

Lubrication solutions  
The way we move our  
customers forward



*MOVING YOUR WORLD*



# Agenda

1. Why we exist
2. Today and tomorrow
3. Facts and figures



Why we exist

**Standing still is not an option**

We want to keep the world moving – with innovative and technological lubrication solutions that have a lasting impact on the future.

*MOVING YOUR WORLD*

# ***MOVING YOUR WORLD***



How we operate

**Unconditionally reliable**



## Customers trust us

And they trust that we'll have the right solution. Because we make zero compromises and operate with unconditional reliability.

**Stefan Fuchs**  
CEO FUCHS PETROLUB SE



**We're convinced**  
**The future depends on**  
**efficient lubrication solutions**

- Lubricant
- Digital solution
- Service

***MOVING YOUR WORLD***

We create efficient solutions

Even where you wouldn't expect us to

Data Centers

Households

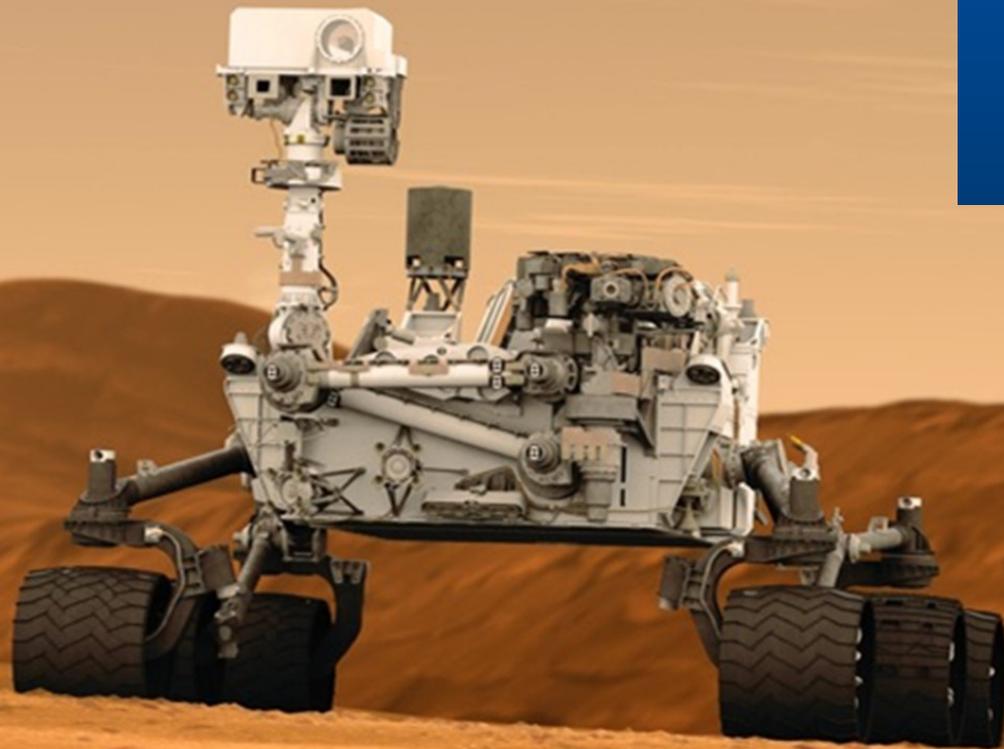
Mobility

Wind energy

Robots

Satellites

## Mars Perseverance Rover 2021 Even on Mars



In February 2021, the Mars Perseverance Rover landed on Mars – and with it, a barrier film from FUCHS subsidiary Nye Lubricants.

# No matter where in the world We're extremely close to our customers

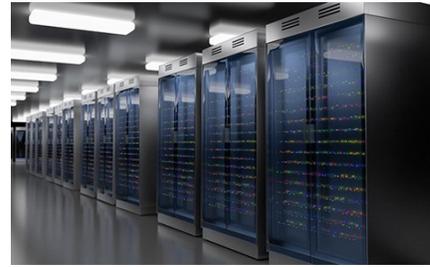




**Our product categories**  
**Offer a comprehensive range**  
**of products and services**

- Automotive
- Industry
- Metalworking
- Lubricating greases
- Special applications
- Services

The result  
Complete solutions for  
specific requirements of each  
customer





## Our promise

# The FUCHS advantage

- Increased machine availability
- The highest possible standards and quality assurance
- Increased efficiency, lower CO<sub>2</sub> emissions
- Reduced process costs
- Outstanding consulting and industry expertise
- Customized solutions for every application. Worldwide

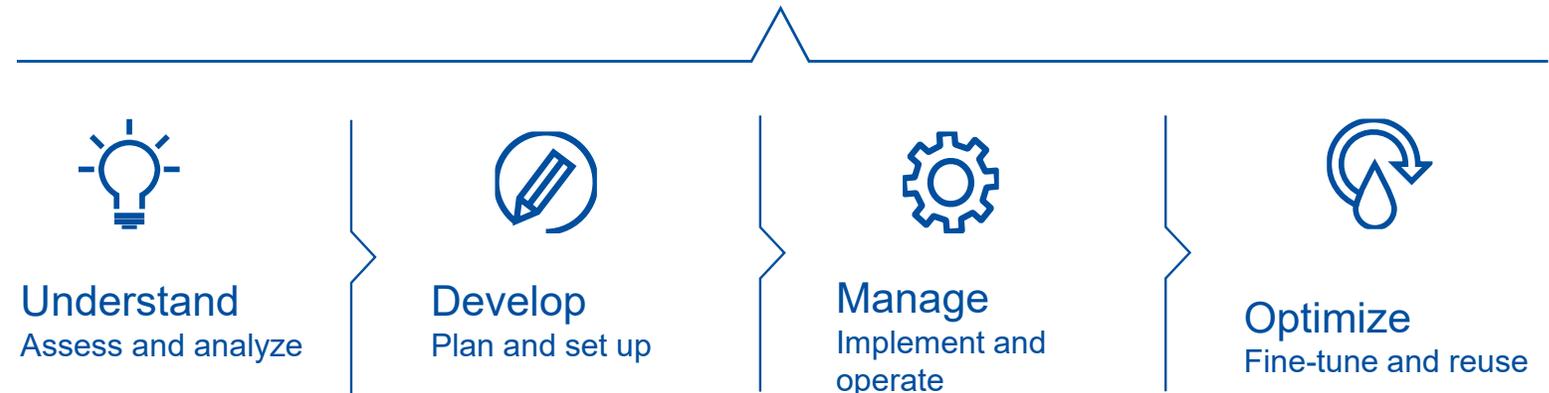
# The result

## Efficient lubrication solutions

### FUCHS SOLUTIONS



### FUCHS PROCESS



Moving forward

With more time for  
your core competencies





## A customer example

# Our collaboration with Toyota

- Solution developed together with the customer
- A FUCHS product in use worldwide
- Global production/local customization
- Fewer suppliers



„FUCHS understood our needs – and knows all the approved raw material and formulation options that we can use to implement the product worldwide.“

**Johan Bosmans**  
Toyota Motor Europe  
Research & Development



# Agenda

1. Why we exist
2. Today and tomorrow
3. Facts and figures

# ***MOVING YOUR WORLD***

**by enabling our customers to perform  
more sustainably**

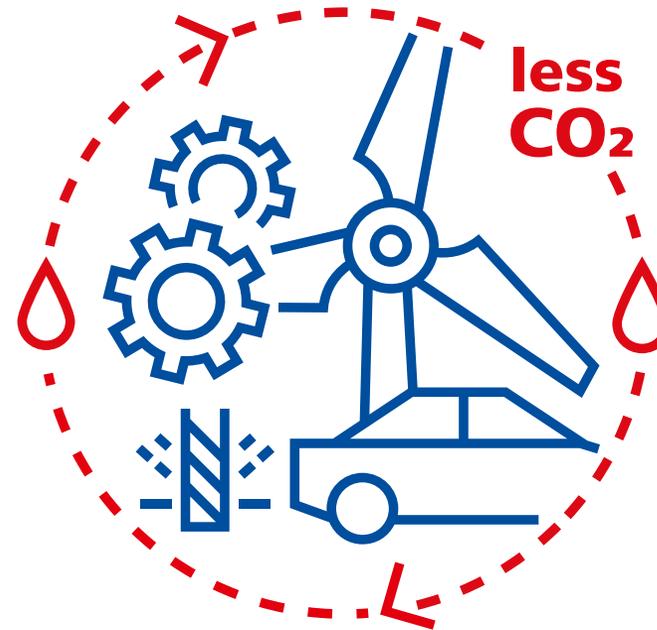


# Our focus

## We empower our customers to perform more **sustainably**

We're convinced that the key to greater sustainability lies in making our own company and, above all, our customers more efficient.

This is good for the environment, society, and the bottom line.



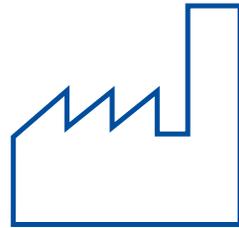
We empower our customers to perform more sustainably

# Four steps to a sustainable future

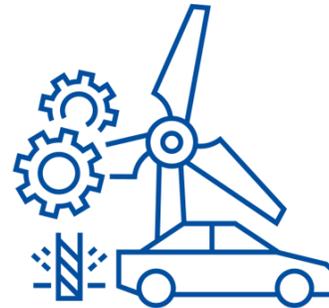
Raw Material



Production



Application



Reuse/End of Life



## Unconventional and innovative Alternative Raw Materials

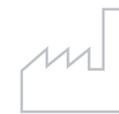
### Example: Upcycling

From deep-frying oil to a new raw material for high-performance specialty lubricants.

Raw Material



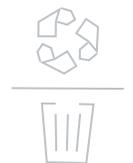
Production



Application



Reuse/End of Life



**MOVING YOUR WORLD**

## Sustainable production

# Using energy responsibly

### Example: Heating Energy from Production

Test bay building heated from neighboring production facility

**Savings per year: 18 tons of CO<sub>2</sub>**

Raw Material



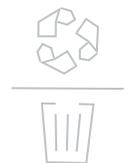
Production



Application



Reuse/End of Life



## Sustainable production

# More sustainable performance for our customers

The use of a premium hydraulic oil saves around 9,600 liters of diesel over an operating time of 8,000 hours. **This is equivalent to about 30 tons of CO<sub>2</sub>.**

Raw Material



Production



Application



Reuse/End of Life

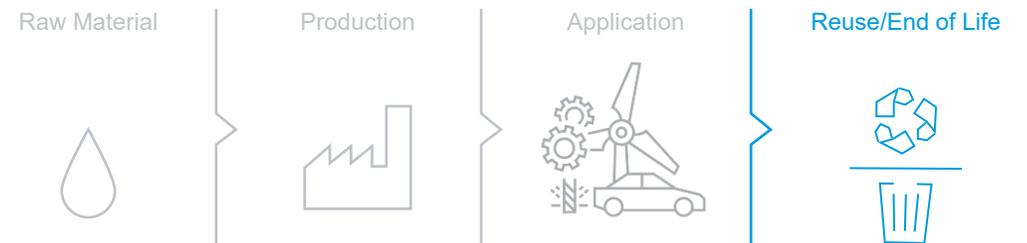


**MOVING YOUR WORLD**

## Sustainable production

# Closing the Circle: Circular Process for automotive supplier

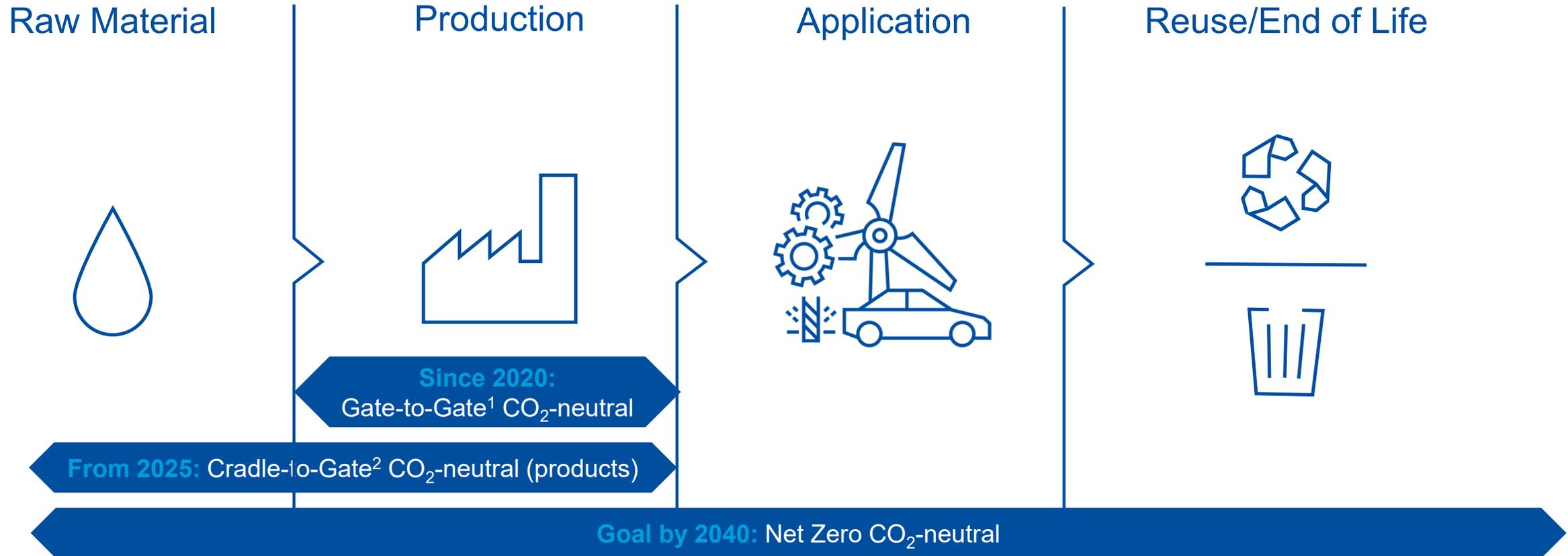
Through a range of special services, FUCHS supports its customers in feeding used materials back into the value chain – such as at an automotive supplier in Canada, for example, where the company recycles cooling lubricants.



**MOVING YOUR WORLD**

# Sustainability at FUCHS

## The path to 2040



<sup>1</sup> 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

<sup>2</sup> 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

# ***MOVING YOUR WORLD***

**by developing a digital partnership together**





## Digital – Solutions. Services. Data.

- Digital mindset for global interaction
- Improving customer experience
- Digital customer service
- Developing solutions for a digital future

## SOS from production

# Used cooling lubricant in system 2



### Example: Fluid Analyzer

- Automated core processes
- Interface digitization
- New digital business models

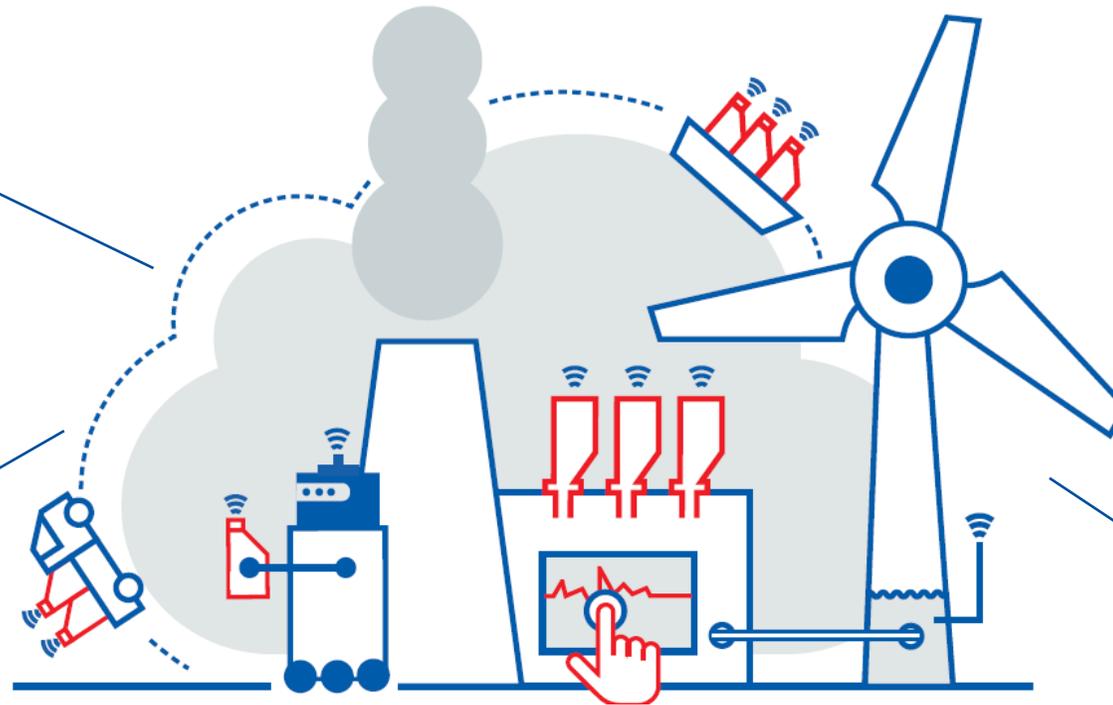
# From sensors, platforms and customers

## Customer Interfaces

eCommerce

## Sensors

(Fluid Analyzer  
FUCHS Meter)



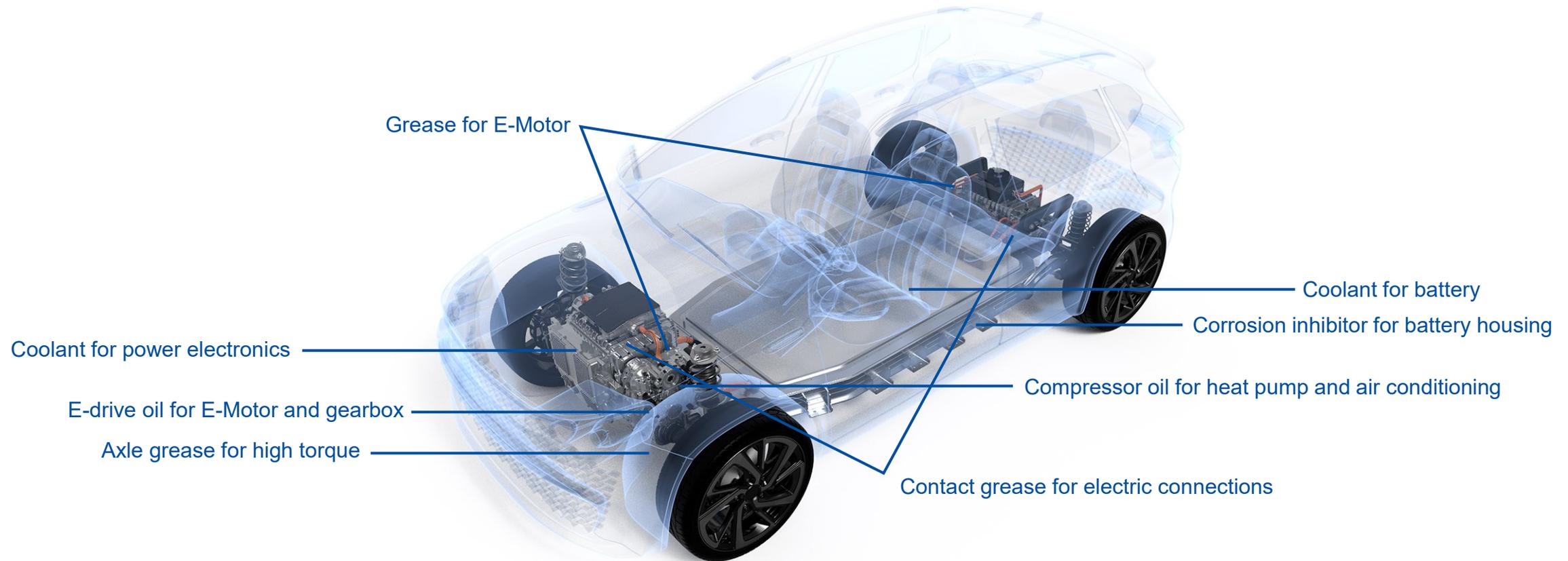
**FluidPlatform**  
(FluidsConnect)

***MOVING YOUR WORLD***  
**by designing smart solutions for  
the future of mobility**



**FUCHS BluEV**

# Intelligent technology meets efficient lubrication solutions



# One product line, one goal: Greater efficiency



Our own product line  
**FUCHS BluEV**  
lubrication solutions  
for the future of  
mobility



# Agenda

1. Why we exist
2. Today and tomorrow
3. Facts and Figures

## FUCHS in figures

# A steady history of growth

Founded over

**90**

years ago as  
a family business

**57**

companies  
worldwide

Complete range of over

**10,000**

products

**3**

billion € in revenue

The Fuchs family  
holds

**55%**

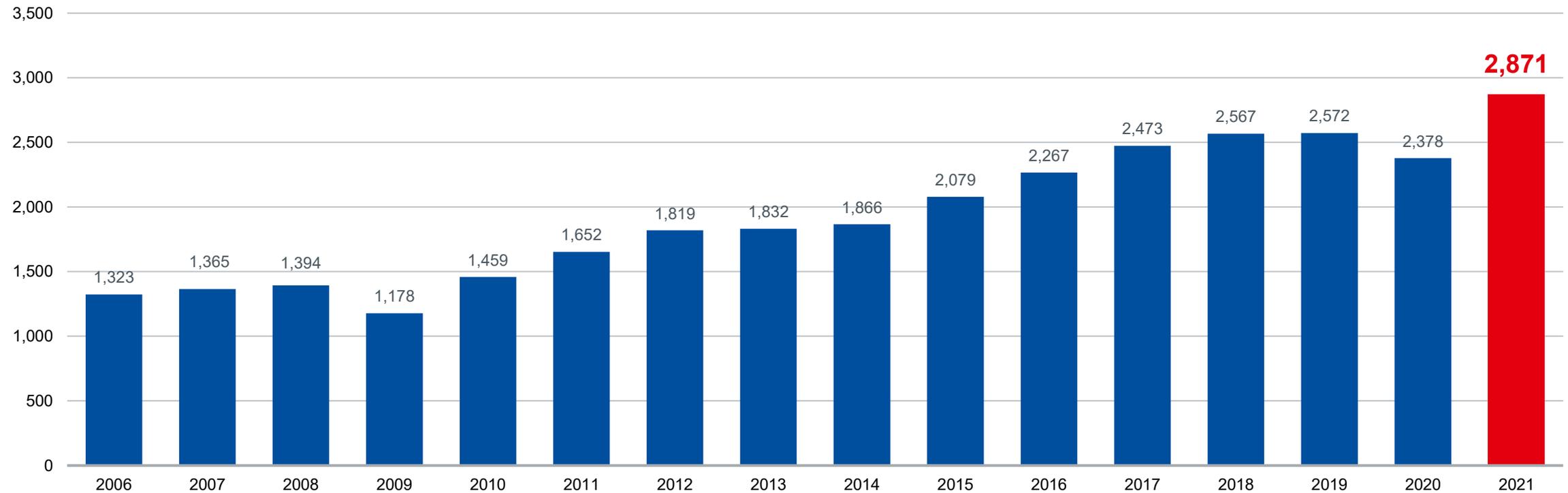
of common stock

**6,000**

employees

# FUCHS in figures

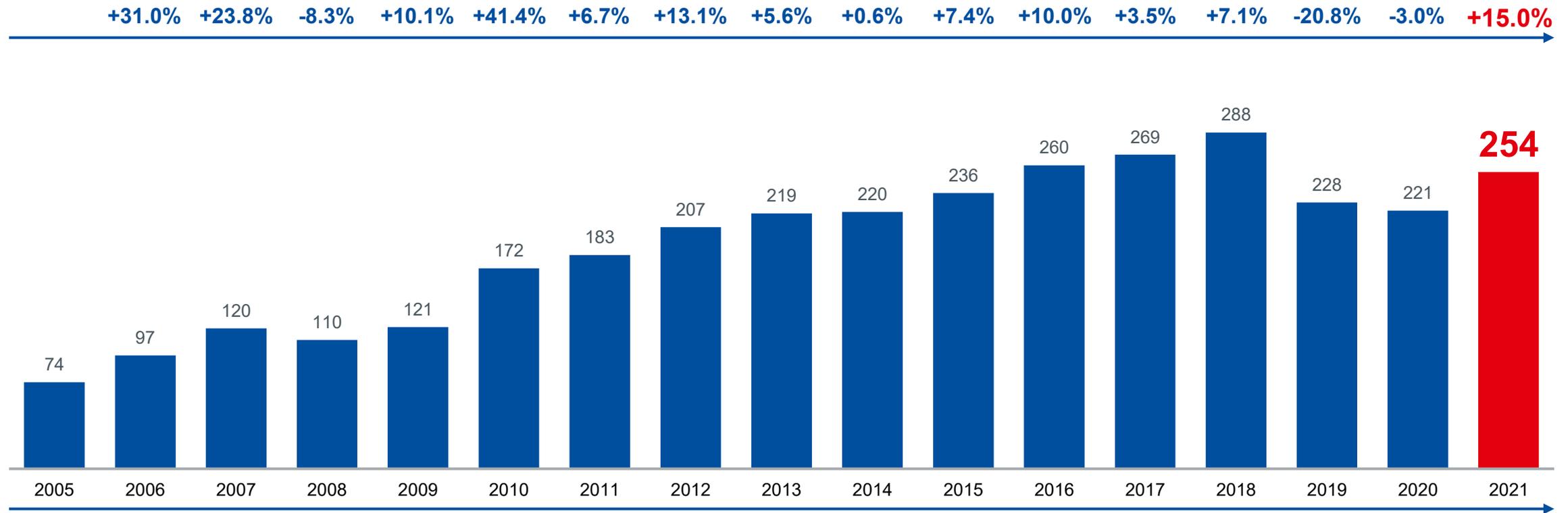
## A steady history of growth



Revenue (in € million)

# FUCHS in figures

## Earnings Performance\*



\*Earnings after tax in € million

## FUCHS in figures

# Research and Development

Engineers and  
scientists in R&D  
worldwide

**535**

**600**

R&D projects

**54** million €

R&D budget across the entire  
group

Labs in

**24** countries

# FUCHS in figures

## Company History

### A modest founder

Foundation of the company "RUDOLF FUCHS" in Mannheim.



1931



### Difficult years

Expansion to a new product category: industrial oils.

1939 – 1945

### Start of a new era

Manfred Fuchs took on responsibility for the family business and was to realize his vision of transforming the company into a global player.



1963



### FUCHS launched on the stock exchange

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

### Visionary investments

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



### From sales to manufacturing

Growth and start of the company's own production.

1946

### Development in focus

Hiring the first chemist set the course for the establishment of our worldwide network of experts.



1968



### Closer to the customer

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

### The next generation

With Stefan Fuchs, the third generation of the family took over the leadership of the Group.



2018 - 2025



### Start of a new journey

Launch of the FUCHS2025 initiative. The goal: 'Being First Choice' – for our customers, business partners, investors, future employees.

# And what can we move for you?



**Stefan Fuchs**

Chairman of the Executive Board, Corporate Group Development, Human Resources, Corporate Marketing & Communications, Strategy



**Dr. Lutz Lindemann**

R&D, Technology, Product Management, Supply Chain, Sustainability, EH & S, Mining Division, OEM Division



**Dr. Sebastian Heiner**

EH&S, Procurement, Product Management, QMS, R&D, Supply Chain, Sustainability, Technology



**Dr. Timo Reister**

India, Southeast Asia, East Asia, Australasia, North and South America, Automotive Aftermarket Division



**Dr. Ralph Rheinboldt**

Europe, Middle East & Africa, Specialities Division, Industry Division



**Isabelle Adelt**

Finance, Controlling, Investor Relations, Compliance, Internal Auditing, Digitalization (IT, ERP systems, Big Data etc.), Legal, Taxes

**Thank you.**



***MOVING YOUR WORLD***