

FUCHS GROUP

New Thinking

| Investor Presentation, April 2018

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Agenda

- 01** | The Leading Independent Lubricants Company
- 02** | FY 2017
- 03** | Shares
- 04** | Appendix

01 The Leading Independent Lubricants Company



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

€2.5 bn
sales

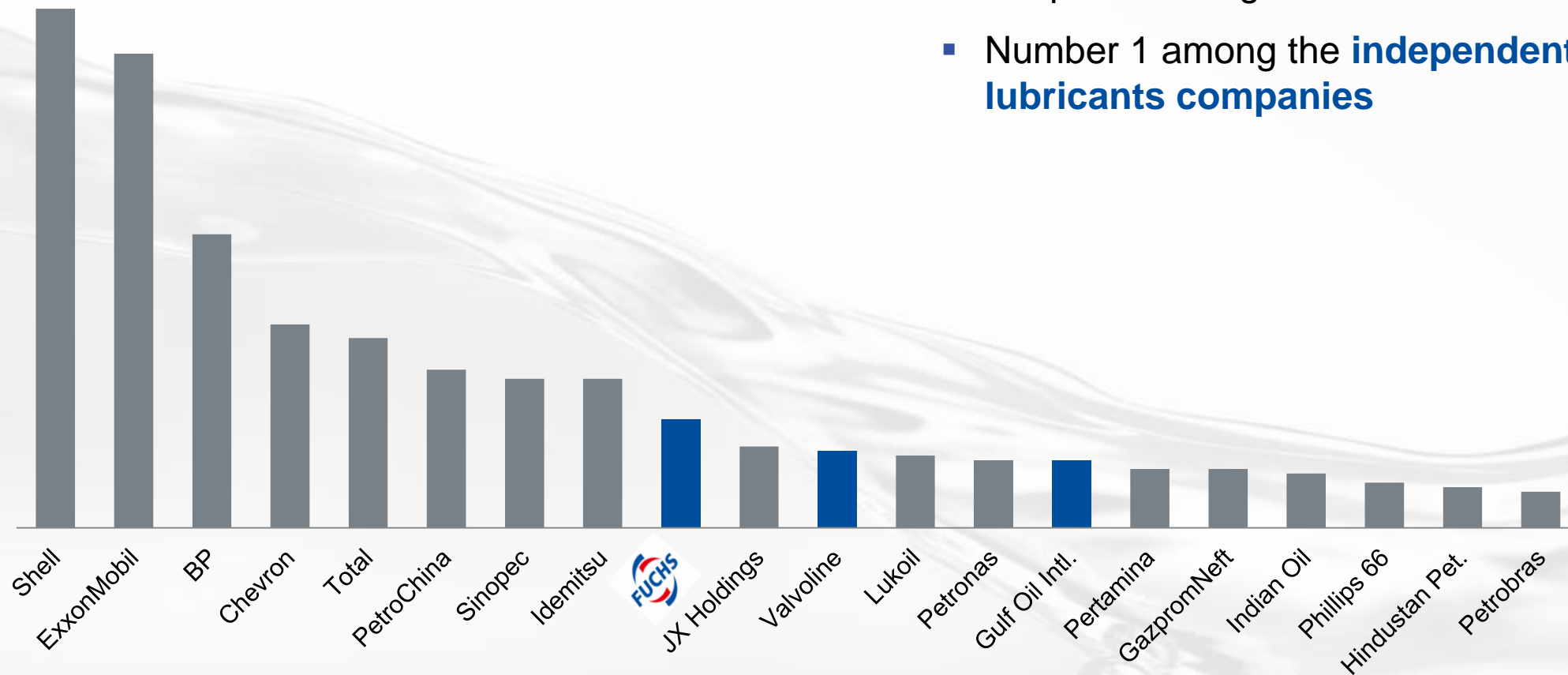
More than **5,000**
employees

Preference share is listed
in the MDAX

58 companies worldwide

A full range
of over
10,000
lubricants and related
specialties

Top 20 lubricants manufacturers



- A top-10 ranking lubricants manufacturer
- Number 1 among the **independent lubricants companies**

Our unique business model is the basis for our competitive advantage

Technology and innovation leadership in strategically important product areas

FUCHS is fully focussed on lubricants

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



**Advantage over
major oil companies**

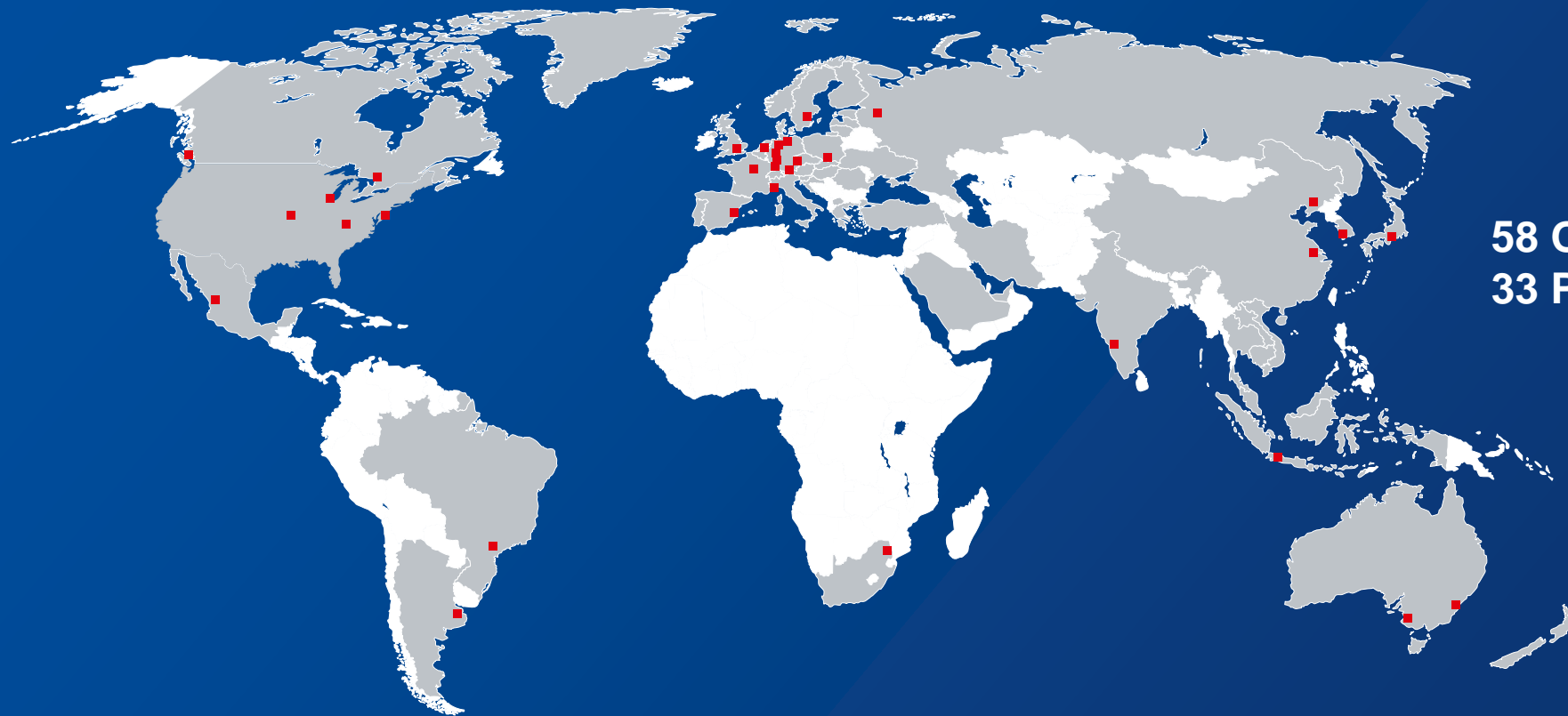
FUCHS is a full-line supplier

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



**Advantage over
independent companies**

We are where our customers are



58 Operating Companies
33 Production Sites

Full-line supplier advantage

Sales 2017: €2.5 bn
(~80% international)
by customer location

Automotive lubricants
~45%

e.g. Engine & gear oils, hydraulic oils, shock absorber fluids, etc.

Industrial lubricants
~55%

e.g. Industrial oils, MWF/CP* and greases

100,000 customers in more than 150 countries



Car industry



Manufacturing



Engineering



Construction



Mining



Trade, Services &
Transportation



Heavy Duty



Steel & Cement



Aerospace



Agriculture industry



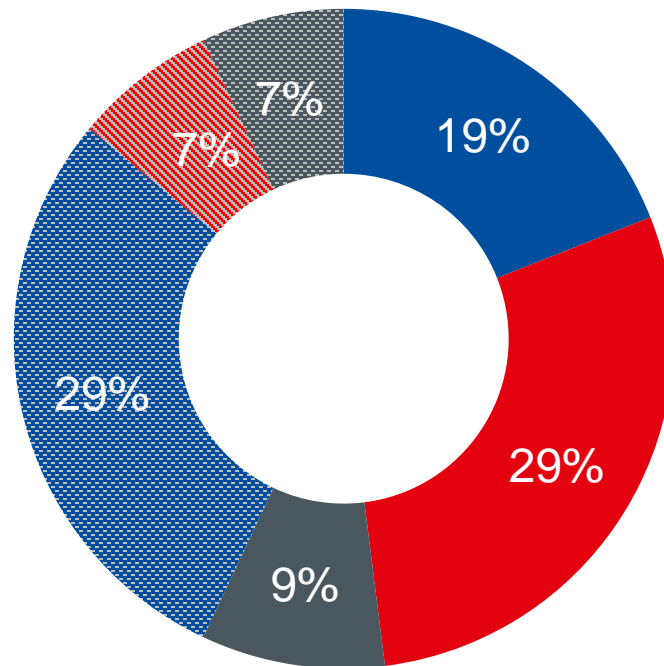
Wind energy



Food

Well balanced customer structure

FUCHS sales revenues 2017: €2.5 bn



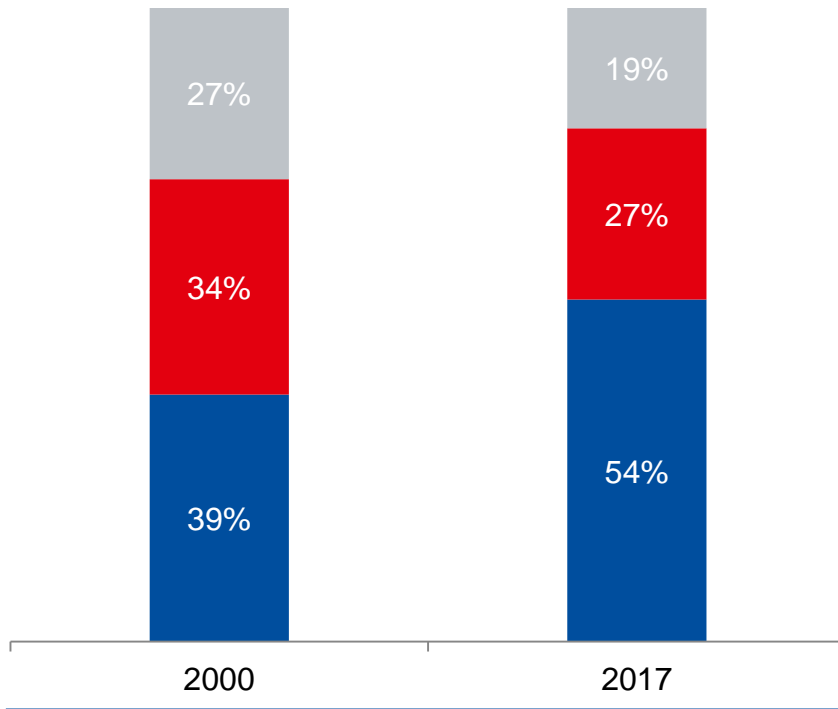
- Industrial goods manufacturing
- Vehicle manufacturing
- Energy and mining
- Trade, transport and services
- Agriculture and construction
- Engineering / machinery construction

Top 20 Customers account for ~ 25% of 2017 sales

Organic growth potential in emerging countries

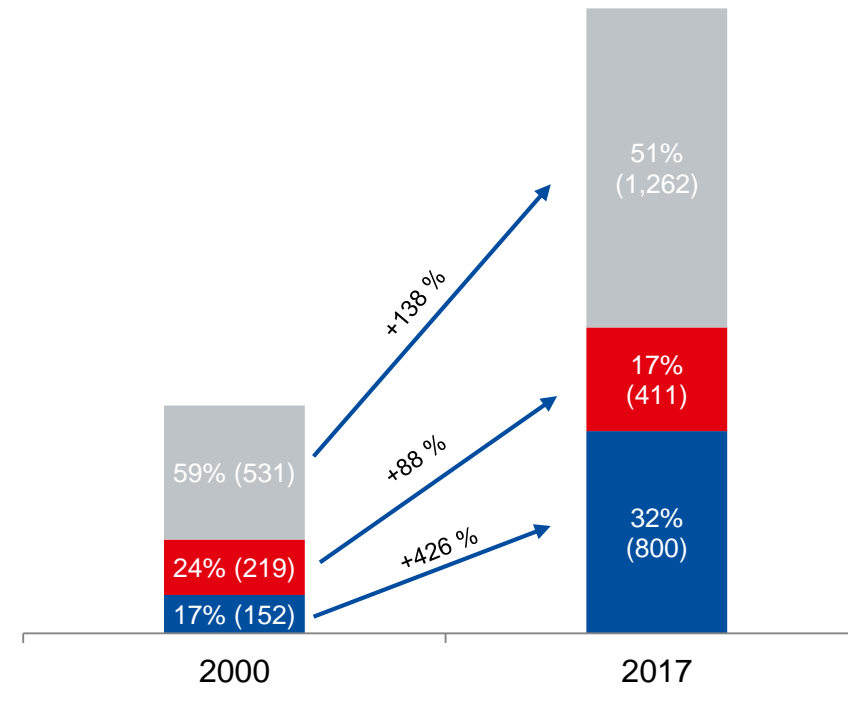
Market Demand

36.4 mn t $\xrightarrow{-1\%}$ 36.1 mn t



FUCHS Sales (by customer location)

€ 902 mn $\xrightarrow{+174\%}$ € 2,473 mn



FUCHS' Strategy

Profitable Growth:

Internationalization of core activities
Local production in 33 plants

Global
standards,
processes
and branding

People:

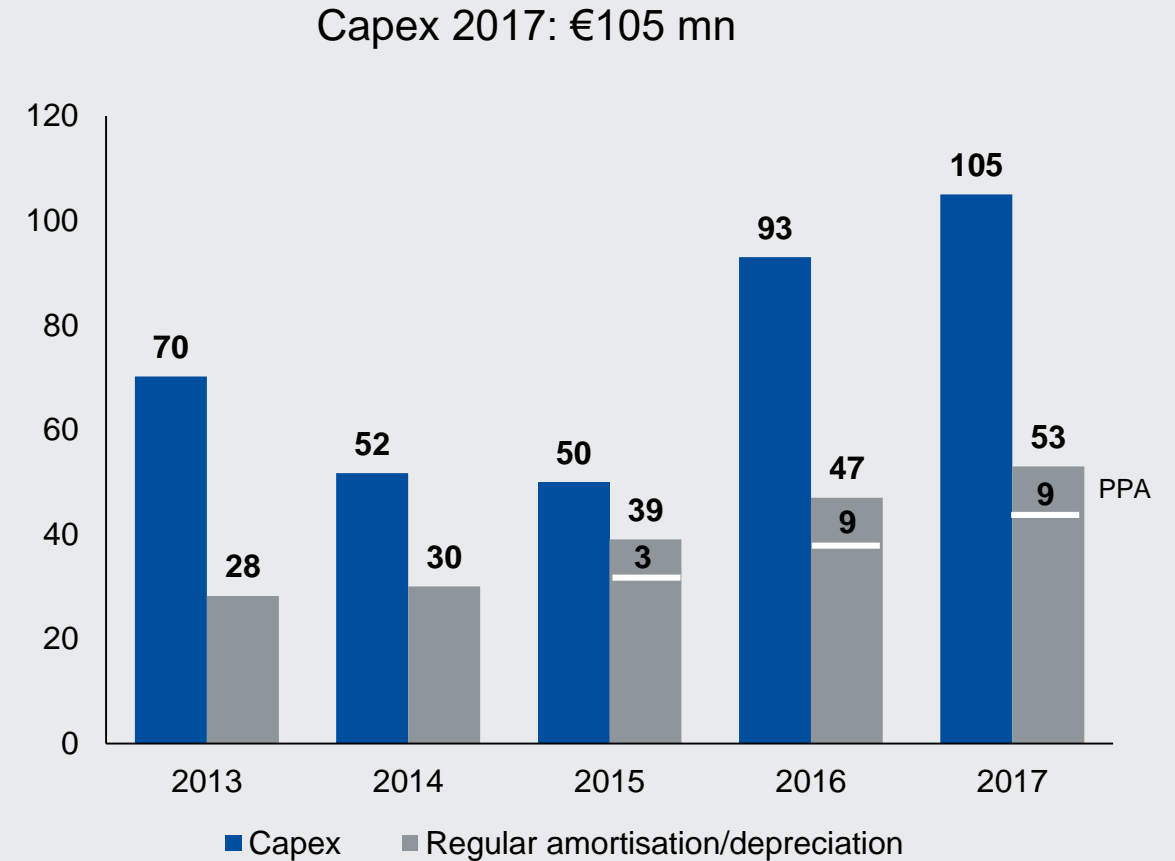
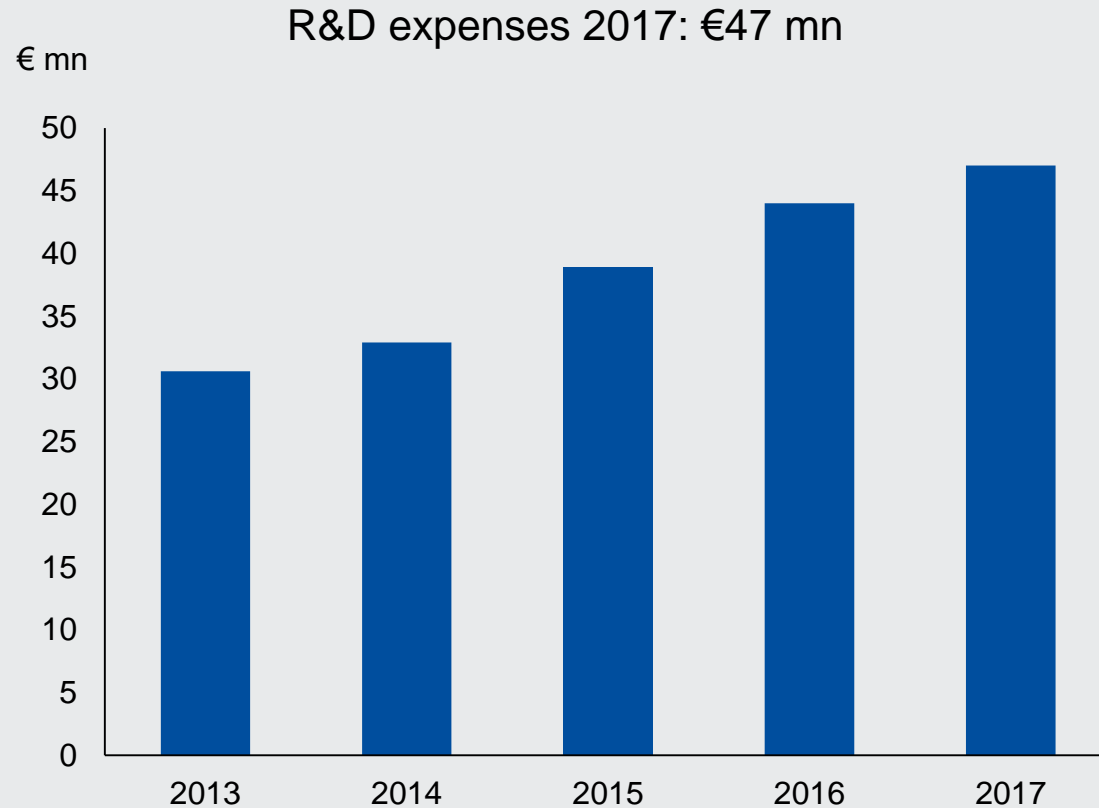
- Employer Branding
- Culture
- Talent-management
- Learning

Utilize disruptions like
e-mobility, digitalization, etc.
as an opportunity

Agile network structure based
on common values

Investment in the future

R&D, capex, regular amortisation & depreciation



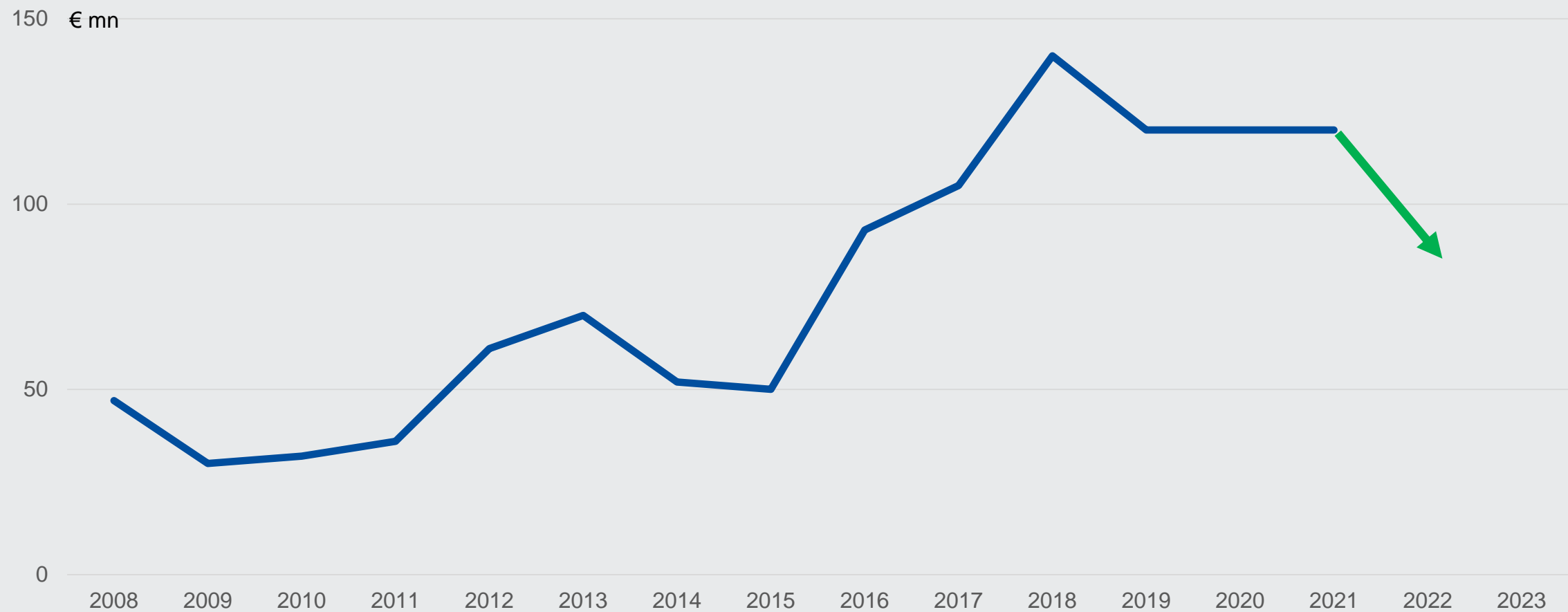
Investment initiative

Growth/replacement/efficiency

- For 2016 - 2018 around **€300 mn** capex was planned with focus on the expansion of Mannheim, Kaiserslautern and Chicago as well as new plants in China, Australia and Sweden. As of today we expect capex to be ~ **€340 mn**.
- From today's perspective more than **€100 mn p.a.** will be spent on growth and replacement investments as well as efficiency improvements in the years 2019 - 2021. The focus is on the expansion of the German, Chinese and US plants. Background is the significant volume increase, technological changes and a changed product mix.
- From 2022 onwards, investments should be back on par with the scheduled increased annual amortization/depreciation.

Maintenance capex amounting to the level of amortization/depreciation

Investment initiative



FUCHS' 3C grease commitment

Germany / USA / China

- Globally identical production equipment
- Globally identical finishing equipment
- Globally identical quality control test devices
- Globally similar raw materials
- Globally identical quality standards



Strong track record of integrating businesses



02 FY 2017



Highlights FY 2017

Sales +9%
to €2.5 bn

EBIT +1%
to €373 mn

EPS +4%

Dividend
+2%

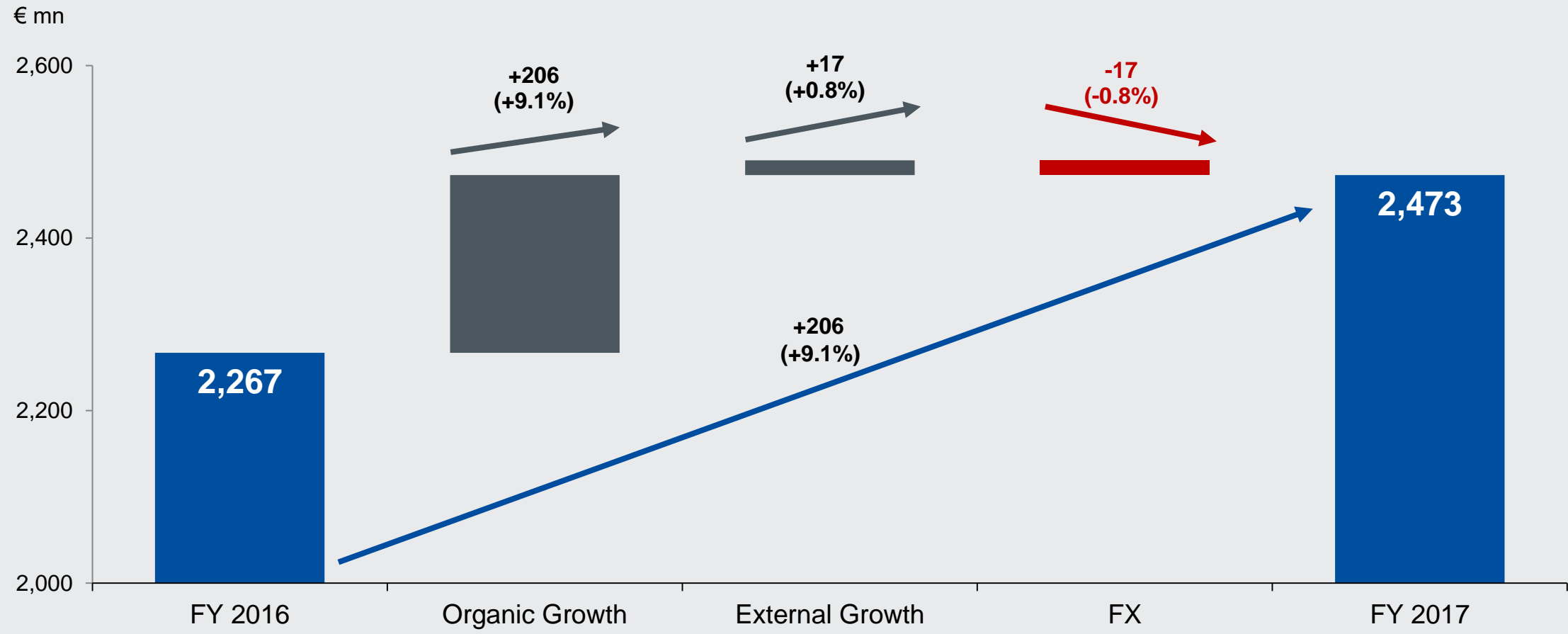
to €0.91 per pref. share /
€0.90 per ord. share

- Strong organic growth in Asia-Pacific, Africa and Americas
- Slight external growth in North America
- Slight negative currency effect

Outlook 2018

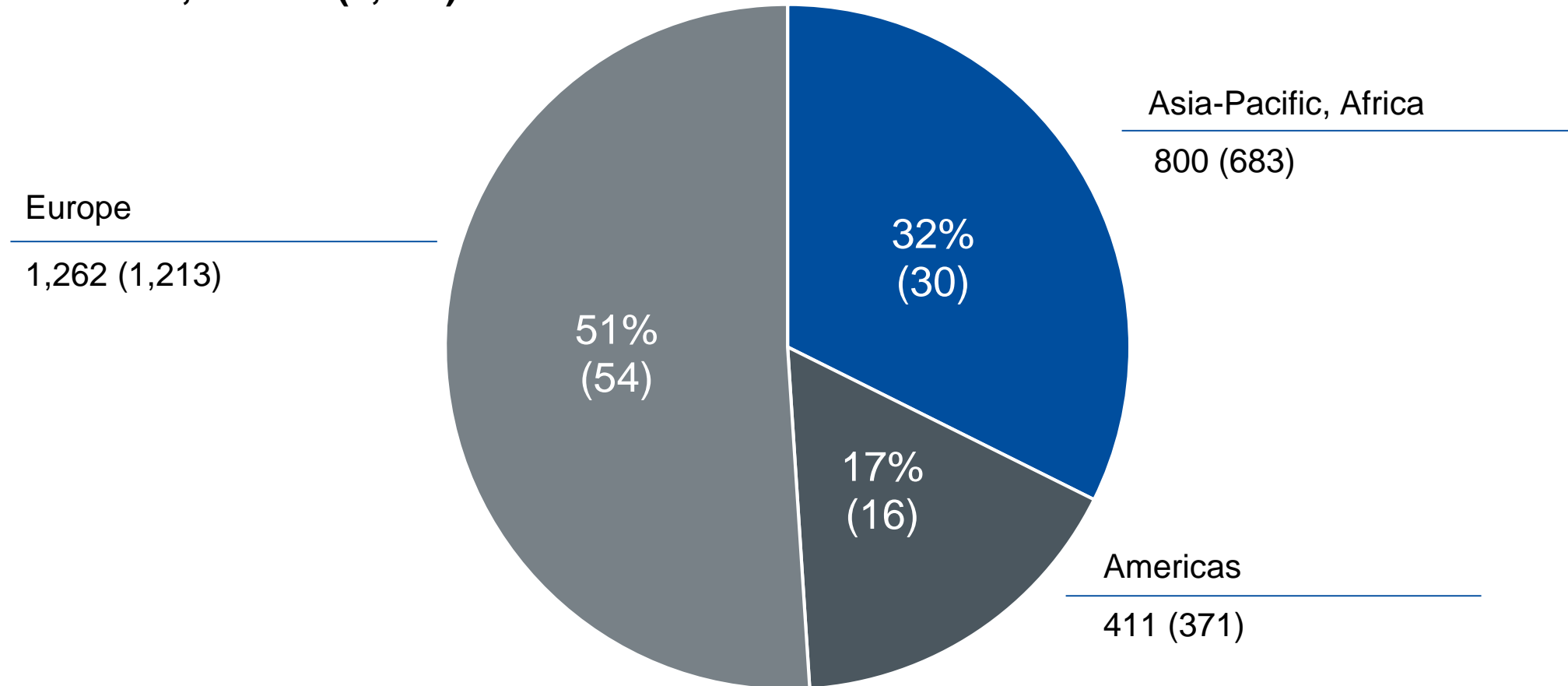
- Sales +3% to +6%
- EBIT +2% to 4%
- Free cash flow before acquisitions at FY17 level

FY 2017 Group sales



Sales by customer location

Sales 2017: €2,473 mn (2,267)



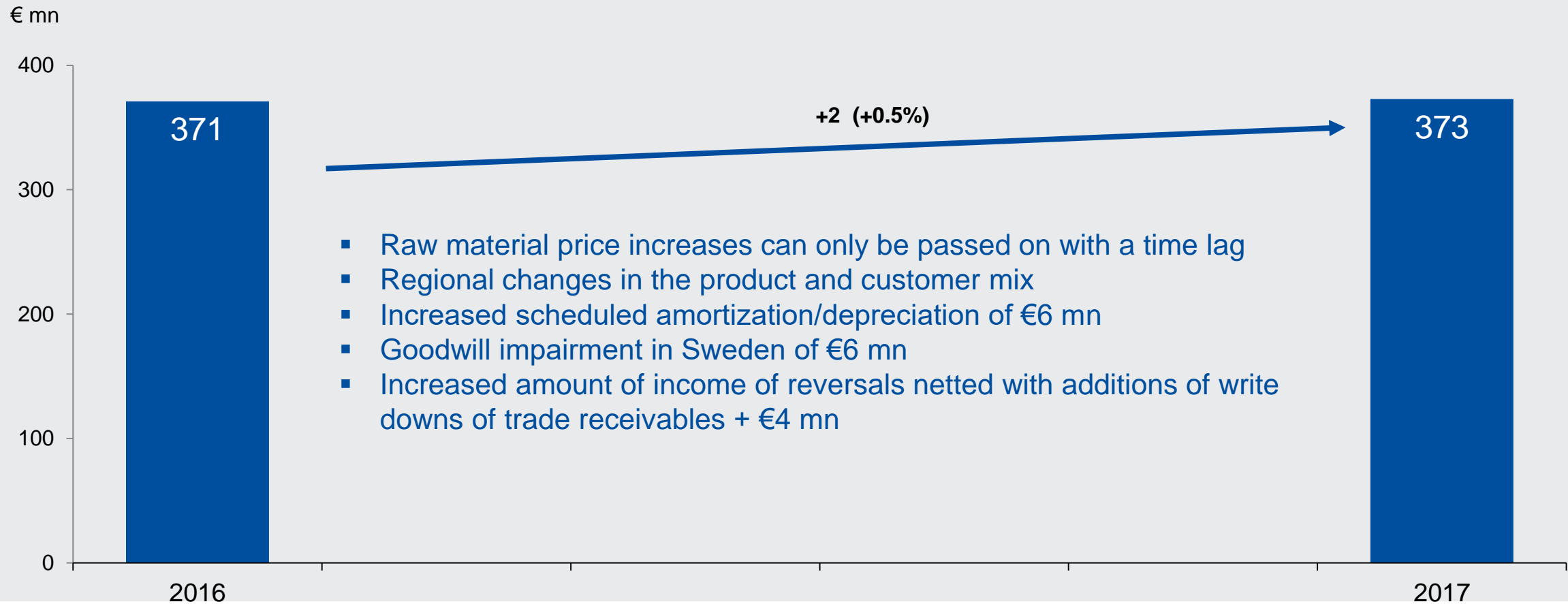
Regional sales growth FY 2017

	FY 2016 (€ mn)	FY 2017 (€ mn)	Growth	Organic	External	FX
Europe	1,417	1,515	+6.9%	+7.1%	-	-0.2%
Asia-Pacific, Africa	620	733	+18.2%	+19.7%	-	-1.5%
Americas	349	393	+12.6%	+9.4%	+4.9%	-1.7%
Consolidation	-119	-168	-	-	-	-
Total	2,267	2,473	+9.1%	+9.1%	+0.8%	-0.8%

Income statement FY 2017

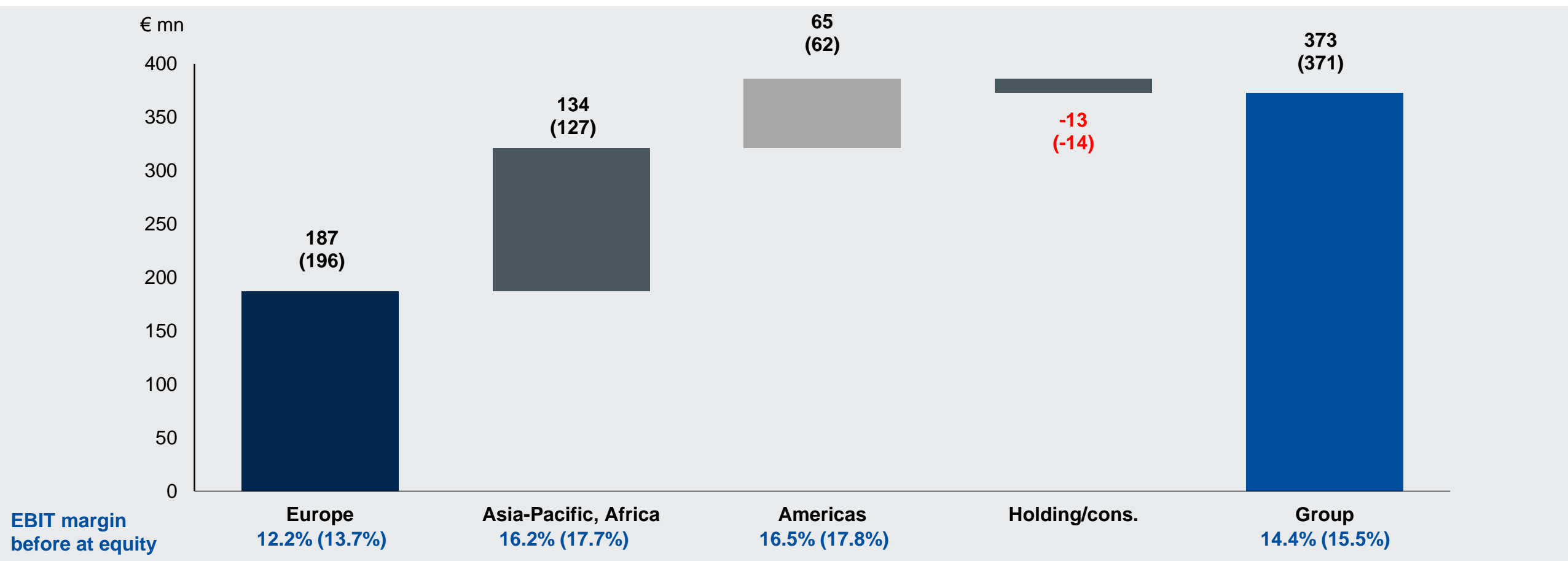
€ mn	FY 2016	FY 2017	Δ € mn	Δ in %
Sales	2,267	2,473	206	9.1
Gross Profit	851	882	31	3.6
<i>Gross Profit margin</i>	<i>37.5</i>	<i>35.7</i>	<i>-</i>	<i>-1.8 %-points</i>
Other function costs	-499	-526	-27	5.4
EBIT before at Equity	352	356	4	1.1
At Equity	19	17	-2	-10.5%
EBIT	371	373	2	0.5
Earnings after tax	260	269	9	3.5

EBIT 2017 at previous year's level



EBIT by regions

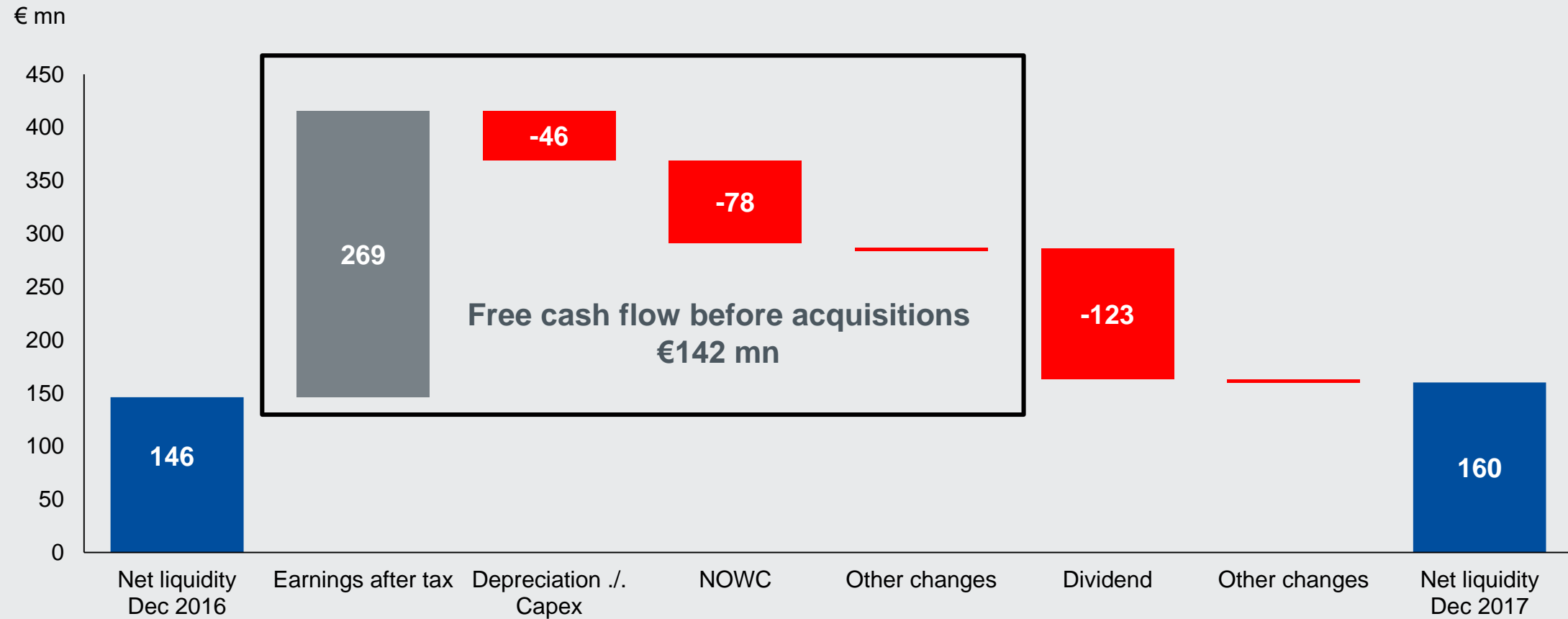
FY 2017 (FY 2016)



Cash flow FY 2017

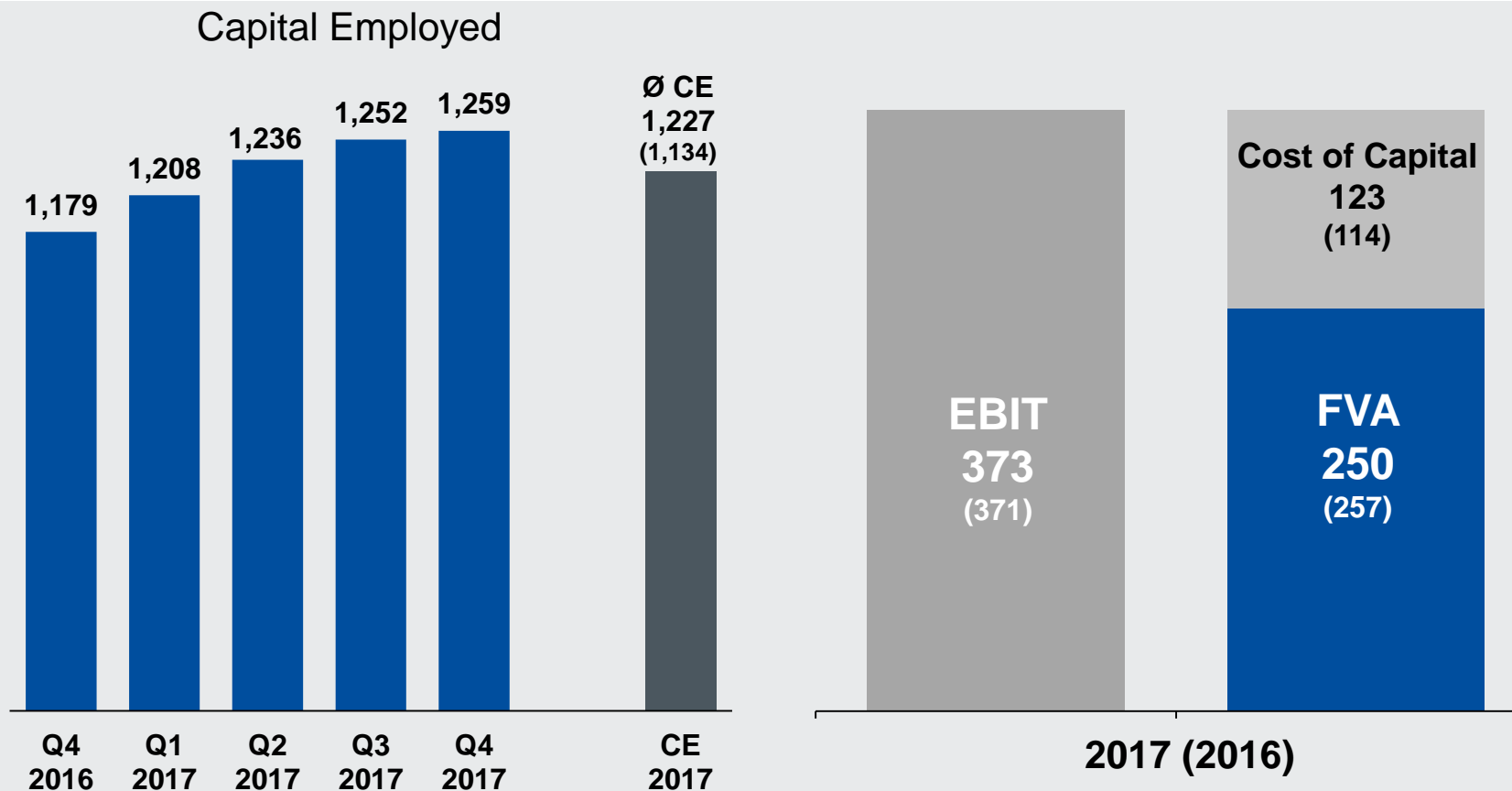
€ mn	FY 2016	FY 2017
Earnings after tax	260	269
Amortisation/Depreciation & Impairment	47	59
Changes in net operating working capital (NOWC)	-22	-78
Other changes	13	-3
Capex	-93	-105
Free cash flow before acquisitions	205	142
Acquisitions	-46	-2
Free cash flow	164	140

Net Liquidity 2017



FUCHS Value Added (FVA)

Decrease by 3%



Cost of Capital = CE x WACC (10%)

Comparison outlook and results 2017

Performance indicator	FY 2016	Outlook 2017 (March 17)	Outlook 2017 (August 17)	Outlook 2017 (October 17)	FY 2017
Sales	€ 2,267 mn	+4% to +6%	+7% to +10%	+7% to +10%	€ 2,473 mn (+9%)
EBIT	€ 371 mn	+1% to +5%	+1% to +5%	At or below FY 16	€ 373 mn
FUCHS Value Added	€ 257 mn	Low single-digit percentage range	Low single-digit percentage range	Below FY 16	€ 250 mn
Free cash flow before acquisitions	€ 205 mn	~ € 200 mn	~ € 200 mn	≤ € 150 mn	€ 142 mn

FY 2017 earnings summary

- Mainly volume driven organic sales growth; stronger euro in the second half of the year results in slight negative FX-effects for the full year
- Higher raw material prices, planned increase in costs as well as changes in product/customer mix lead to a less than proportional increase in earnings
- Raw material price increases can only be passed on with a time lag
- Increase in earnings after tax stronger than EBIT growth mainly due to the American tax reform
- Strong international business lead to higher inventories
- Capex increase according to plan
- Free cash flow below previous year due to the significant business-related increase in net operating working capital especially as a result of the strong sales growth in Asia-Pacific, Africa

Regional earnings summary

Europe:

- Almost all companies increased volume driven organic sales revenues
- Germany substantially increased intercompany sales / Rest of Europe mainly with local customers
- Impairment of €6 mn due to difficult environment, which corresponds to around half of the goodwill of the Swedish company

Asia-Pacific, Africa:

- Double-digit growth rates in China, Australia and South Africa / 70% of regional sales growth was generated in China
- OEM business made a positive contribution in China, mining and commercial business performed well in Australia and South Africa

North and South America:

- After two years declining sales due to the difficult economic environment in the US sales grew significantly double-digit
- Growth in South America weakened in 2017
- External Growth due to two smaller acquisitions made in 2016

Outlook 2018

Performance indicator	Actual 2017	Outlook 2018
Sales	€ 2,473 mn	+3% to +6%
EBIT	€ 373 mn	+2% to +4%
FUCHS Value Added	€ 250 mn	At previous year's level
Free cash flow before acquisitions	€ 142 mn	At previous year's level

- Sales growth mainly driven by organic volume growth as well as price and mix changes
- External growth expected to be slightly negative due to sale of the Dormagen plant (December 2017)
- Less than proportional increase in earnings expected due to a higher costs base as a result of investments in new and existing plants, people and R&D
- Investments of around €140 mn in new plants and expansion of plants in China, USA, Germany, Sweden, Russia and UK

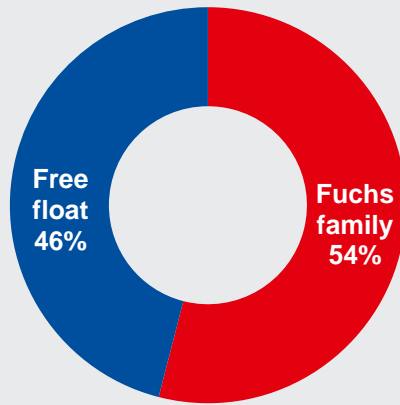
03 Shares



Breakdown ordinary & preference shares

(December 31, 2017)

Ordinary shares



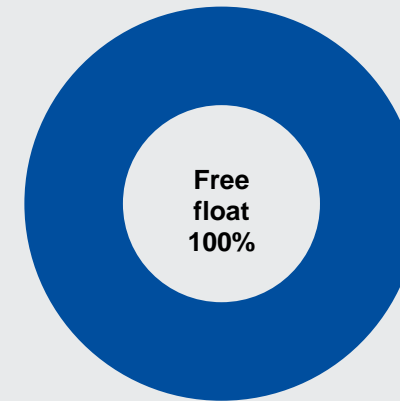
Basis: 69,500,000 ordinary shares

Characteristics:

- Dividend
- Voting rights

Preference shares

MDAX-listed



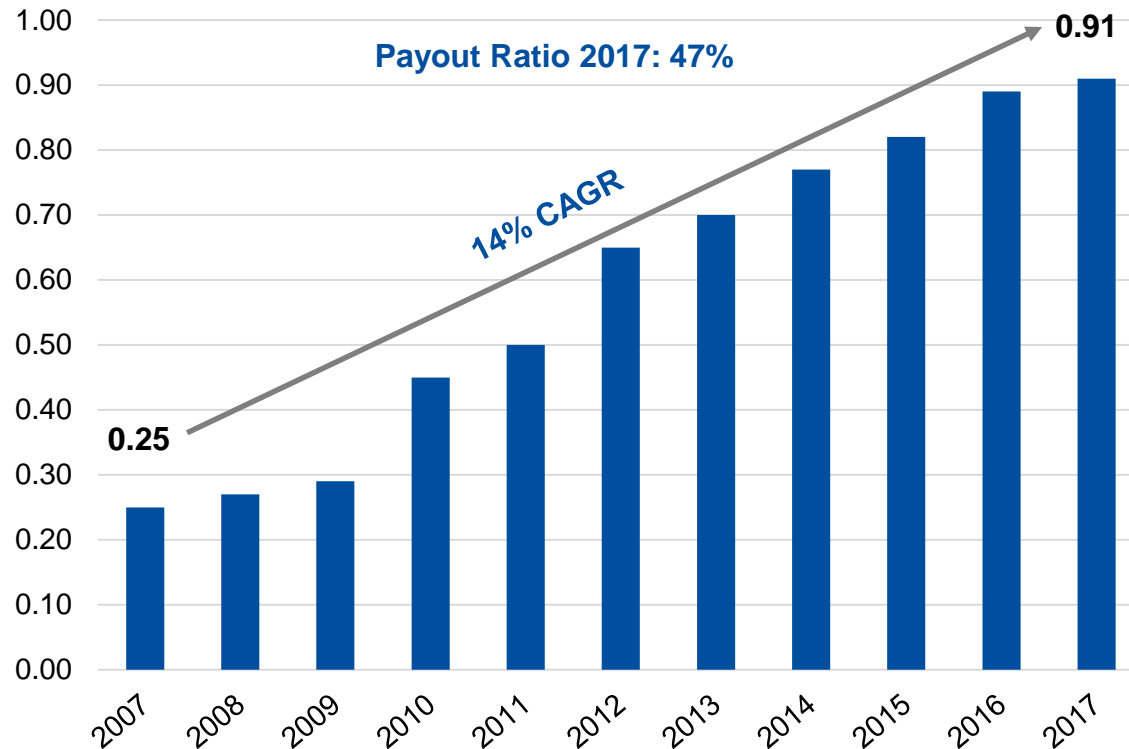
Basis: 69,500,000 preference shares

Characteristics:

- Dividend plus preference profit share (0.01€)
- Restricted voting rights in case of:
 - preference profit share has not been fully paid
 - exclusion of pre-emption rights (e.g. capital increase, share buyback, etc.)

Stable dividend policy

Dividend per Preference Share



Market Capitalization

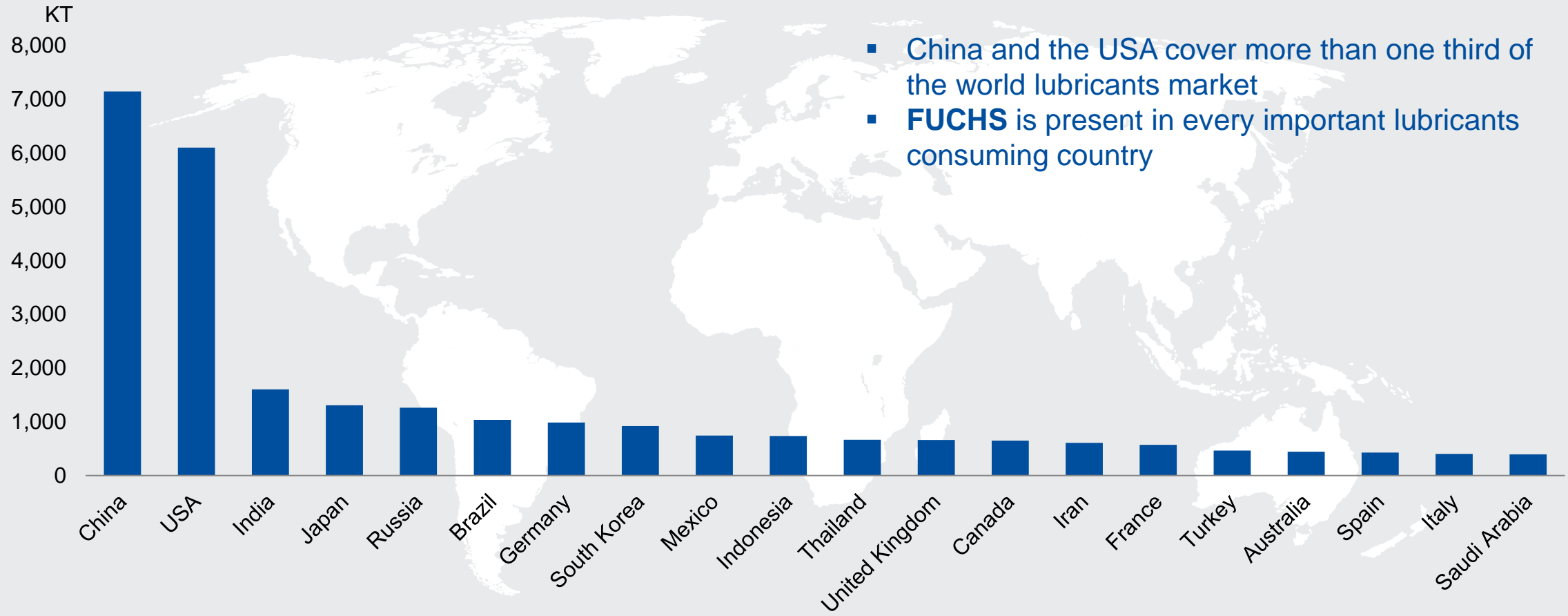


Our target: Increase the absolute dividend amount each year or at least maintain previous year's level.

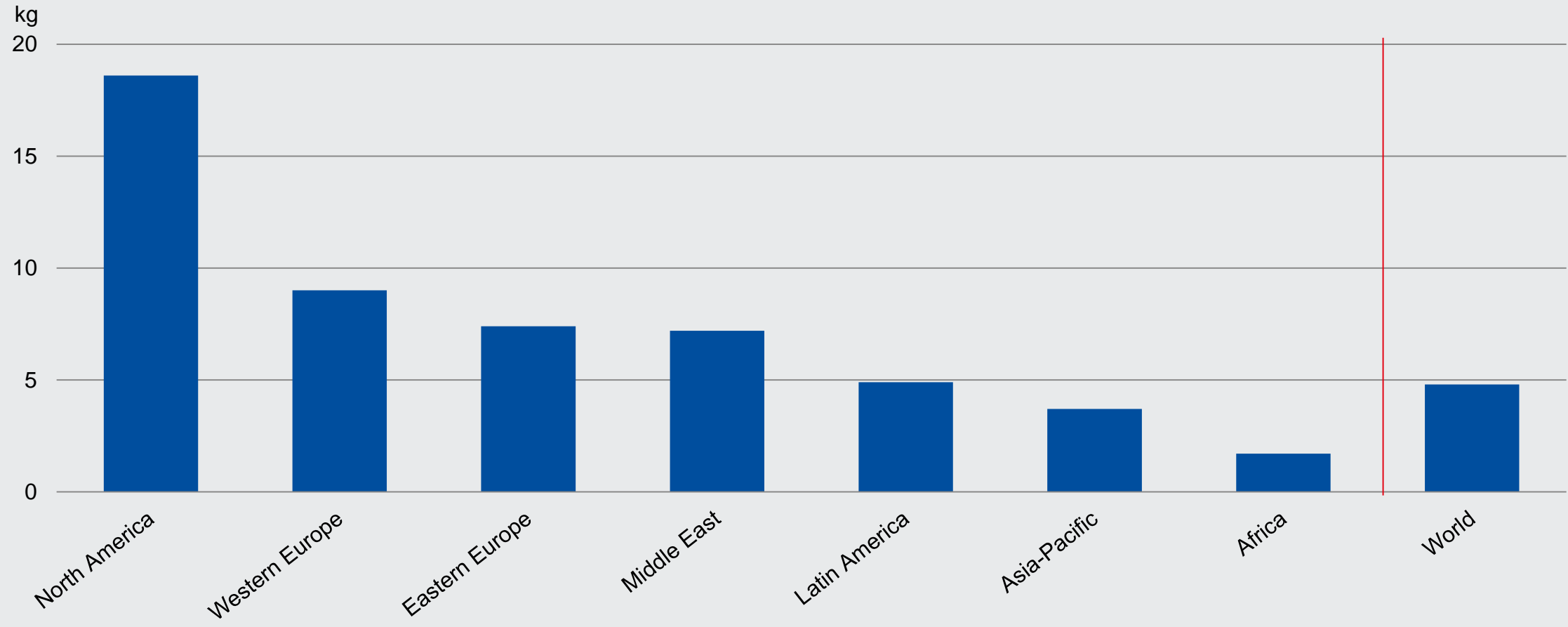
04 Appendix



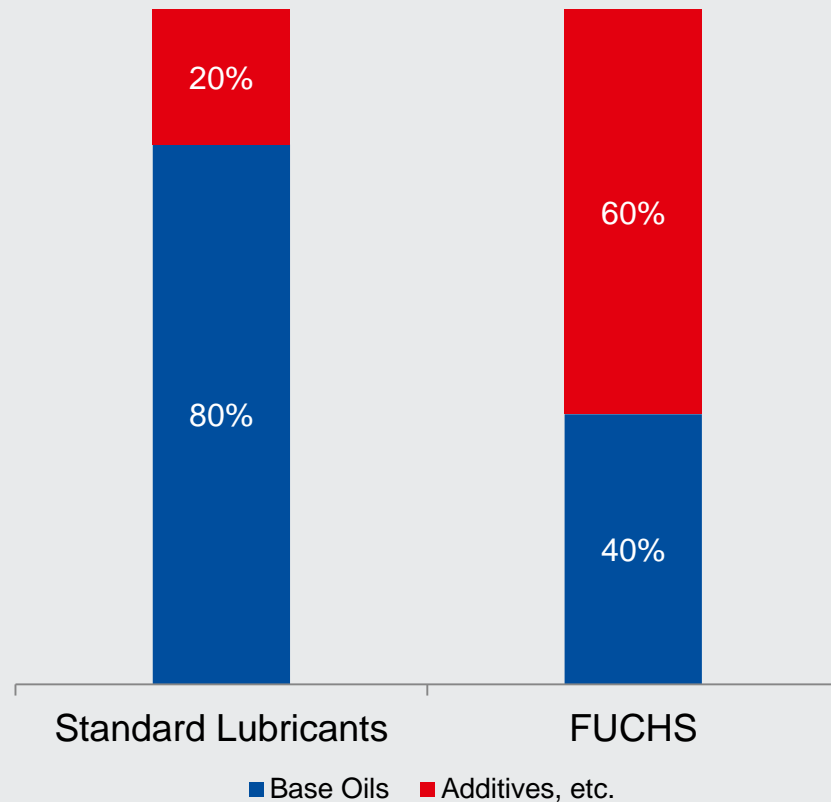
Top 20 lubricant countries 2017



Regional per-capita lubricants demand 2017



Base oil / additives value split

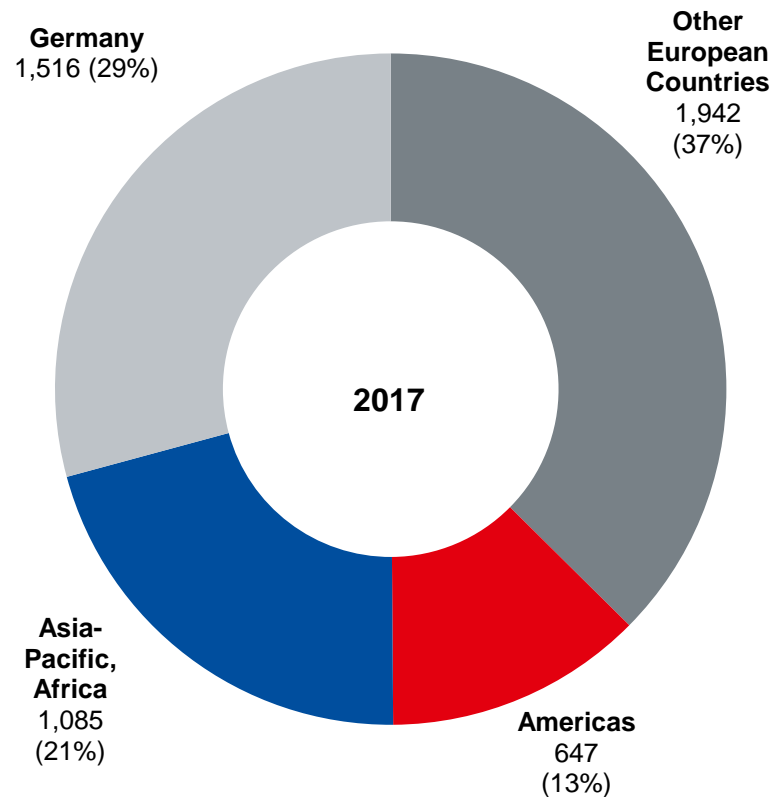


- Base oil prices do not necessarily follow crude oil prices
- No direct link between additives and crude oil prices. We even face price increases for certain raw materials where supply/demand is not balanced or special situations occur
- Special lubricants consist of less base fluid and more additives

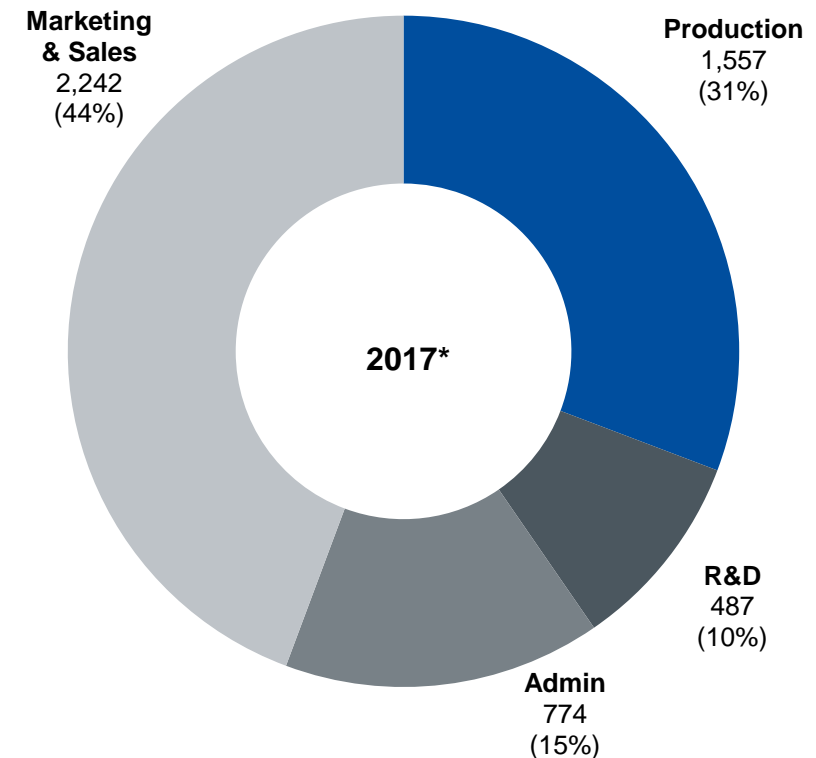
Workforce Structure

5,190 employees globally

Regional Workforce Structure

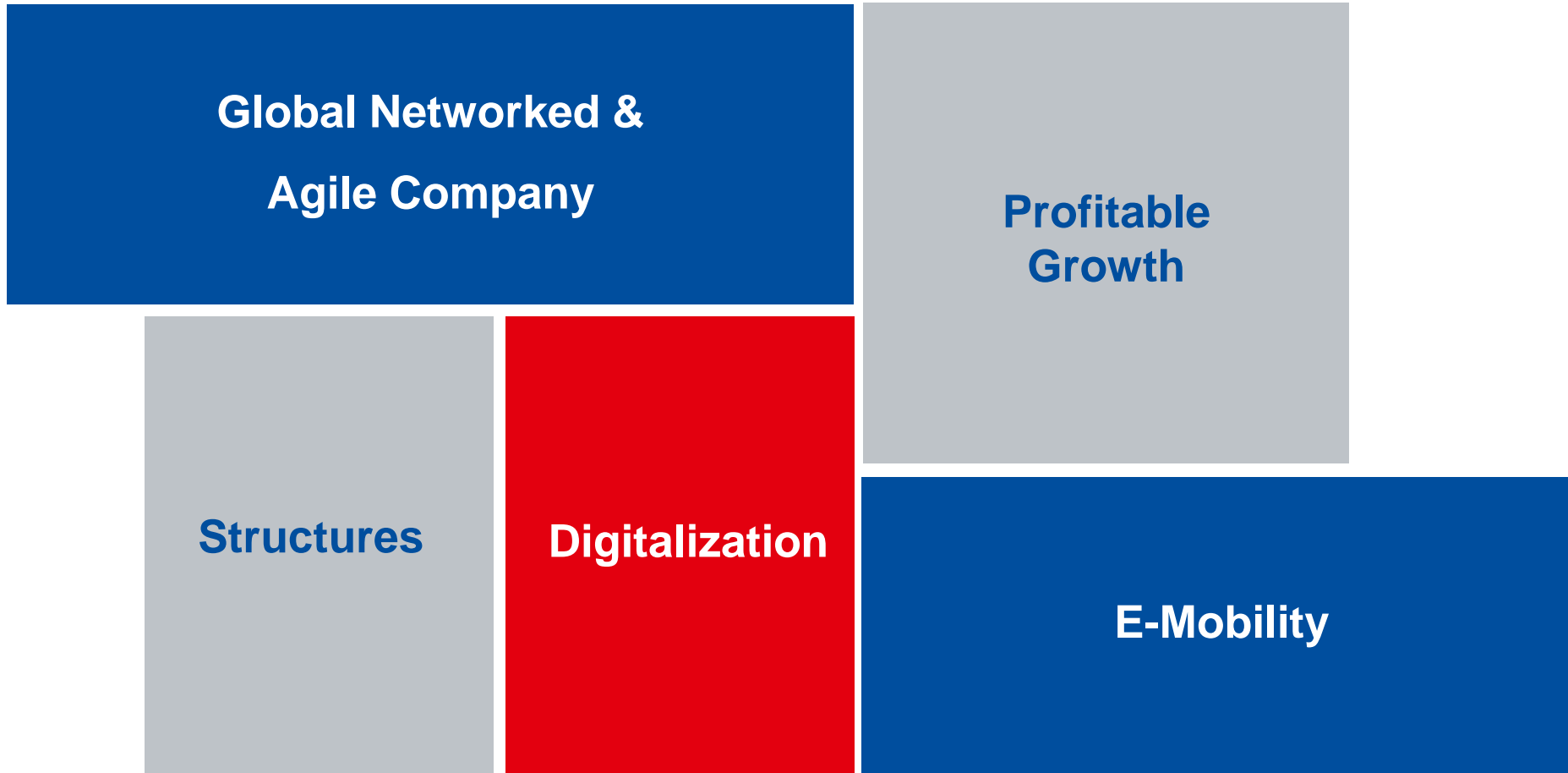


Functional Workforce Structure



*Excl. 130 Trainee

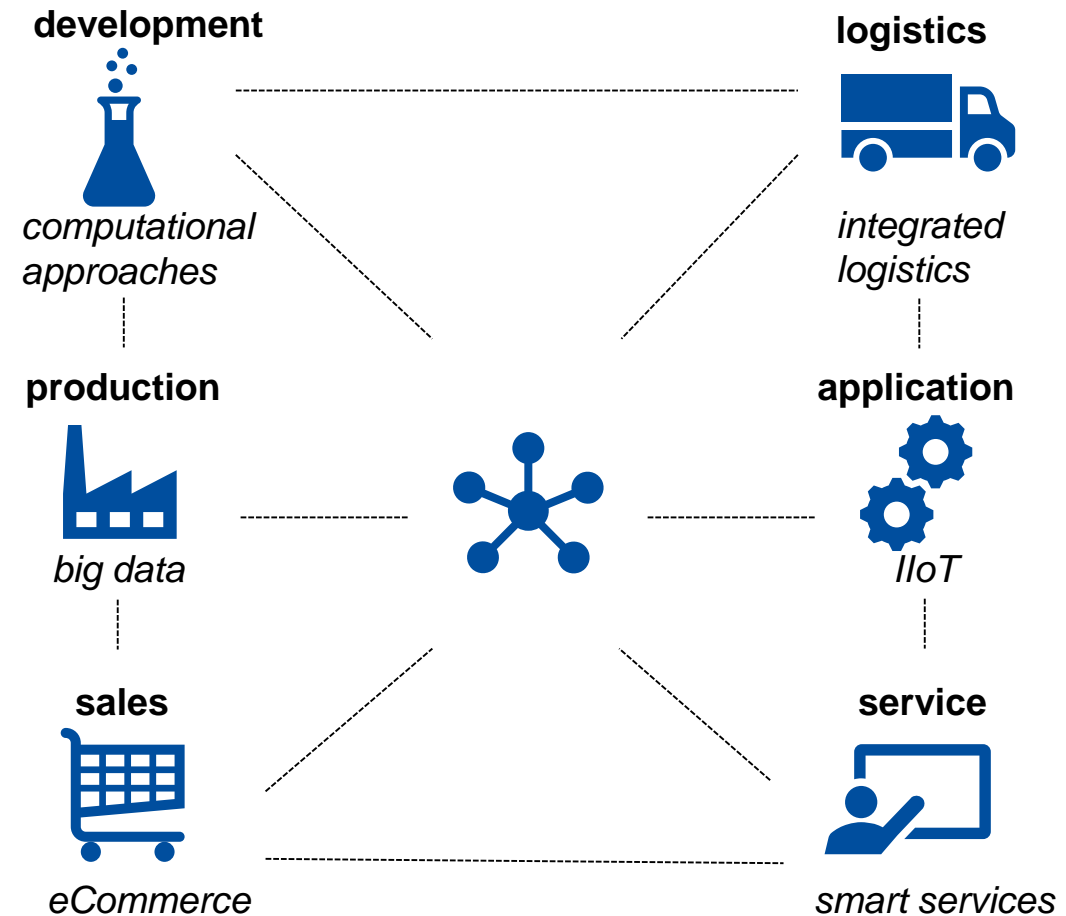
Challenges & Opportunities



Digitalisation will fundamentally change our value creation

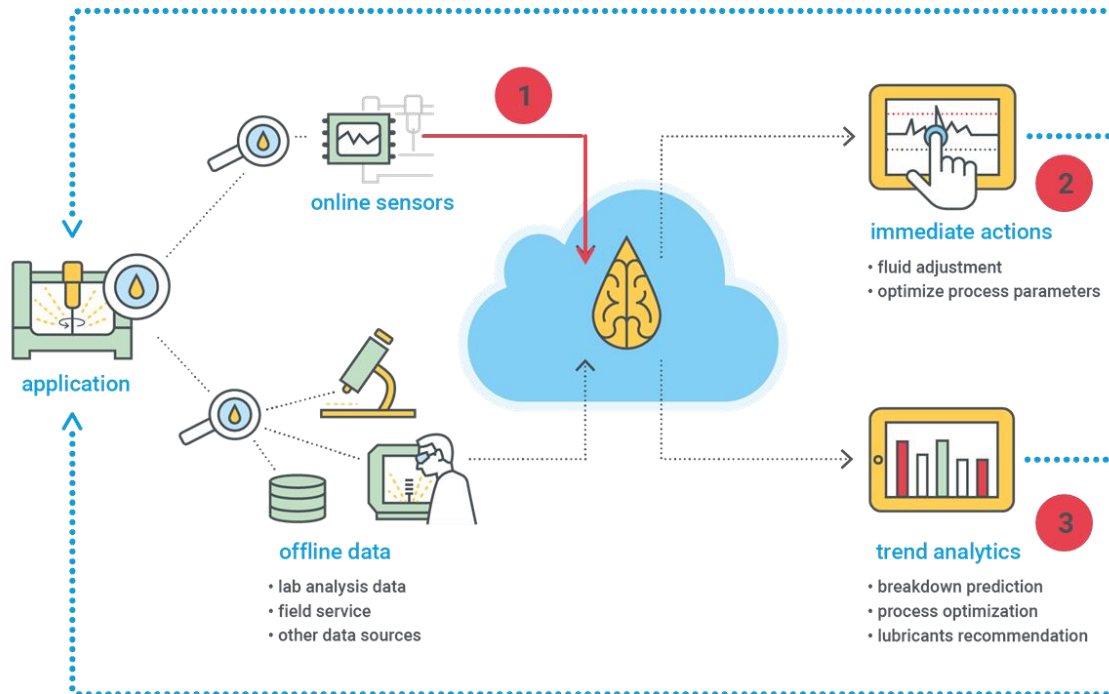
With our “think tank” in the FUCHS family, **inoviga GmbH**, we created a unit aiming to deliberately engage in new ways of thinking and to be the driving force behind digitalization projects.

inoviga’s mission:
co-create next level FUCHS



Smart services

How FluidVision fits into FUCHS' digitalization strategy



smart services: objectives

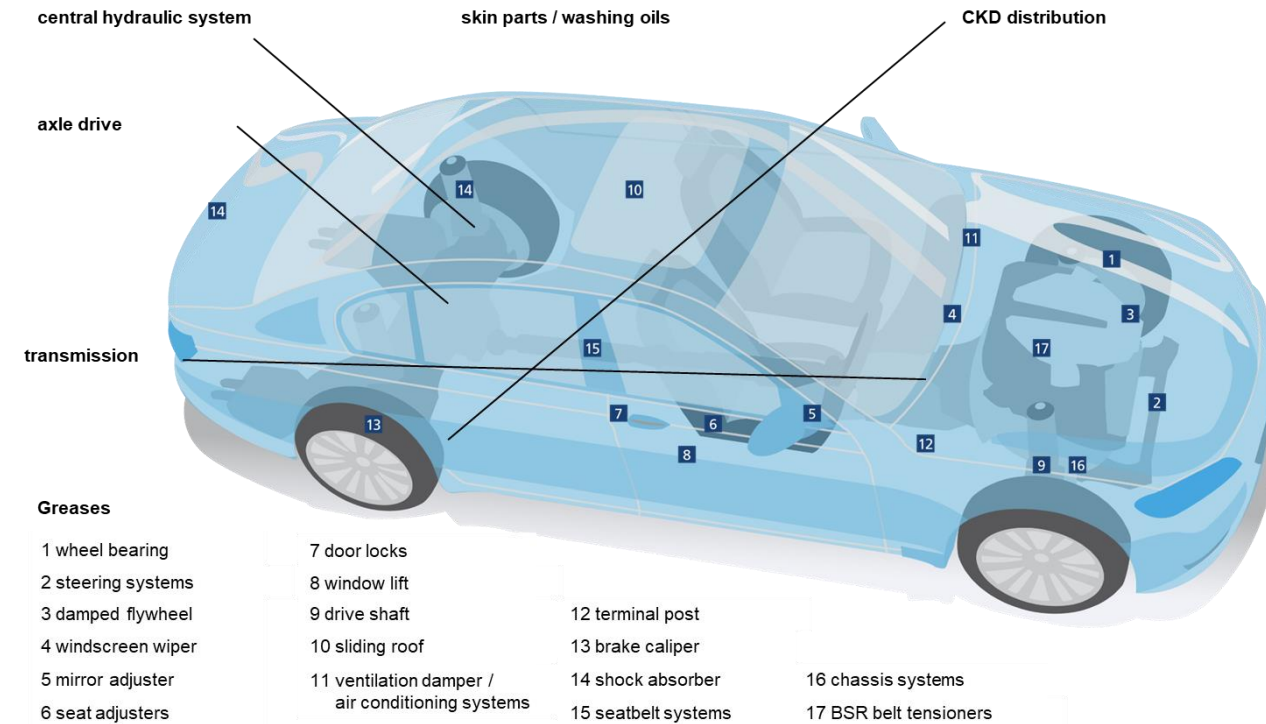
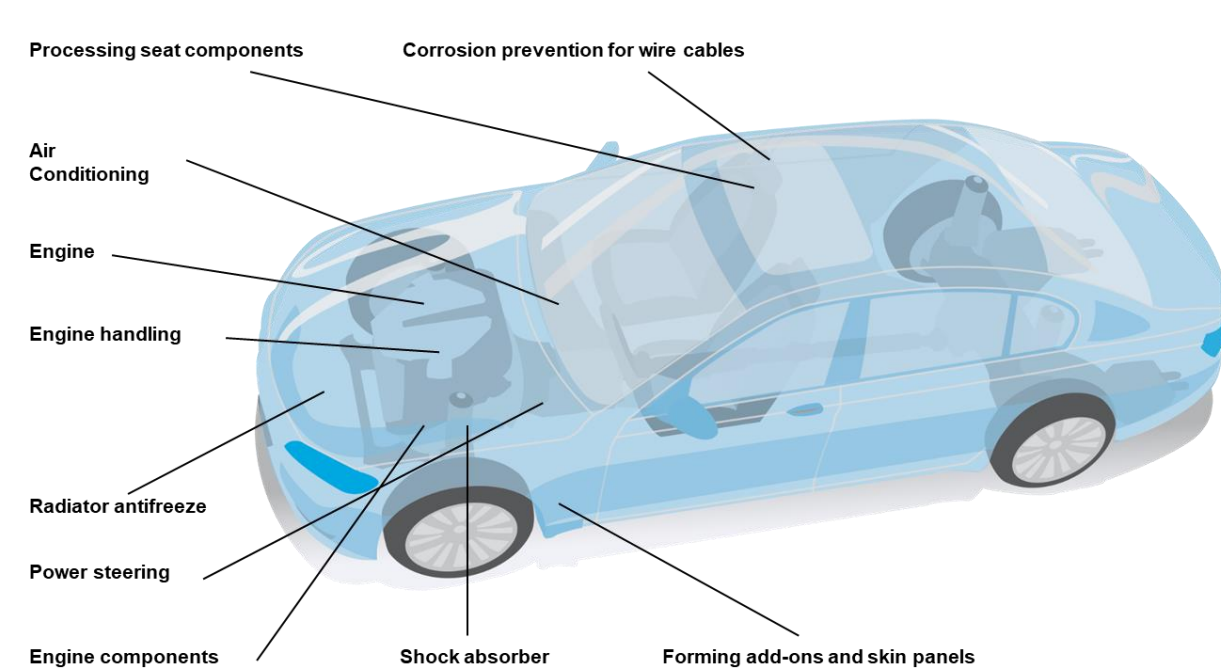
- Make the lubricant talk in real-time by introducing online condition monitoring via sensors
- Empower customers to take immediate actions to keep the lubricant and the machine healthy, preventing unplanned downtime

smart services: objectives

- **FluidVision** provides a setup to collect sensor information and forward these data to customers maintenance network as well to FUCHS' cloud based customer self service. (1)
- **FluidVision** therewith enhances our efforts to create input for immediate actions (2) as well as FUCHS' trend analytics (3) get enriched by live data

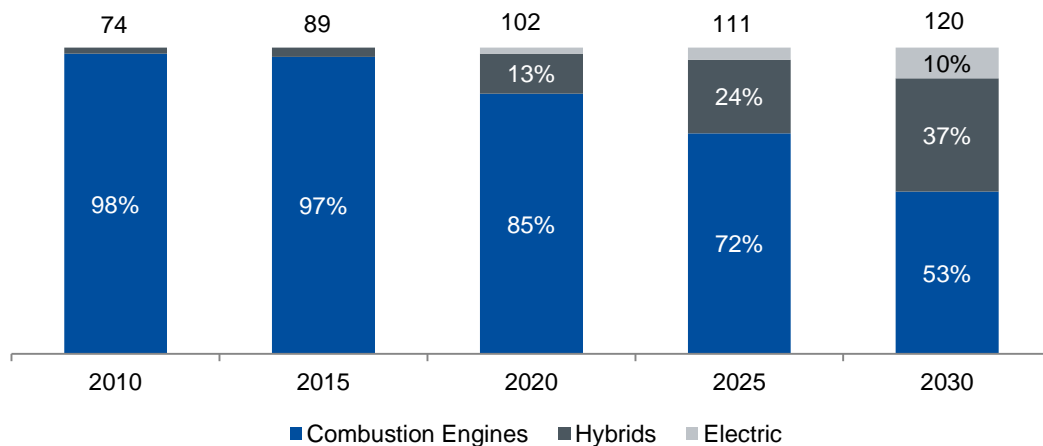
Lubricant applications in passenger cars

In modern cars there are more than 30 different types of greases






Electrification of cars creates new applications

Development passenger car production (in mn)



- **No market revolution expected:**
Evolution of existing technologies: Hybrids with efficient combustion engines will dominate the market
- Increasing demand of EVs mainly in larger cities with high traffic density across Europe, China and USA

Source: IHS

Powertrain Applications	ICE	HEV	BEV
			
Engine oil	✓	✓	–
Transmission oil	✓	✓	✓
Greases	✓	✓	✓
Specialty greases	–	✓	✓
Lubricants for Auxiliary systems	✓	+	+
Cooling & functional liquids	✓	+	+

– Omitted ✓ Required + Increased

Electric cars – new technology calls for new lubrication

- Electrification of cars will lead to new applications and higher requirements for existing applications
- Regardless of the powertrain type, every car needs a variety of other lubricant applications
- Combustion engines will face further efficiency improvements leading to higher requirements of existing lubricants (e.g. higher protection against deposits for turbocharged engines, higher heat and ageing stability for more compact engines)
- Hybrid cars with efficient combustion engines will place complex requirements for existing applications but also create new demand for new applications
- EVs will place whole new demand on gear oils, coolants, greases (e.g. contact with electrical currents and electromagnetic fields, higher heat emission, reduction gears with less gear steps and higher input speeds)
- FUCHS is used to quickly adapting to new market demands and is working on concrete methods to meet the challenges of the future mobility

Electrification is an opportunity for FUCHS to further strengthen its market leadership with technically advanced solutions

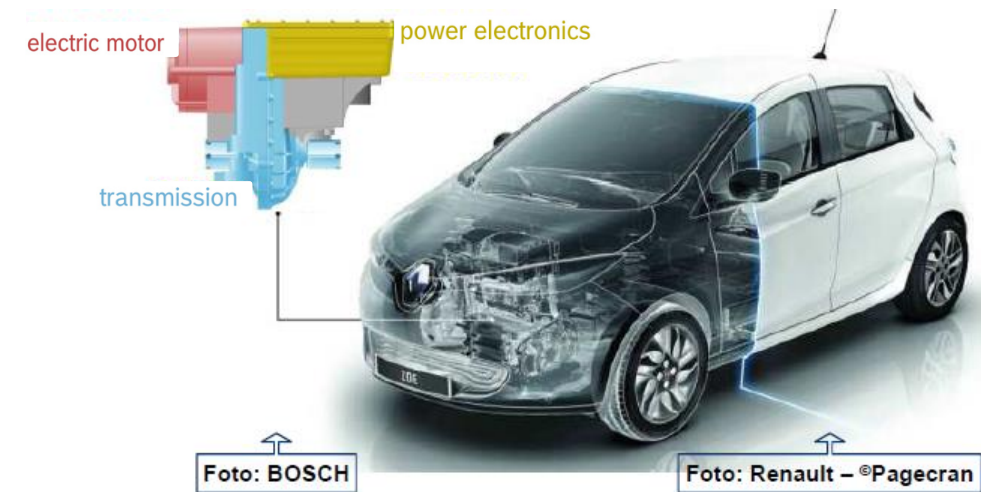
EU project ODIN – Cooperation with BOSCH, Renault and GKN

Goal:

Optimal integration of a high speed electric motor with a multi-speed gear train in a single gearbox/housing, including the power electronics and thermal management unit. The resulting integrated electric drive shall be as compact and lightweight as possible to fit into a sub-compact, compact urban vehicle and must clearly demonstrate a significant cost reduction potential

Lubricant requirements:

Special fluid for gearing, bearings and cooling
incl. power electronics

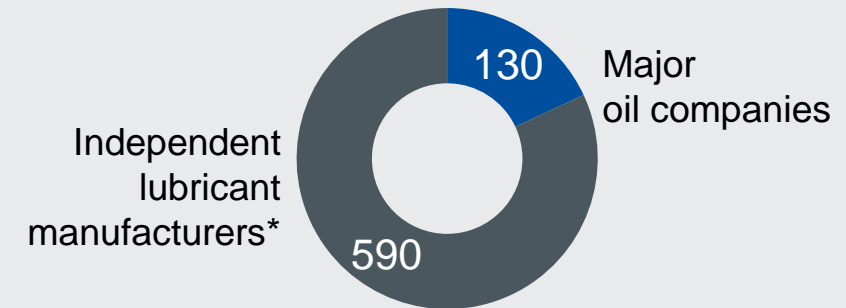


Further market consolidation to be expected

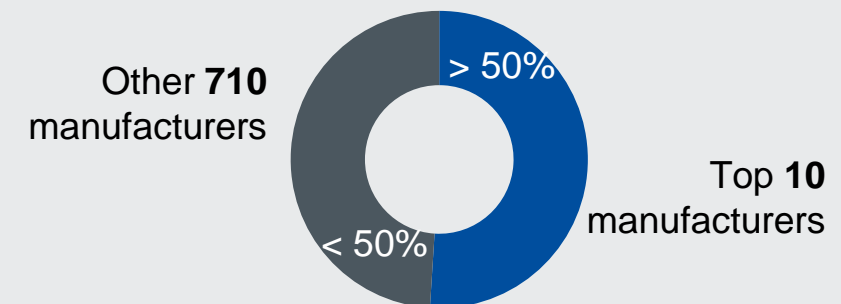
- High degree of fragmentation
- Concentration especially amongst smaller companies

- Differences are enormous

Manufacturers



Market Shares



* > 1000 tons

Long-term objective: Focus on Shareholder Value

Drive returns

- Organic growth through strict customer focus, geographic expansion and product innovation
- Improve operating profitability through margin and mix management, operating cost management and efficiency improvements

Optimize capital

- Capex with returns above WACC
- Manage NOWC

Strengthen portfolio

- Reinvest in the business
- Acquisitions

Cash allocation priority

Reinvest in the business

Return cash to shareholders

Capex

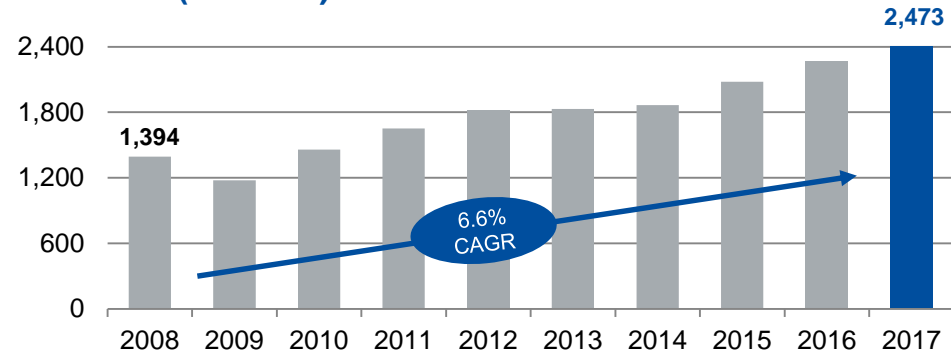
Stable Dividends

Acquisitions

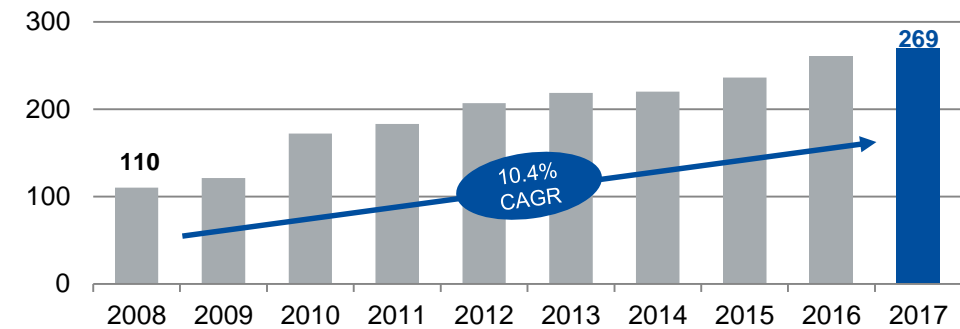
Share Buyback

Unique track record for continued profitability and added value

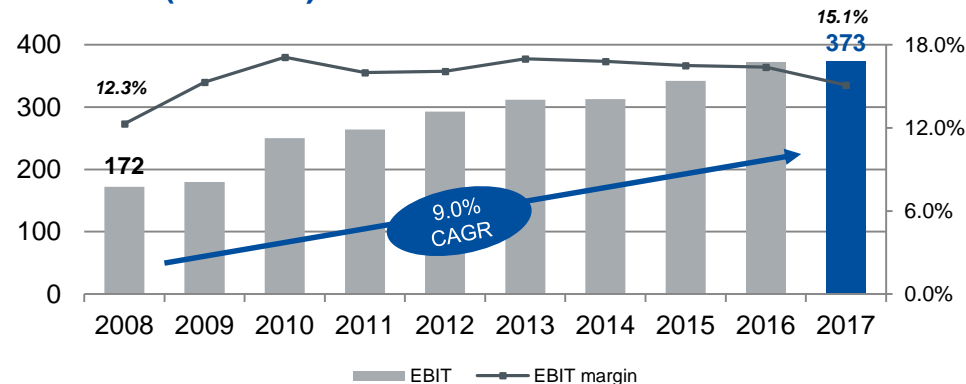
Sales (in € mn)



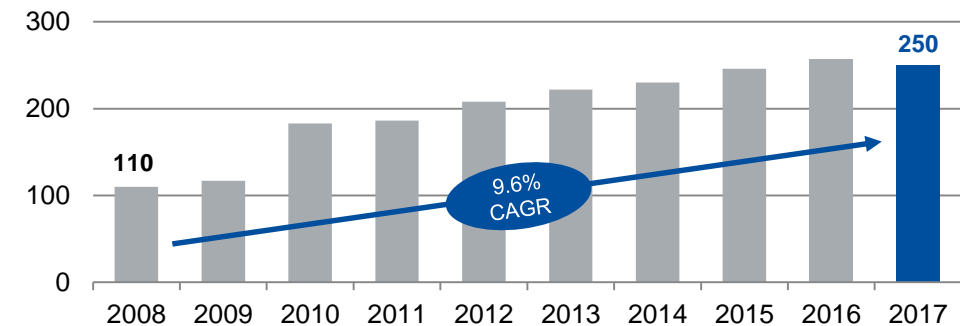
Earnings After Tax (in € mn)



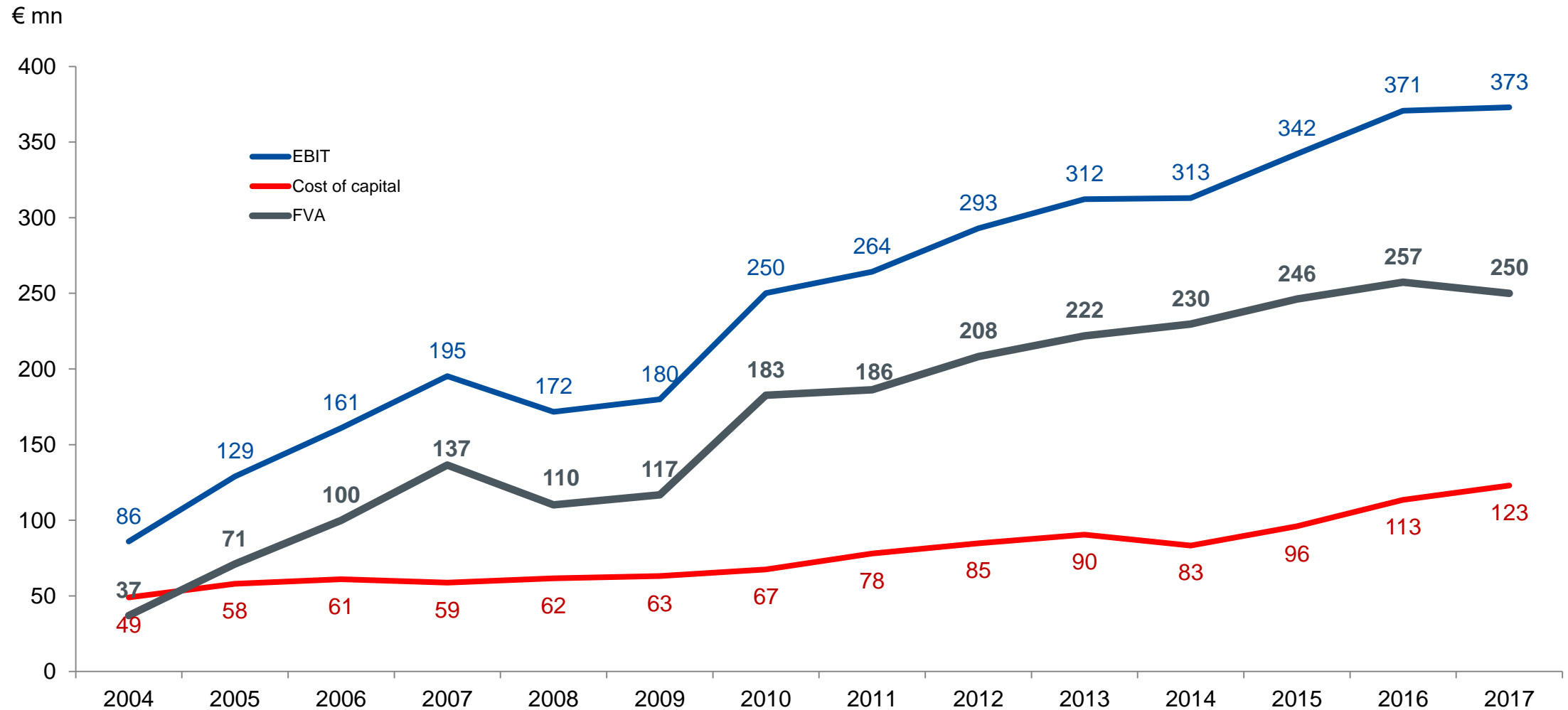
EBIT (in € mn)



FVA (in € mn)



Development EBIT – Cost of Capital – FVA



EBIT increase of 1% in 2017

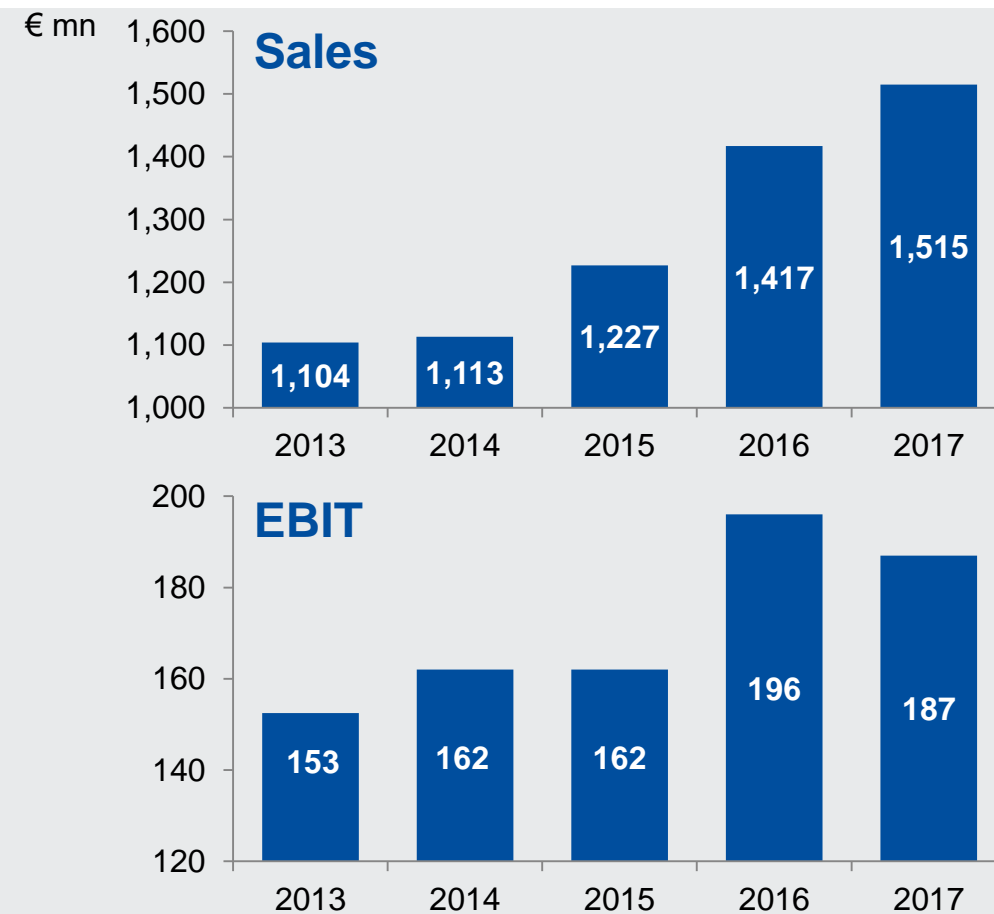
€ mn	2013	2014	2015	2016	2017	Δ 16/17
Sales	1,832	1,866	2,079	2,267	2,473	9.1%
Gross Profit	690	693	791	851	882	3.6%
Gross Profit margin	37.7%	37.2%	38.1%	37.5%	35.7%	-1.8 %-points
Other function costs	-391	-400	-467	-499	-526	5.4%
EBIT before at Equity	299	293	324	352	356	1.1%
EBIT margin before at Equity	16.3%	15.7%	15.6%	15.5%	14.4%	-1.1 %-points
At Equity	13	20	18	19	17	-10.5%
EBIT	312	313	342	371	373	0.5%
EBIT margin	17.0%	16.8%	16.5%	16.4%	15.1%	-1.3 %-points
EBITDA	340	343	381	418	432	3.3%
EBITDA margin	18.6%	18.4%	18.3%	18.4%	17.5%	-0.9 %-points

Europe

2017 Sales + 6.9% / EBIT - 4.6%



Employees 2017: 3,349 (3,253)

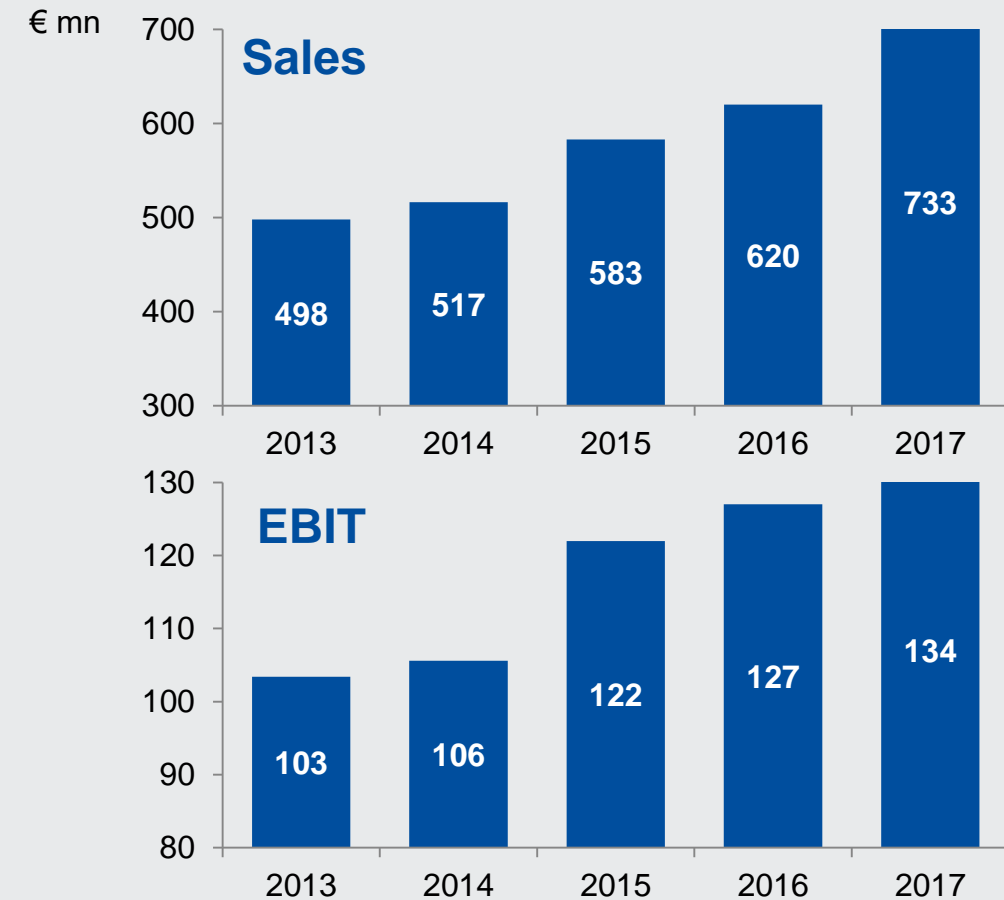


Asia-Pacific, Africa

2017: Sales + 18.2% / EBIT + 5.5%



Employees 2017: 1,085 (1,062)

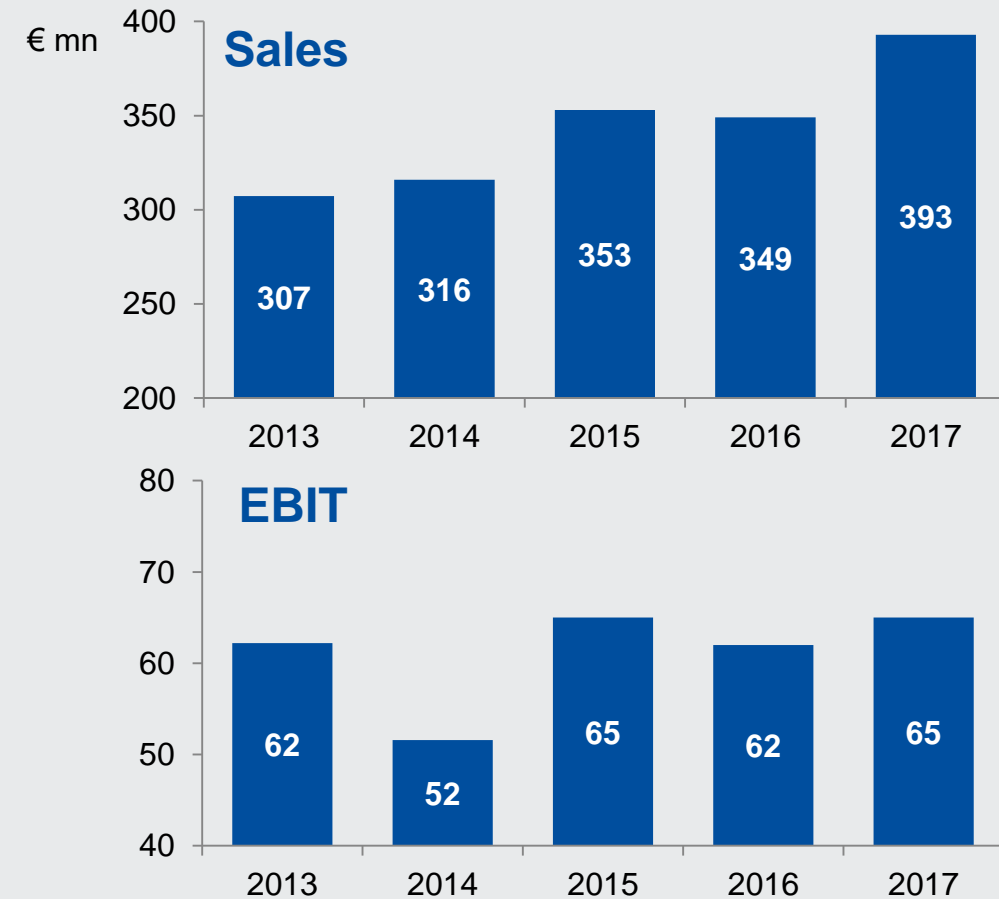


Americas

2017: Sales + 12.6% / EBIT + 4.8%



Employees 2017: 647 (612)

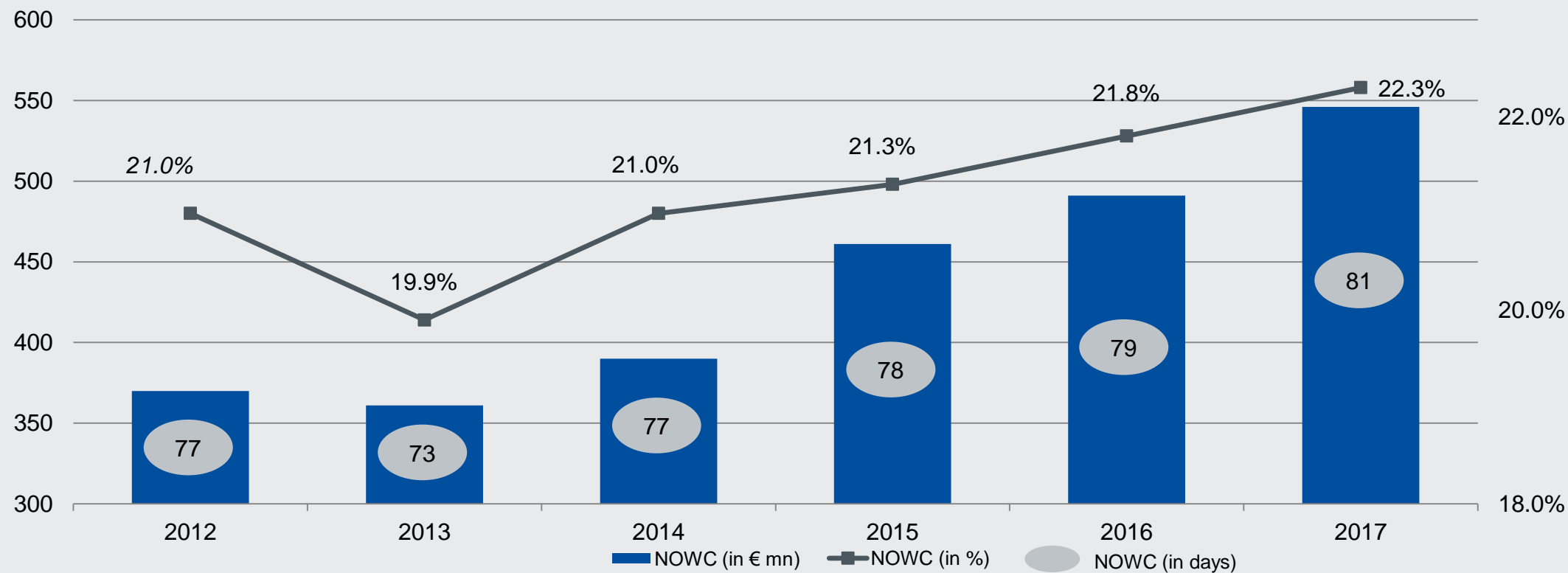


Solid balance sheet and strong cash flow generation

€ mn	2013	2014	2015	2016	2017
Total assets	1,162	1,276	1,490	1,676	1,751
Goodwill	82	88	166	185	173
Equity	854	916	1,070	1,205	1,307
Equity ratio	74%	72%	72%	72%	75%

€ mn	2013	2014	2015	2016	2017
Net liquidity	167	186	101	146	160
Operating cash flow	221	255	281	300	242
Free cash flow before acquisitions	150	210	232	205	142
Free cash flow	150	188	62	164	140

Net operating working capital (NOWC)*



* In relation to the annualized sales revenues of the last quarter

Net operating working capital (NOWC)

Year	2012	2013	2014	2015	2016	2017
Sales (€ mn)	1,819	1,832	1,866	2,079	2,267	2,473
Annualized last quarterly sales (€ mn)	1,760	1,810	1,852	2,161	2,256	2,442
NOWC/sales (%)	21.0	19.9	21.0	21.3	21.8	22.3
Inventories/days	79	75	76	80	84	84
Debtors/days	52	53	56	54	57	56
Payables/days	39	43	43	42	48	45

Quarterly income statement

€ mn	2015				2016				2017			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Sales	493	515	531	540	550	586	567	564	618	629	615	611
Gross Profit	188	200	203	200	206	221	214	210	226	226	215	215
<i>Gross Profit margin (in %)</i>	<i>38.1</i>	<i>38.8</i>	<i>38.2</i>	<i>37.1</i>	<i>37.4</i>	<i>37.7</i>	<i>37.8</i>	<i>37.1</i>	<i>36.6</i>	<i>35.8</i>	<i>35.0</i>	<i>35.2</i>
Other function costs	-110	-113	-118	-126	-126	-128	-125	-120	-137	-134	-129	-126
EBIT before at Equity	78	87	85	74	80	93	89	90	89	92	86	89
<i>EBIT margin before at Equity (in %)</i>	<i>15.8</i>	<i>16.8</i>	<i>16.0</i>	<i>13.9</i>	<i>14.6</i>	<i>15.8</i>	<i>15.8</i>	<i>15.9</i>	<i>14.5</i>	<i>14.5</i>	<i>14.1</i>	<i>14.6</i>
At Equity	4	3	4	7	5	5	5	4	5	4	5	3
EBIT	82	90	89	81	85	98	94	94	94	96	91	92
<i>EBIT margin (in %)</i>	<i>16.6</i>	<i>17.5</i>	<i>16.8</i>	<i>15.0</i>	<i>15.5</i>	<i>16.6</i>	<i>16.5</i>	<i>16.8</i>	<i>15.3</i>	<i>15.1</i>	<i>14.8</i>	<i>15.1</i>
EBITDA	90	99	100	92	97	109	105	107	107	109	105	111
<i>EBITDA margin (in %)</i>	<i>18.3</i>	<i>19.1</i>	<i>18.8</i>	<i>17.1</i>	<i>17.6</i>	<i>18.7</i>	<i>18.6</i>	<i>18.8</i>	<i>17.4</i>	<i>17.3</i>	<i>17.0</i>	<i>18.2</i>

Quarterly sales by regions

Sales (€ mn)	2015					2016					2017				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Europe	278	293	321	335	1,227	349	372	359	337	1,417	368	383	391	373	1,515
Asia-Pacific, Africa	147	155	141	140	583	144	154	153	169	620	181	182	181	189	733
Americas	88	88	91	86	353	85	87	88	89	349	104	101	97	91	393
Consolidation	-20	-21	-22	-21	-84	-28	-27	-33	-31	-119	-35	-37	-54	-42	-168
FUCHS Group	493	515	531	540	2,079	550	586	567	564	2,267	618	629	615	611	2,473

Δ Y-o-Y in %	2016					2017				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Europe	+25.5	+26.8	+11.8	+0.7	+15.5	+5.3	+3.1	+8.7	+10.7	+6.9
Asia-Pacific, Africa	-1.4	-1.1	+7.9	+21.1	+6.3	+25.1	+18.8	+18.6	+11.8	+18.2
Americas	-4.3	-0.5	-3.0	+3.3	-1.2	+22.7	+15.4	+10.9	+2.2	+12.6
Consolidation	-	-	-	-	-	-	-	-	-	-
FUCHS Group	+11.7	+13.8	+6.7	+4.4	+9.0	+12.4	+7.3	+8.6	+8.3	+9.1

Quarterly sales growth split by regions

Organic Growth (in %)	2016					2017				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Europe	1.8	4.7	4.7	2.7	3.5	5.5	3.3	9.0	11.0	7.1
Asia-Pacific, Africa	2.0	2.5	11.0	22.5	9.2	20.9	17.1	23.0	18.3	19.7
Americas	-3.4	1.8	-4.0	-1.5	-1.8	9.0	6.4	12.7	10.1	9.4
FUCHS Group	1.1	3.7	3.0	5.2	3.3	9.3	5.7	10.2	11.3	9.1

External Growth (in %)	2016					2017				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Europe	24.9	24.4	9.3	-	14.0	-	-	-	-	-
Asia-Pacific, Africa	2.9	4.8	-	-	2.0	-	-	-	-	-
Americas	2.0	3.4	2.1	3.0	2.6	7.4	5.5	4.3	2.2	4.9
FUCHS Group	13.7	14.9	6.0	0.5	8.6	1.1	0.8	0.7	0.4	0.8

FX Effects (in %)	2016					2017				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Europe	-1.2	-2.3	-2.2	-2.0	-2.0	-0.2	-0.2	-0.3	-0.3	-0.2
Asia-Pacific, Africa	-6.3	-8.4	-3.1	-1.4	-4.9	4.2	1.7	-4.4	-6.5	-1.5
Americas	-2.9	-5.7	-1.1	1.8	-2.0	6.3	3.5	-6.1	-10.1	-1.7
FUCHS Group	-3.1	-4.8	-2.3	-1.3	-2.9	2.0	0.8	-2.3	-3.4	-0.8

Quarterly EBIT by regions

EBIT (€ mn)	2015					2016					2017				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Europe	39	44	45	34	162	43	52	54	47	196	46	48	52	41	187
Asia-Pacific, Africa	27	32	28	35	122	29	32	29	37	127	34	32	32	36	134
Americas	17	16	17	15	65	15	17	15	15	62	17	15	18	15	65
Consolidation	-1	-2	-1	-3	-7	-2	-3	-4	-5	-14	-3	1	-11	0	-13
FUCHS Group	82	90	89	81	342	85	98	94	94	371	94	96	91	92	373

Δ Y-o-Y in %	2016					2017				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Europe	+9.4	+19.6	+19.8	+35.2	+20.5	+6.0	-7.3	-3.3	-12.8	-4.6
Asia-Pacific, Africa	+9.8	-2.2	+2.9	+7.1	+4.3	+15.4	+2.5	+8.3	-2.7	+5.5
Americas	-8.5	0	-9.7	+3.4	-4.0	+11.9	-6.7	+12.0	0	+4.8
Consolidation	-	-	-	-	-	-	-	-	-	-7.1
FUCHS Group	+4.3	+8.5	+4.7	+16.2	+8.3	+10.8	-2.4	-2.8	-2.1	+0.5

The Executive Board



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



Dr. Lutz Lindemann: R&D, Technology, Supply Chain, Sustainability, OEM, Mining



Dr. Timo Reister: Asia-Pacific, Africa



Dr. Ralph Rheinboldt: Europe, LUBRITECH, SAP/ERP-Systems



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

Executive Compensation & FUCHS Shares

Executive Board

25%

of variable compensation

must be invested in FUCHS preference shares with a 3 year lock-up period

Supervisory Board

50%

of variable compensation

must be invested in FUCHS preference shares with a lock-up period of 5 years. The vesting period is waived when the member leaves the Supervisory Board

Extention of contracts of the Executive Board until 2023

The contracts of the Executive Board members Dr. Lutz Lindemann, Dr. Timo Reister, Dr. Ralph Rheinboldt and Dagmar Steinert are extended until December 2023

- Dr. Lutz Lindemann (57 years): 19 years at FUCHS, Member of the Executive Board since 2009
- Dr. Timo Reister (38 years): 8 years at FUCHS, Member of the Executive Board since 2016
- Dr. Ralph Rheinboldt (50 years): 19 years at FUCHS, Member of the Executive Board since 2009
- Dagmar Steinert (53 years): 5 years at FUCHS, Member of the Executive Board since 2016

- The contract of Stefan Fuchs (50 years) runs until June 2021

Disclaimer

This presentation contains statements about future development that are based on assumptions and estimates by the management of FUCHS PETROLUB SE. Even if the management is of the opinion that these assumptions and estimates are accurate, future actual developments and future actual results may differ significantly from these assumptions and estimates due to a variety of factors. These factors can include changes in the overall economic climate, procurement prices, changes to exchange rates and interest rates, and changes in the lubricants industry. FUCHS PETROLUB SE provides no guarantee that future developments and the results actually achieved in the future will match the assumptions and estimates set out in this presentation and assumes no liability for such.

Financial Calendar & Contact

Financial Calendar 2018

February 22, 2018	Preliminary figures for the Full Year 2017
March 21, 2018	Full Year Results 2017
April 27, 2018	Quarterly Statement Q1 2018
May 8, 2018	Annual General Meeting 2018
June 18, 2018	FUCHS Capital Market Day / Munich
July 31, 2018	Financial Report H1 2018
October 30, 2018	Quarterly Statement Q1-3 2018

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