# **Lubrication solutions**The Way We Move Our Customers Forward



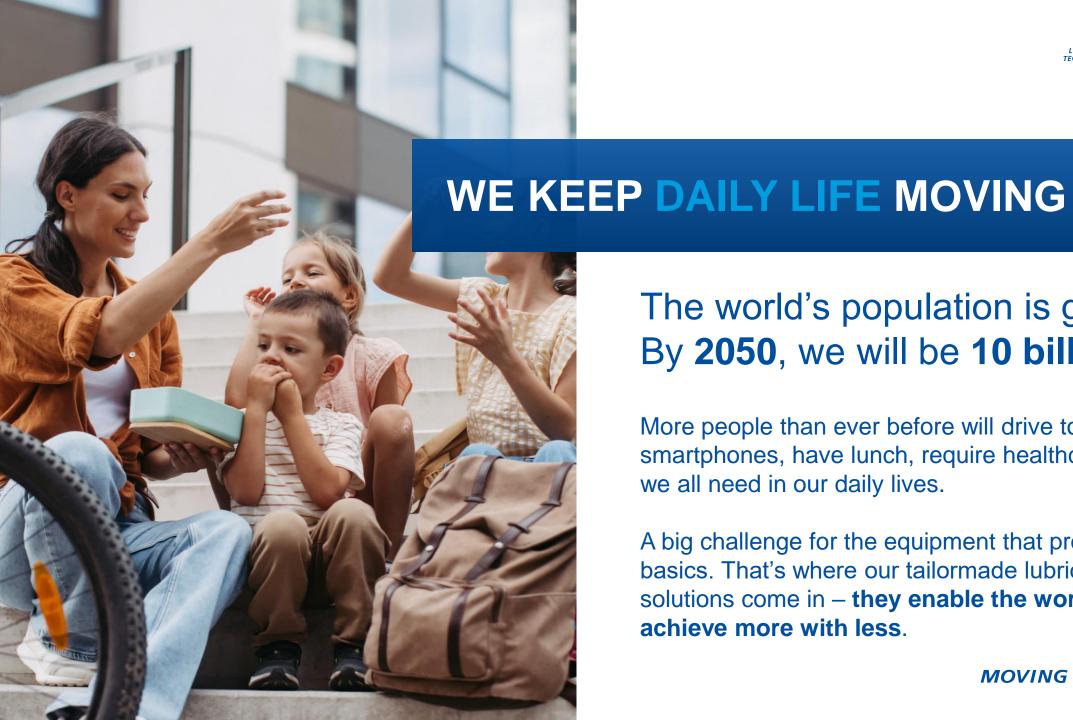
## Agenda

01 Why we exist

02 Today and tomorrow

**03** | Facts and figures





The world's population is growing. By 2050, we will be 10 billion.

More people than ever before will drive to work, use smartphones, have lunch, require healthcare. Things we all need in our daily lives.

A big challenge for the equipment that provides these basics. That's where our tailormade lubrication solutions come in – they enable the world to achieve more with less.

**MOVING YOUR WORLD** 



## MOVING YOUR WORLD

We want to keep the world moving. Everyday.

With innovative lubrication solutions that have a lasting impact on our future.



## What do Lubricants Actually do?

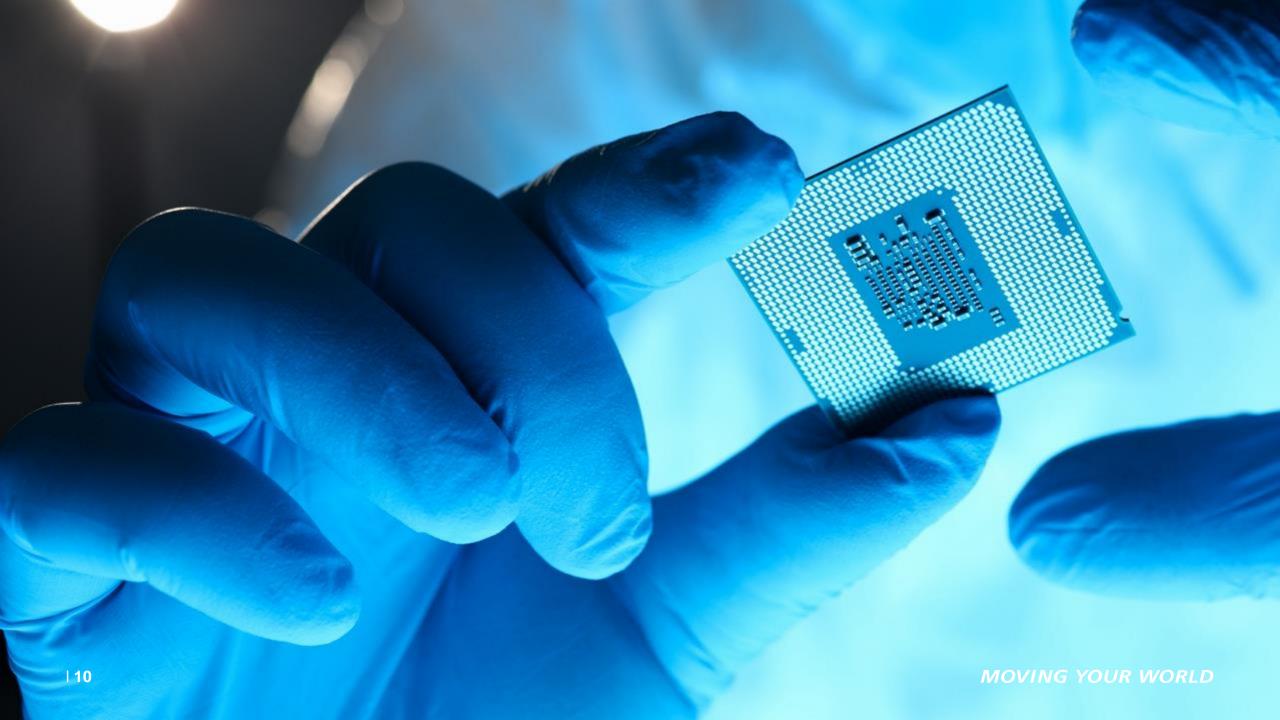


## Where do Lubricants Contribute to Daily Life? Almost Everywhere ...



























### **Customers Trust Us**

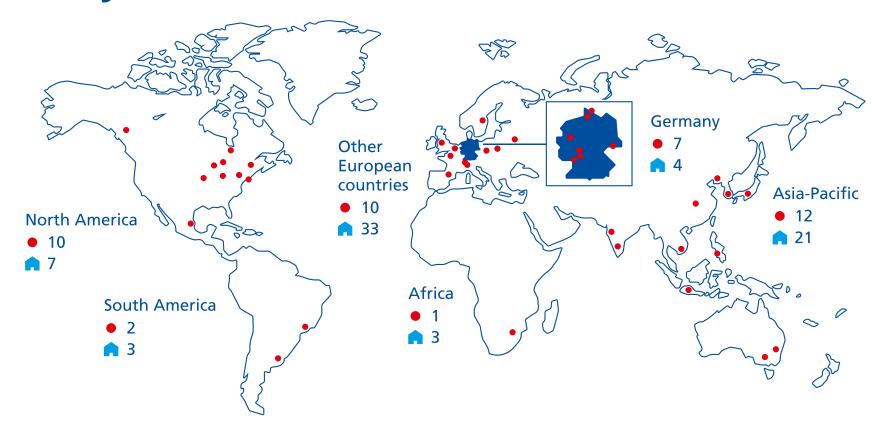
And they trust that we'll have the right solution. Because we make zero compromises and operate with unconditional reliability.

**Stefan Fuchs**CEO FUCHS SE



#### No matter where in the world

## We're extremely close to our customers



#### **Total**

42 production facilities

♠ 71 operation companies

As of December 31, 2024
Only fully consolidated production companies are shown.

### **Three Facts About FUCHS**

## **BROADLY POSITIONED**

11,000 Products covering 25+ different industries

#### **R&D FOCUS**

More than 10% of our employees are engaged in R&D

#### **INDEPENDENT & STABLE**

58% of common stock held by FUCHS family, not vertically integrated





## There's more to lubrication than just oil

**FUCHS** SOLUTIONS

FUCHS PROCESS Lubrication

Digitalization

Services



Understand Assess and Analyze



Develop Plan and Set-Up



Manage Implement and Operate



Optimize
Finetune
and reuse









"Cooperating with FUCHS allowed us to push the boundaries of what is possible in sustainable automotive technology and has been a key contributor to DUMAREY commitment to enable sustainable mobility for all, developing leading edge hydrogen and electrical propulsion solutions."



Pierpaolo Antonioli Chief Technology Officer

## Agenda

01 Why we exist

02 Today and tomorrow

**03** Facts and figures

Here are some highlights from topics that move the world of today and tomorrow

#### **Mobility**

## **Delivering Excellence**

**Strategic Partnership with MERCEDES-BENZ** 

Collaboration integrates Mercedes-Benz's engineering mastery with FUCHS' advanced lubrication technology

#### **Innovation**

Solutions that optimize vehicle performance and efficiency

#### **Sustainability**

Focus on eco-friendly products

**Better Customer Experience** 

Joint marketing & educational efforts





## New Mobility: Energized

**Full lubrication and functional fluid solutions for New Mobility systems** 

For more performance, safety and efficiency.



And for the whole world of New Mobility.



## Patient Experience is Everything

**Autoinjector Devices** 

Customized damping solutions that improve patient experience by enabling device performance.

- Easier to use
- Accurate dosing



#### **Industry | Rotary Motion**



## **Achieve More with Less**

#### **Compressors for the food industry**

Clean, compressed air is essential for a wide array of applications in the growing food industry. This is why we are developing new, fully synthetic compressor lubricants.

Longer lifetime Reduced energy and

lubricant consumption

Food safe Safe for indirect contact



#### **Sustainability**

## **Going Electric**

**Road to Net Zero** 



We are making our logistics more sustainable as part of the ACT program. For example, in Fors, Sweden, where we electrified the transport of base oils from harbor to manufacturing plant.

## Agenda

01 Why we exist

**02** Today and tomorrow

**03** | Facts and figures



## **FUCHS in FIGURES**

Founded over

years ago as a family business companies worldwide

more than

billion € in revenue

employees

Covering

different industries

The Fuchs family holds

of common stock

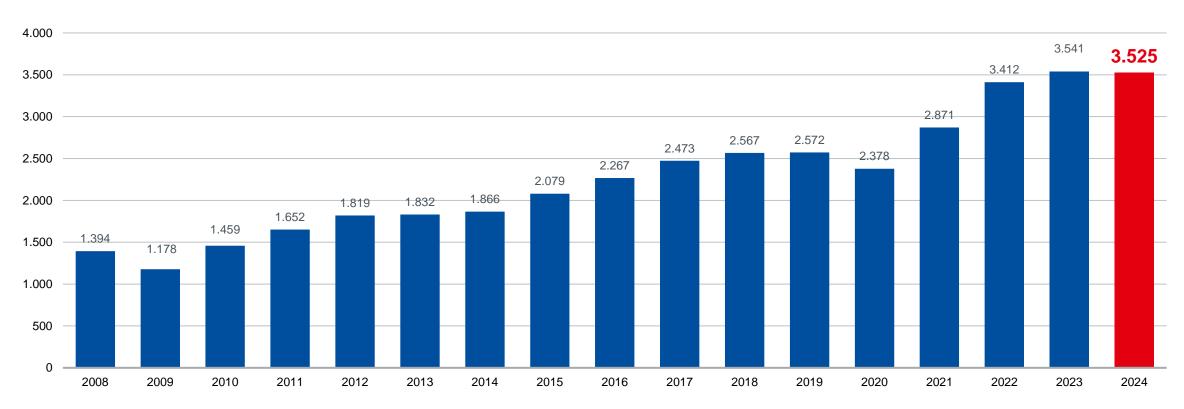
Complete range of over

products



### **FUCHS** in figures

## A steady history of growth

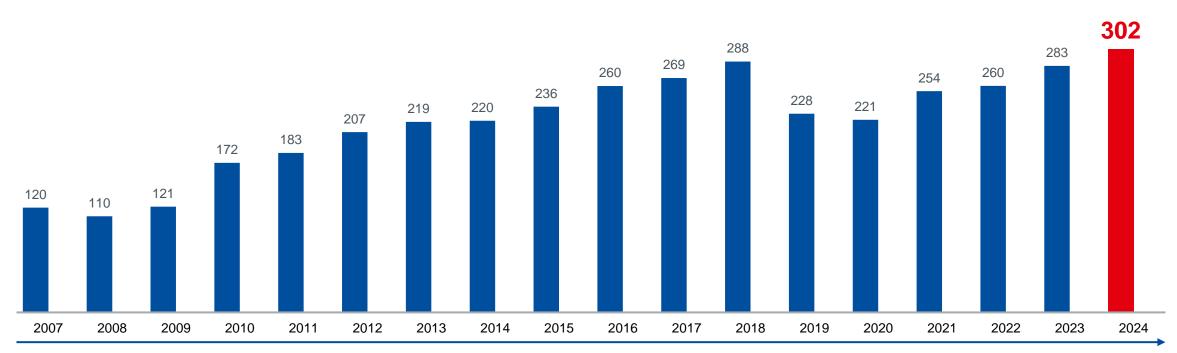


Revenue (in € million)



## FUCHS in figures Earnings Performance\*

-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% +2.4% +8.9% +6.7%



<sup>\*</sup>Earnings after tax in € million



## **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.





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

Start of a new era



#### **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.



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



1985

#### 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.



## **Executive Board FUCHS Group**



**Stefan Fuchs CEO** 

Human Resources Corporate Marketing Communication Strategy



Dr. Timo Reister
Deputy CEO

Asia-Pacific Americas OEM Division Automotive Aftermarket Division Mining Division



Isabelle Adelt CFO

Finance & Controlling
Digitalization
Legal & Compliance
Internal Audit & Governance
Investor Relations
Taxes



**Dr. Sebastian Heiner** CTO

R&D Product Management Supply Chain Sustainability QMS EH&S



Dr. Ralph Rheinboldt

EMEA Industry Division Specialities Division



## **FUCHS' Executive Board – Upcoming Changes**



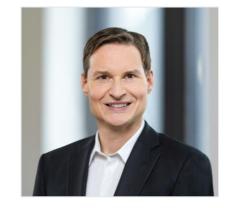
**Isabelle Adelt** CFO



**Dr. Sebastian Heiner** CTO



Stefan Fuchs
CEO



**Dr. Timo Reister**Dept. CEO



**Esma Saglik**CFO
Starting May 2025



Mathieu Boulandet CTO Starting August 2025



Dr. Ralph Rheinboldt

