







### 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.







### **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





### The future depends on efficient lubrication solutions

- Lubricant
- Digital solution
- Service



### We create efficient solutions Even where you wouldn't expect us to **Mobility Data Centers** Robots **Satelites** Households Wind energy





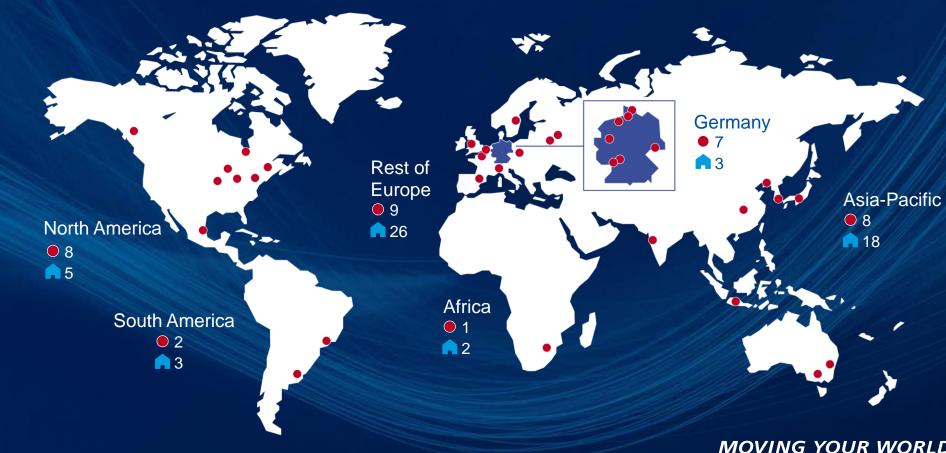
**Even on Mars** 

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



Total 35 production facilities ♠ 57 operating companies

As of December 31, 2021





# 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



























### 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



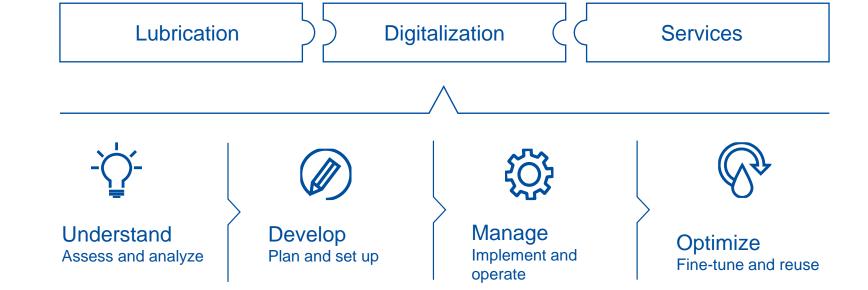


# The result Efficient lubrication solutions

**FUCHS**SOLUTIONS

SOLUTIONS

FUCHS PROCESS



### **Moving forward**

With more time for your core competencies







Our collaboration with Toyota

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







Johan Bosmans
Toyota Motor Europe
Research & Development



### MOVING YOUR WORLD by enabling our customers to perform more sustainably



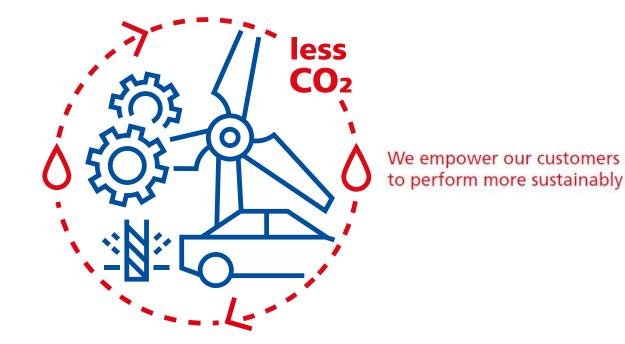


### Our focus

# We empower our customers to perform more sustainability

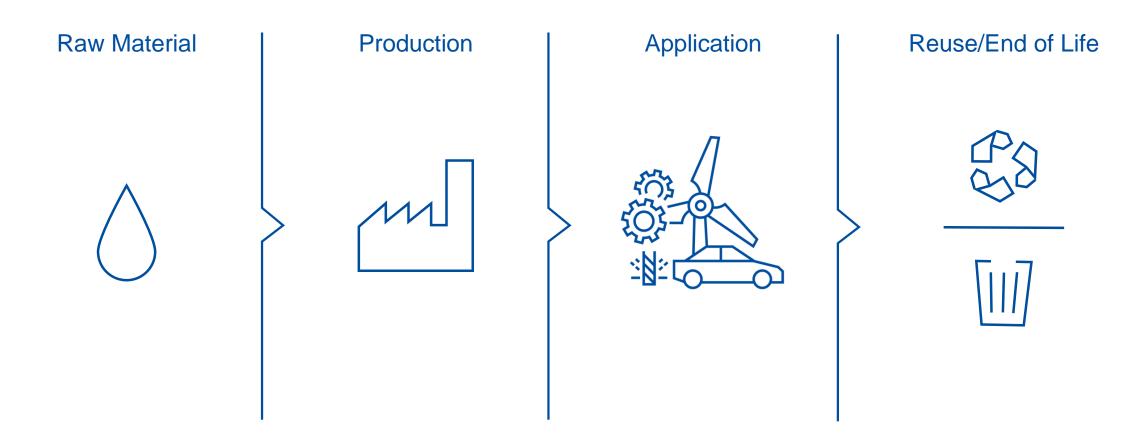
We're convinced that the key to greater sustainability lies in making our own company and, above all, our customers more efficient.

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





### Four steps to a sustainable future

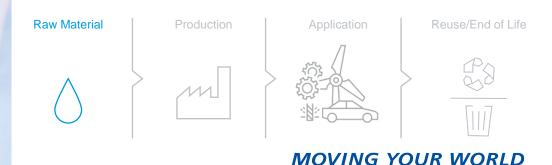




# Unconventional and innovative Alternative Raw Materials

### **Example: Upcycling**

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



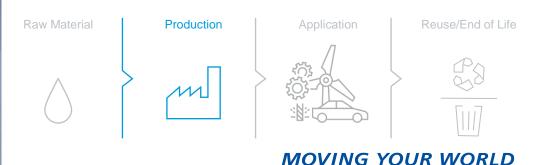




**Example: Heating Energy from Production** 

Test bay building heated from neighboring production facility

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







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 corresponds to about 30 tons of CO2 equivalent.

Production





Reuse/End of Life



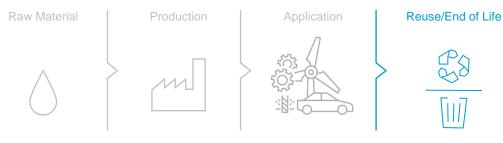






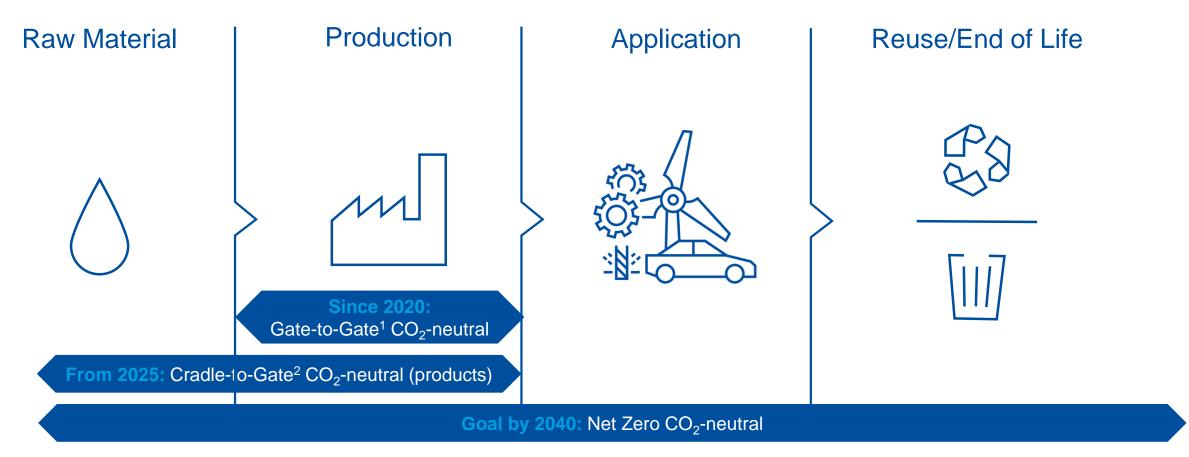
Closing the Circle: Circular Process for automotive supplier

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.





# Sustainability at FUCHS The path to 2040



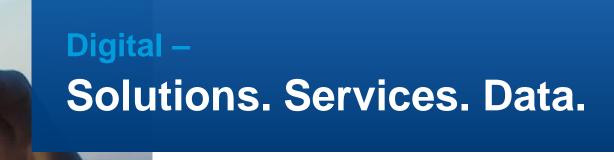
<sup>1</sup> Gate-to-gate neutrality includes GHG Protocol Scope 1, 2, and selected Scope 3 emissions (water, waste, business travel, commuting) for all subsidiaries and JVs, including offsets

<sup>&</sup>lt;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 mindset for global interaction
- Improving customer experience
- Digital customer service
- Developing solutions for a digital future





### **SOS** from production

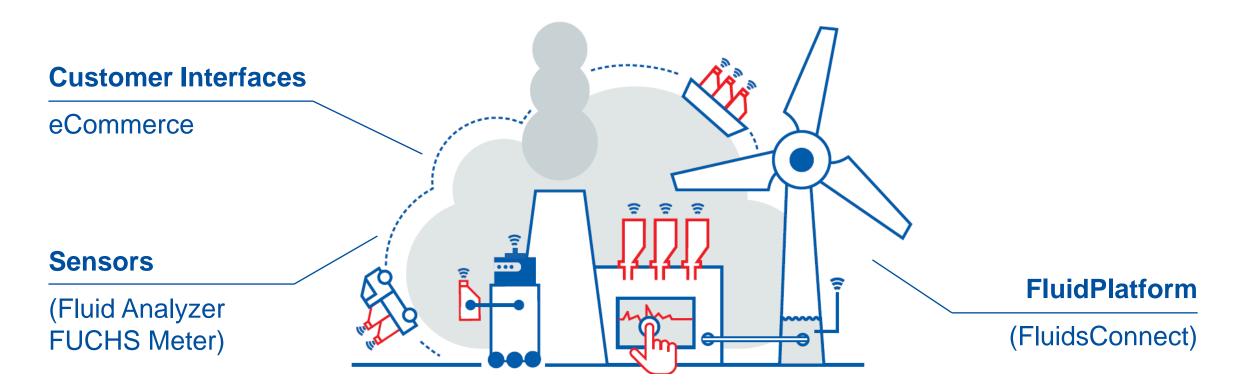
# **Used cooling lubricant** in system 2

### **Example: Fluid Analyzer**

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



### From sensors, platforms and customers



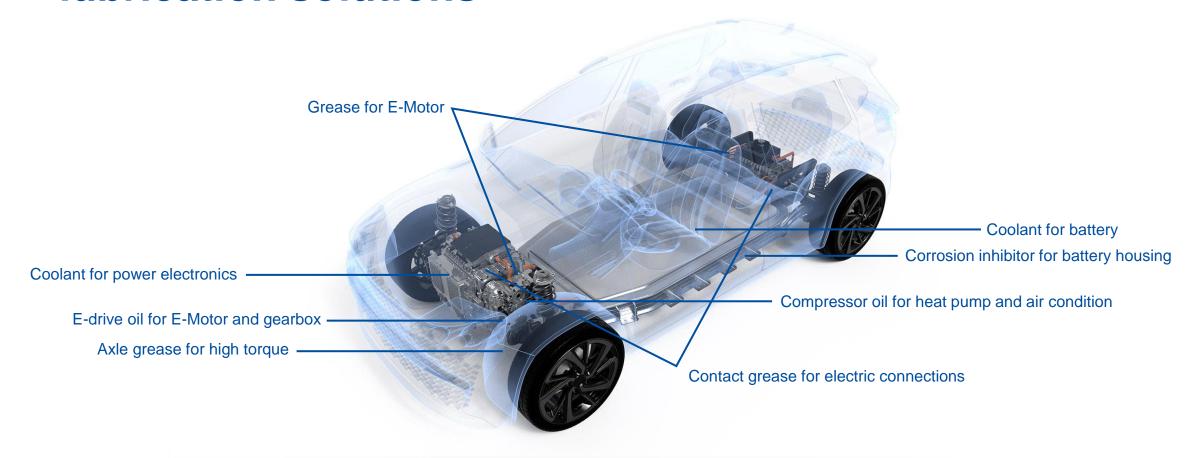
# MOVING YOUR WORLD by designing smart solutions for the future of mobility





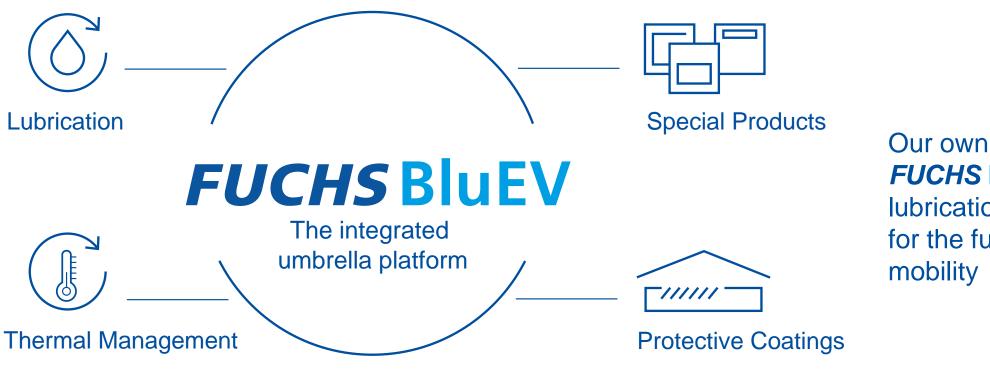
### **FUCHS** BluEV

# 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





### **FUCHS** in figures

### A steady history of growth

Founded over

years ago as a family business

**57** companies worldwide

3
billion € in revenue

The Fuchs family holds

55% of common stock

Complete range of over

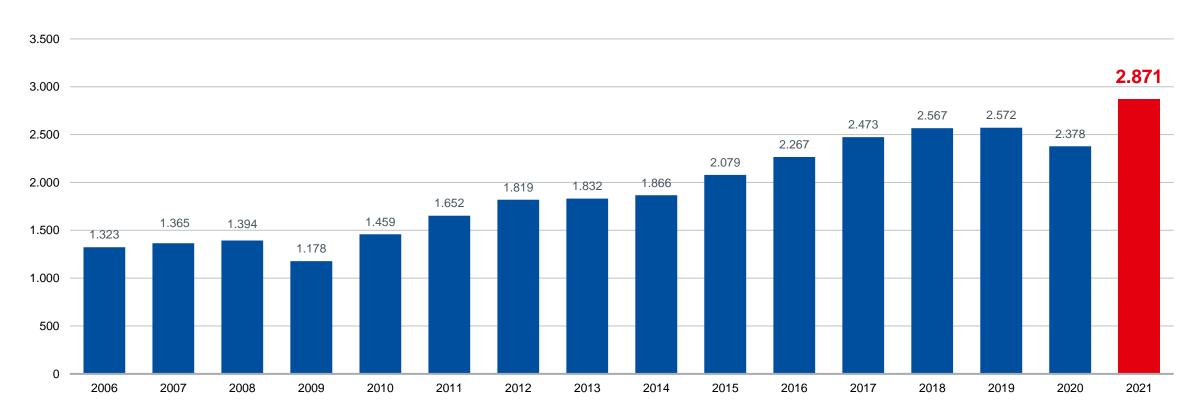
10,000 products

**6,000** employees



### **FUCHS** in figures

### A steady history of growth

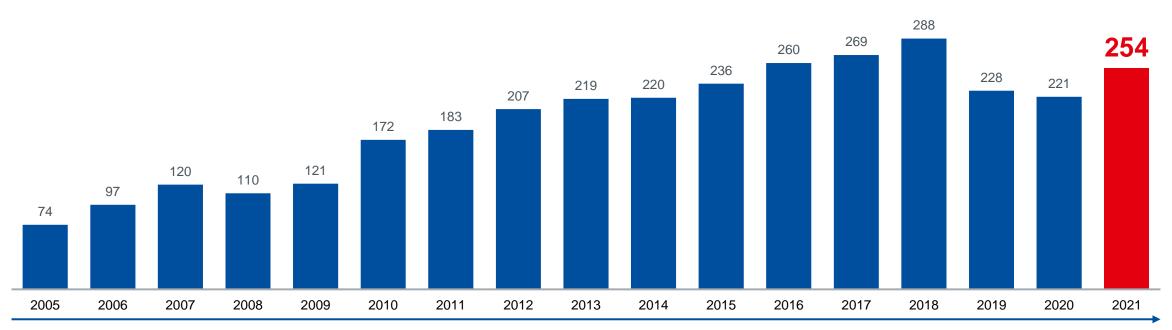


Revenue (in € million)



## FUCHS in figures Earnings Performance\*

+31.0% +23.8% -8.3% +10.1% +41.4% +6.7% +13.1% +5.6% +0.6% +7.4% +10.0% +3.5% +7.1% -20.8% -3.0% +15.0%



<sup>\*</sup>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.



**Difficult years** 



Expansion to a new product category: industrial oils.



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 1985



**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.

### **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

1931



From sales to manufacturing Growth and start of the company's own production.

### 1946

1939 - 1945

#### **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?



Chairman of the Executive Board, Corporate Group Development, Human Resources, Corporate

Communications, Strategy

**Stefan Fuchs** 

Marketing &



Dr. Lutz Lindemann

R&D, Technology, Product

Management, Supply Chain,
Sustainability, EH & S, Mining
Division, OEM Division



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



Dagmar Steinert
Finance, Controlling,
Investor Relations,
Compliance, Internal
Auditing, Digitalization (IT,
ERP systems, big data
etc.), Legal, Taxes

# Thank you. MOVING YOUR WORLD