

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.

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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

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We create efficient solutions

Even where you wouldn't expect us to

Data Centers

Households

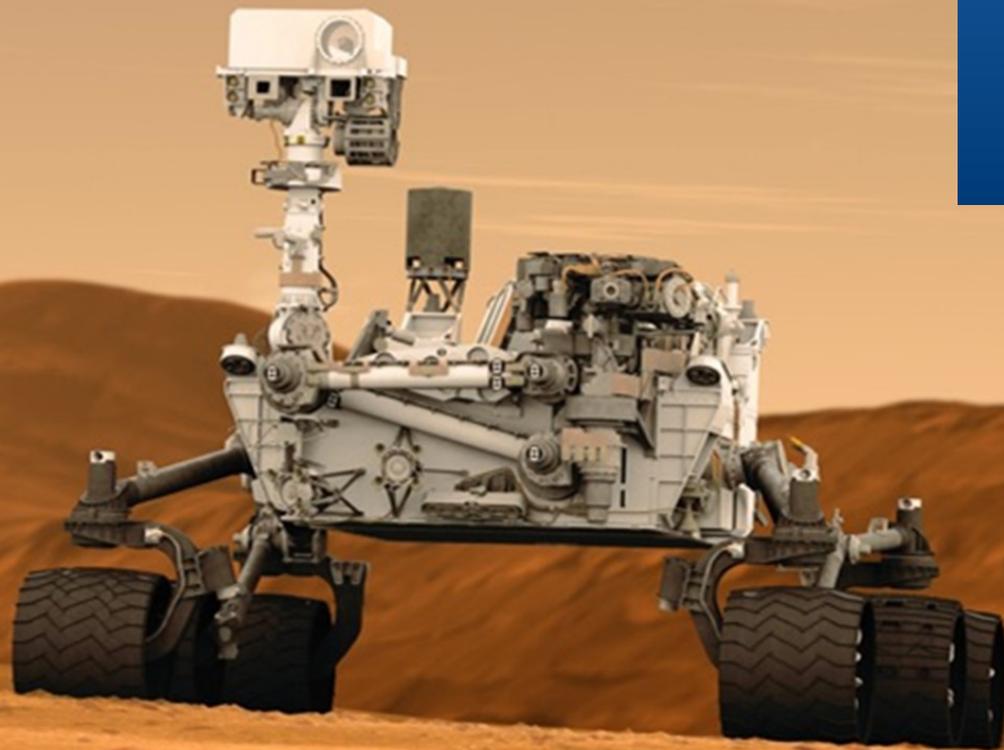
Mobility

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



Total
 ● 35 production facilities
 🏠 57 operating companies

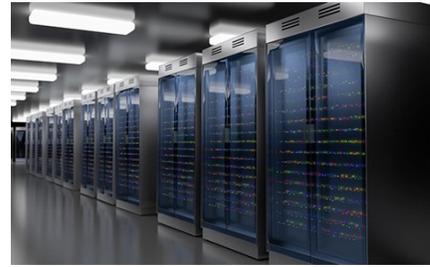
As of December 31, 2021



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 benefits

The FUCHS advantage

- Increased machine availability
- The highest possible standards and quality assurance
- Increased efficiency, lower CO₂ emissions
- Reduced process costs
- Outstanding consulting and industry expertise
- Customized solutions for every application. Worldwide

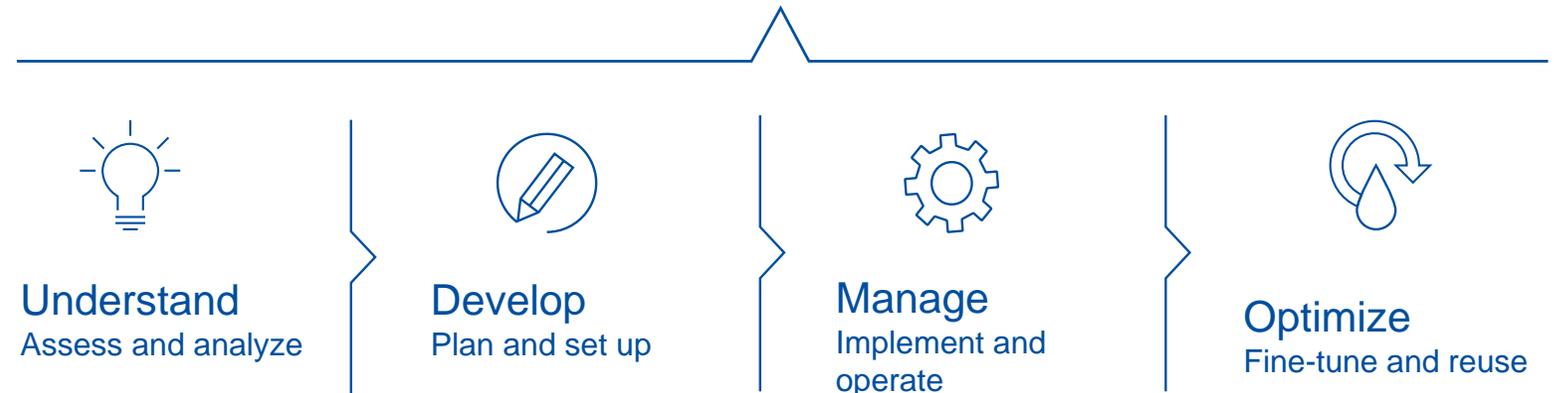
The result

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



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

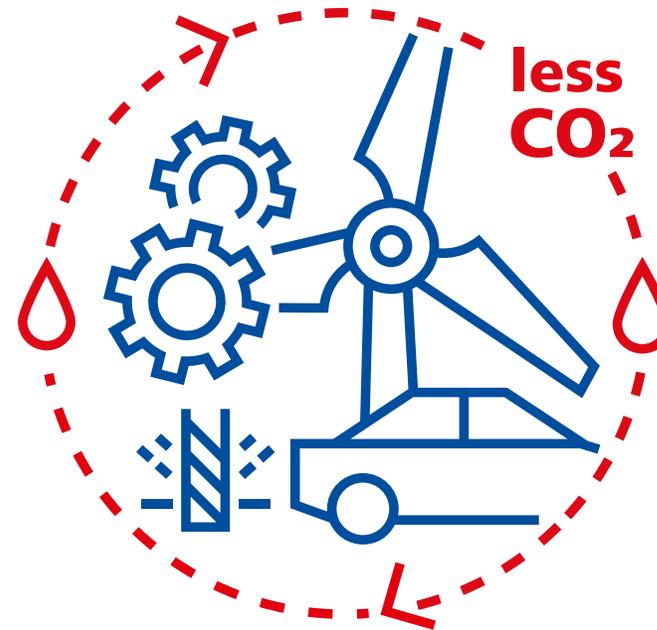


Our focus

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.



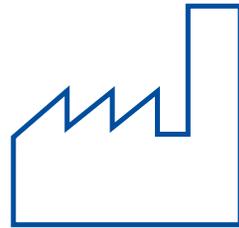
We empower our customers to perform more sustainably

Four steps to a sustainable future

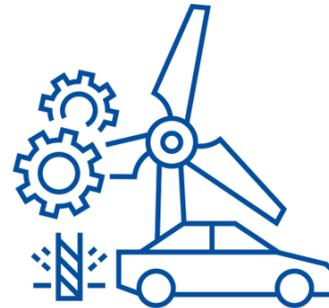
Raw Material



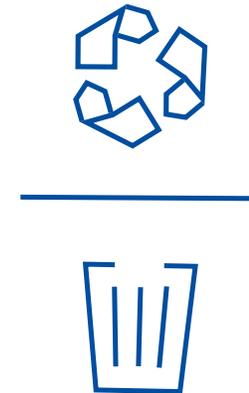
Production



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



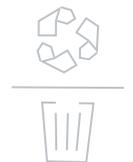
Production



Application



Reuse/End of Life



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Sustainable production

Using energy responsibly

Example: Heating Energy from Production

Test bay building heated from neighboring production facility

Savings per year: 18 tons of CO₂

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 CO₂.**

Raw Material



Production



Application



Reuse/End of Life

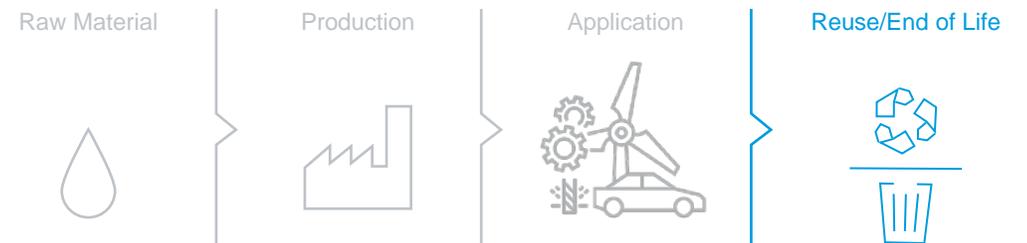


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Sustainable production

Closing the Circle: Circular Process for automotive supplier

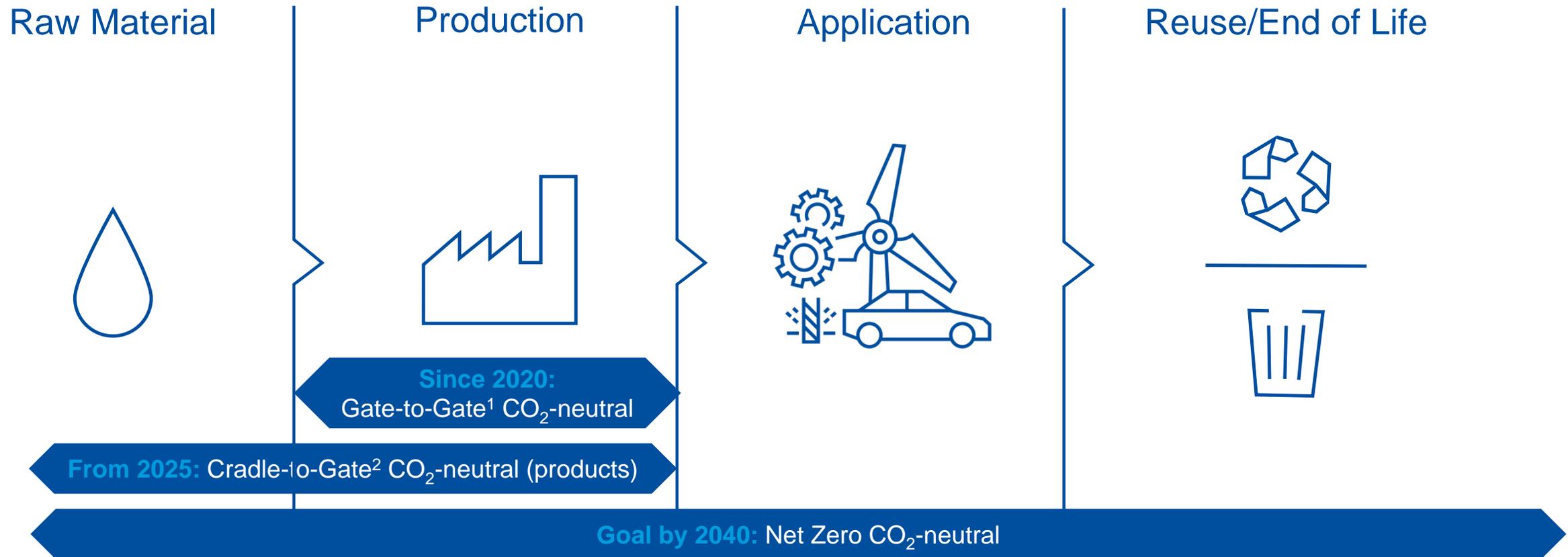
Through a range of special services, FUCHS supports its customers in feeding used materials back into the value chain – such as at an automotive supplier in Canada, for example, where the company recycles cooling lubricants.



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Sustainability at FUCHS

The path to 2040



¹ 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

² 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

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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

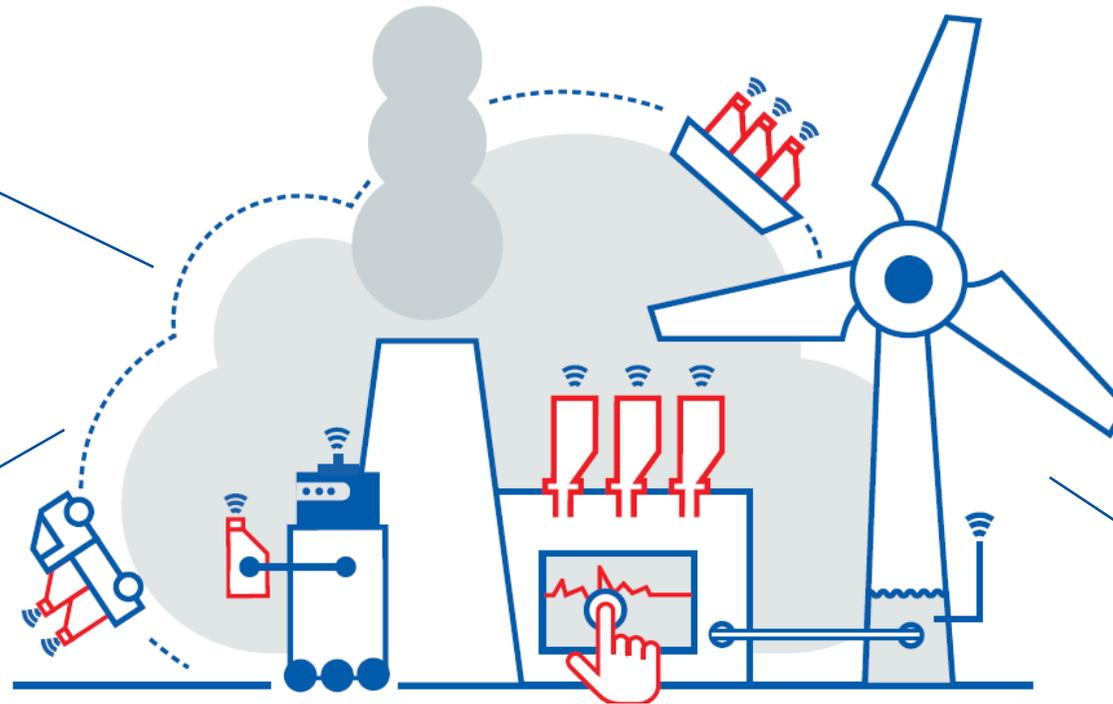
From sensors, platforms and customers

Customer Interfaces

eCommerce

Sensors

(Fluid Analyzer
FUCHS Meter)



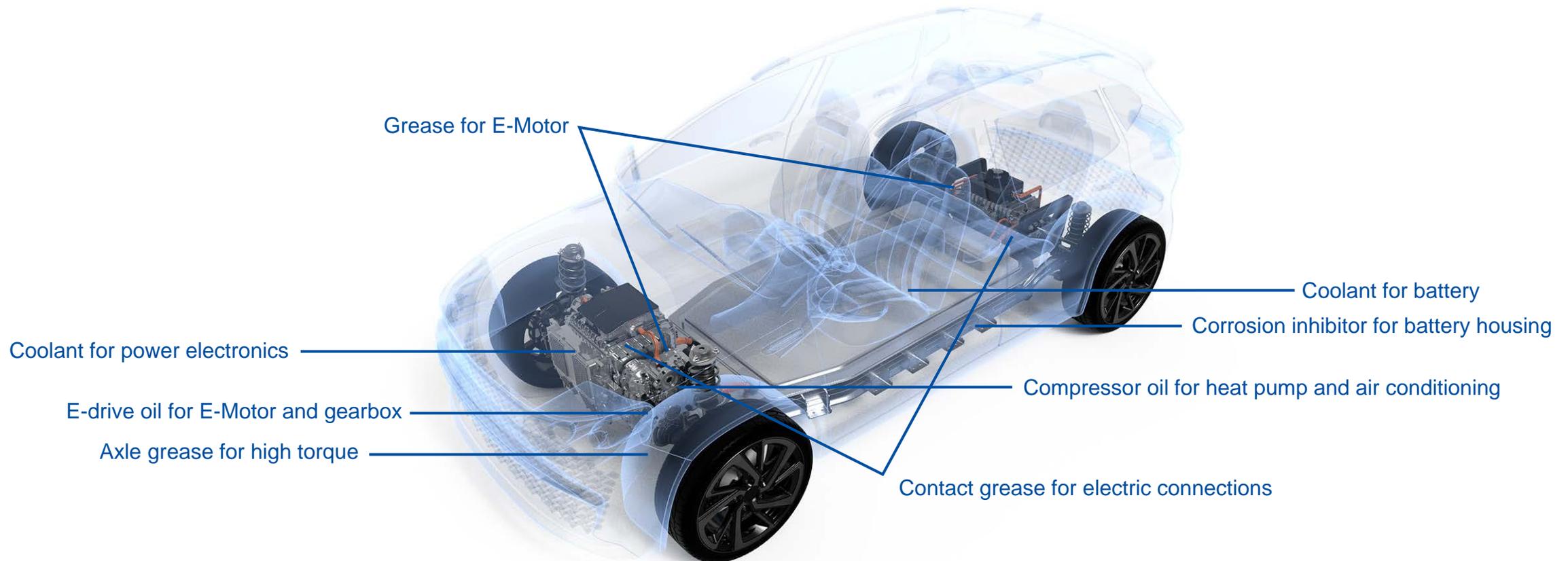
FluidPlatform
(FluidsConnect)

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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



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FUCHS in figures

A steady history of growth

Founded over

90

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

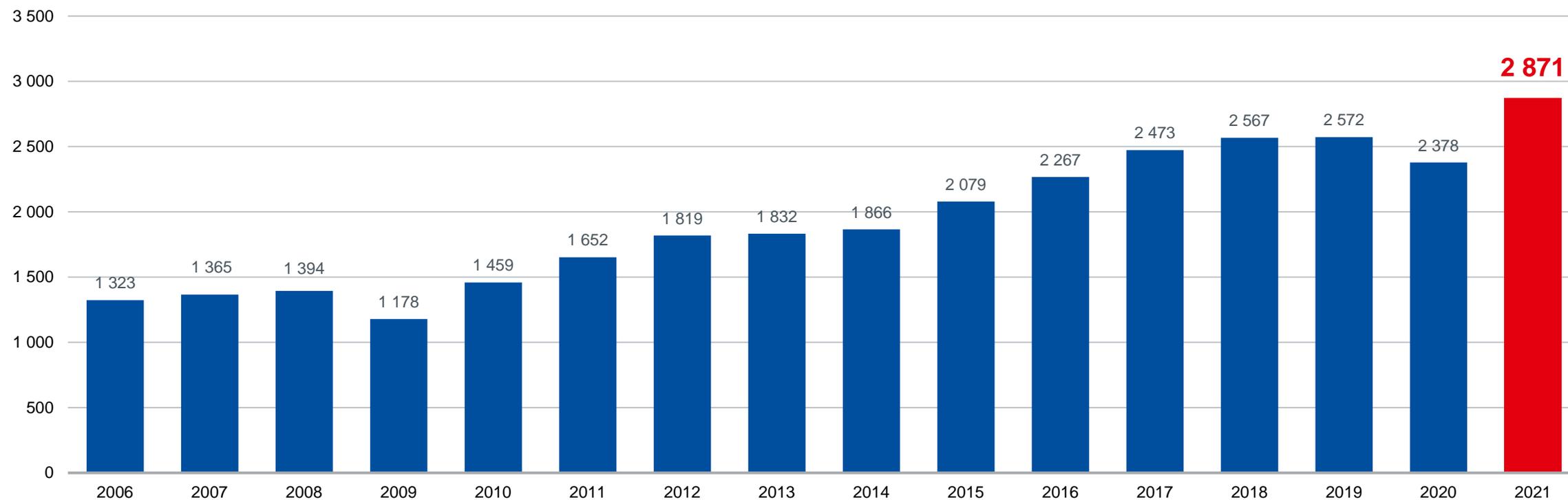
products

6,000

employees

FUCHS in figures

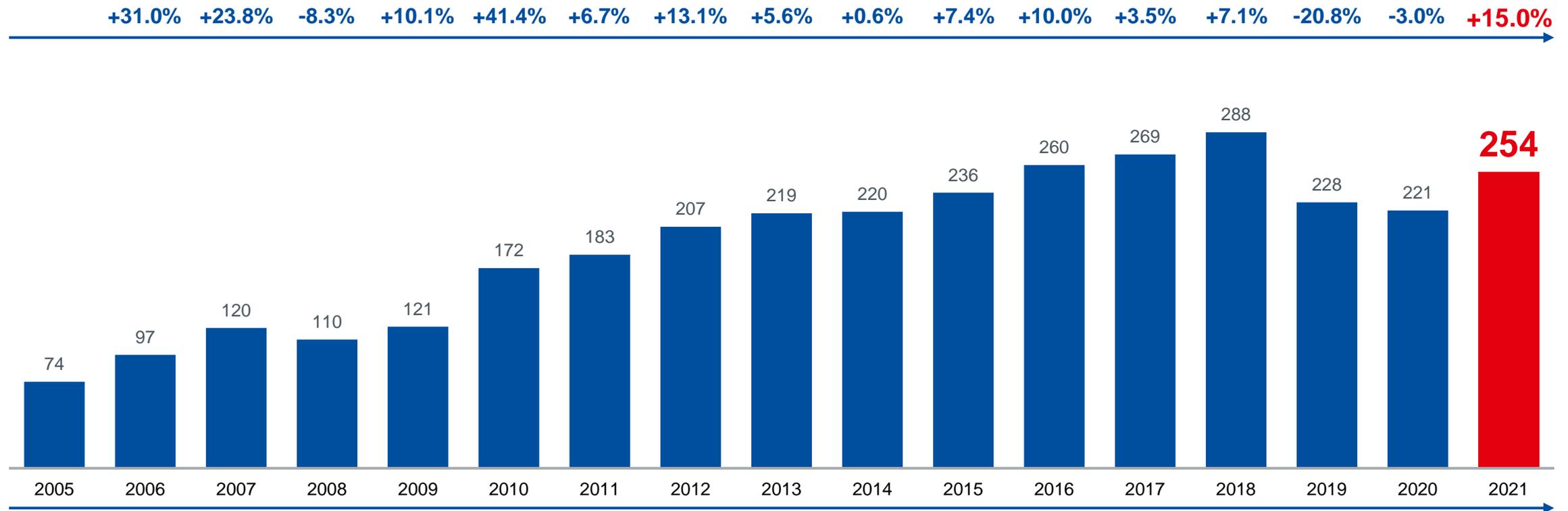
A steady history of growth



Revenue (in € million)

FUCHS in figures

Earnings Performance*



*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. 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.



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