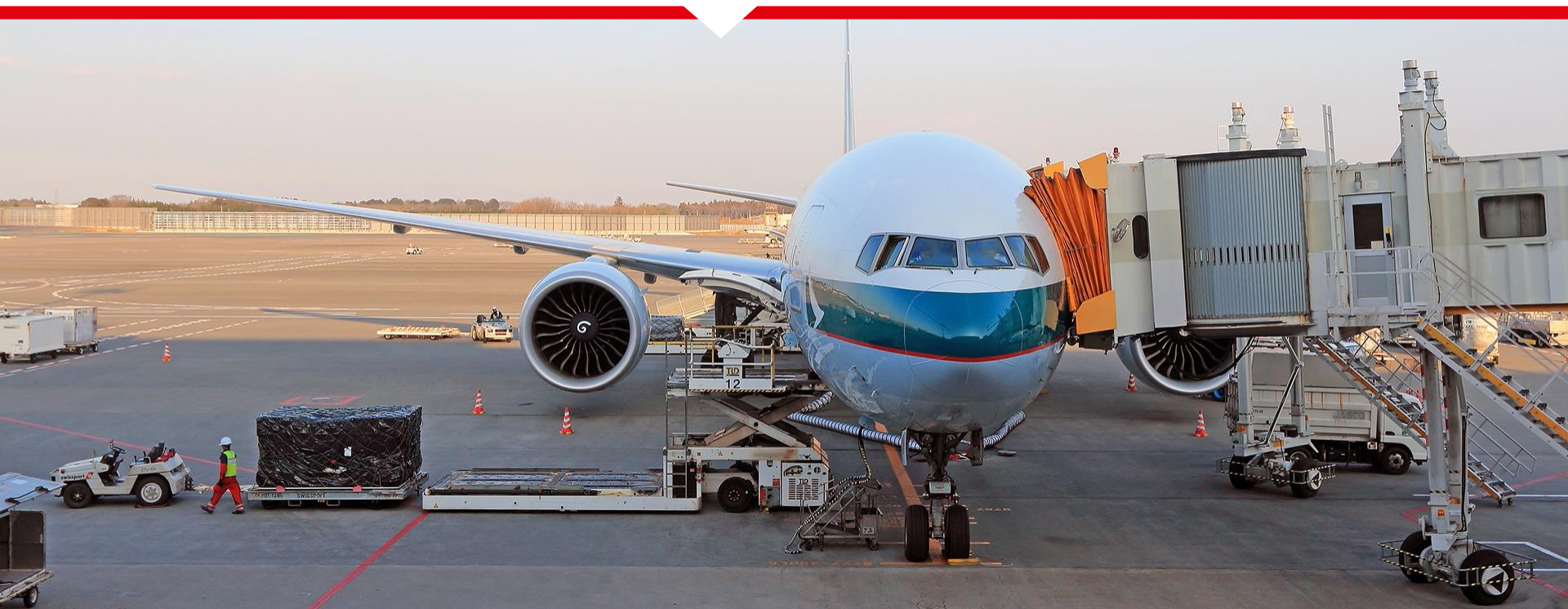




# Low maintenance requirements



# Process compatibility



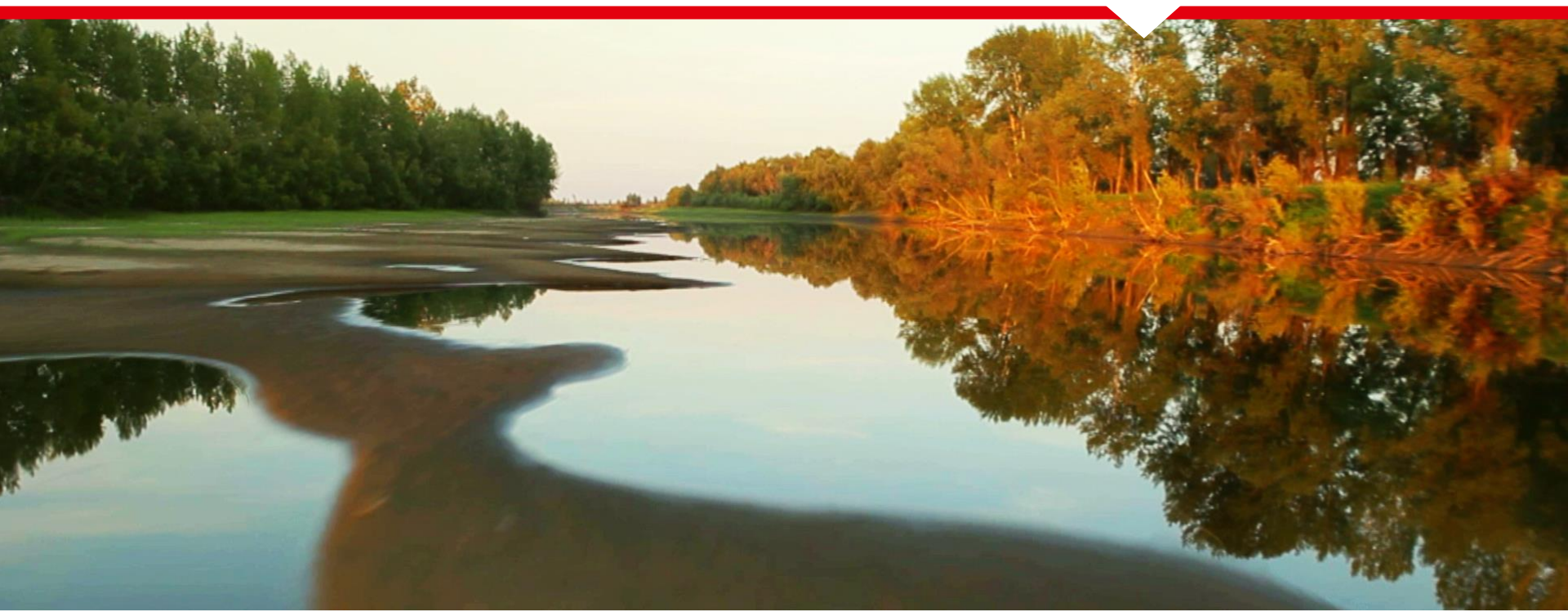
# Corrosion protection



# Food grade



# CO<sub>2</sub> 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.**

---

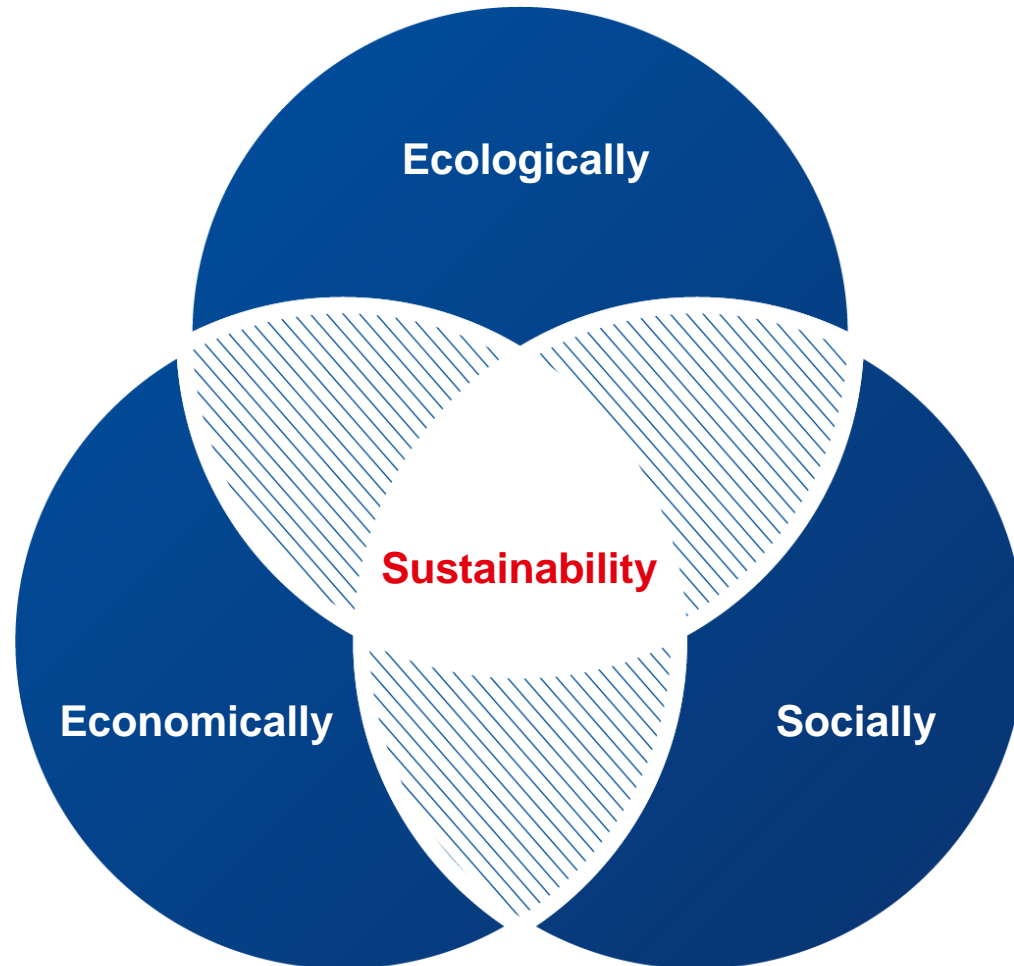


## 04 Our understanding of sustainability

Economic, ecological and social  
responsibility



# We think and act ...



# Ecological & economic

## Key figures

**246.2**

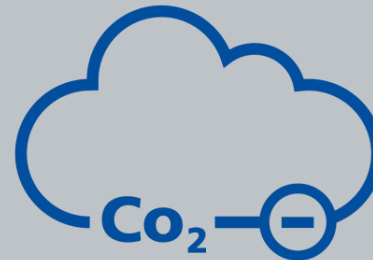
FUCHS Value Added  
(FVA) in € million



**0.5 m<sup>3</sup>**

water consumption  
per ton produced

**€ 113.3 million**  
dividend paid out



**180** CO<sub>2</sub> emissions\*  
in kilograms  
per ton  
produced

\*direct and selected indirect emissions

# Social

## Key figures

Average period of **11 years**  
of employment



**21%**

women in executive positions



**43**

Average age of  
employees

Average of **19 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.

