



FUCHS PETROLUB GROUP



LUBRICANTS.
TECHNOLOGY.
PEOPLE.



- Founded: 1931
- Sales revenues 2013: EUR 1.8 billion
- Employees as at December 31, 2013: 3,888
- 31 production facilities
- Member of the MDAX; Fuchs family holds 53% of ordinary shares
- Rank No.9 amongst the lubricant companies around the world
- No.1 in the world among the 590 independent lubricant companies

Our business model – proven over decades



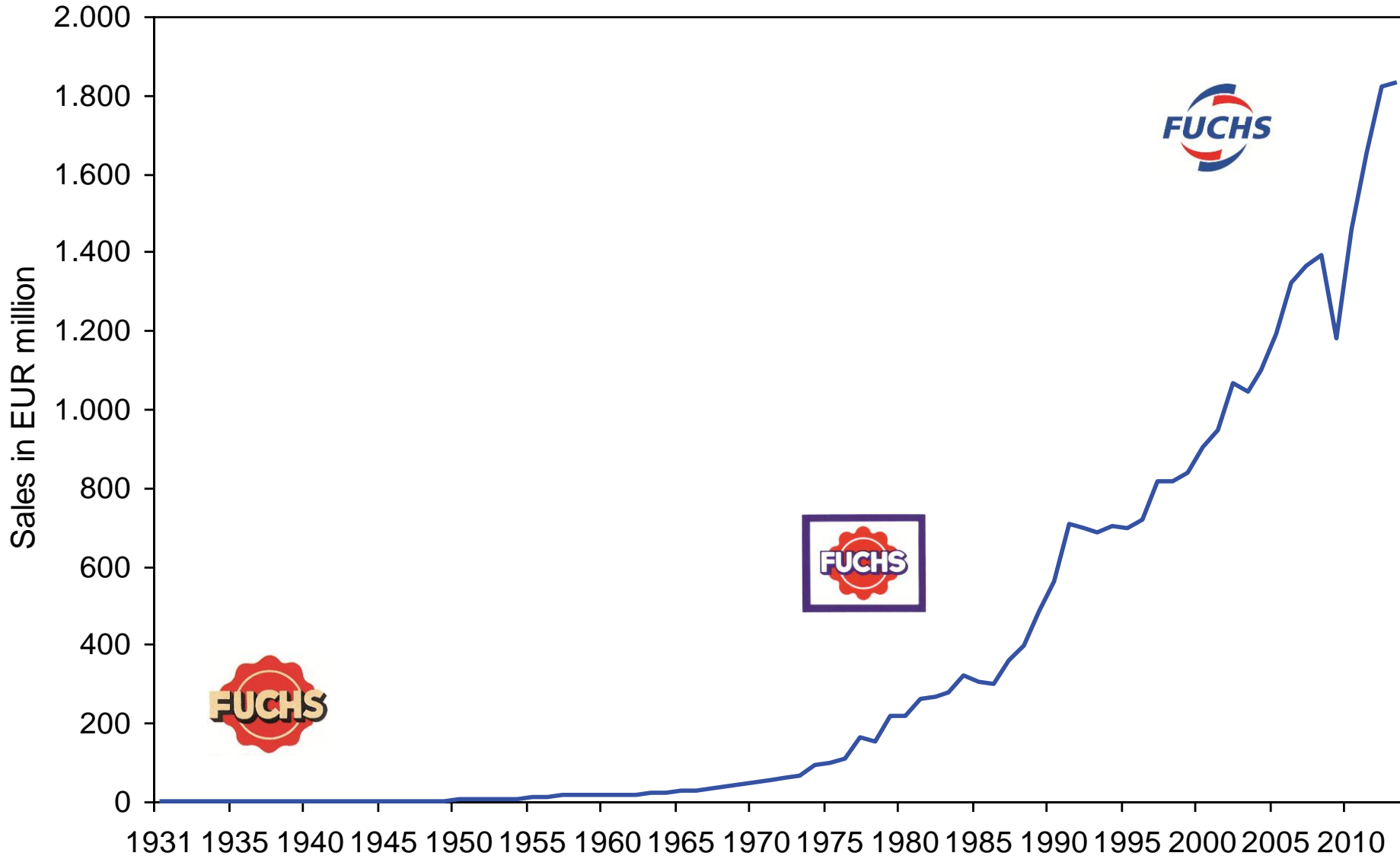
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- Focus on lubricants
- Leadership in technology, innovation and specialization
- Independence
- Full-range provider
- Global presence and customer proximity

FUCHS – more than 80 years of tradition and growth



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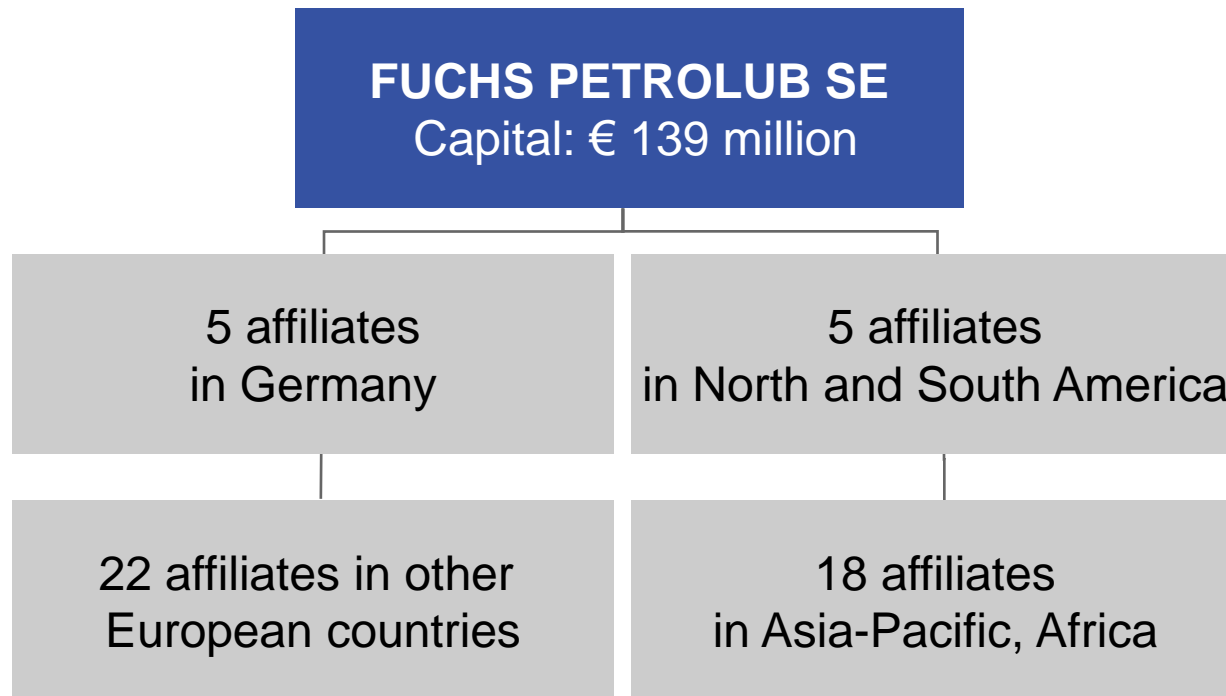


The various development phases of FUCHS PETROLUB



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- 1931 – 1960 Foundation and development phase
- 1960 – 1995 Growth phase (in particular through acquisitions)
- 1995 – 2005 Consolidation phase
- Today: growth
 - particularly organic growth
 - special focus on growing markets



Executive Board



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Stefan Fuchs
Chairman of the Executive Board



Dr. Alexander Selent
Deputy Chairman of the Executive Board



Dr. Lutz Lindemann



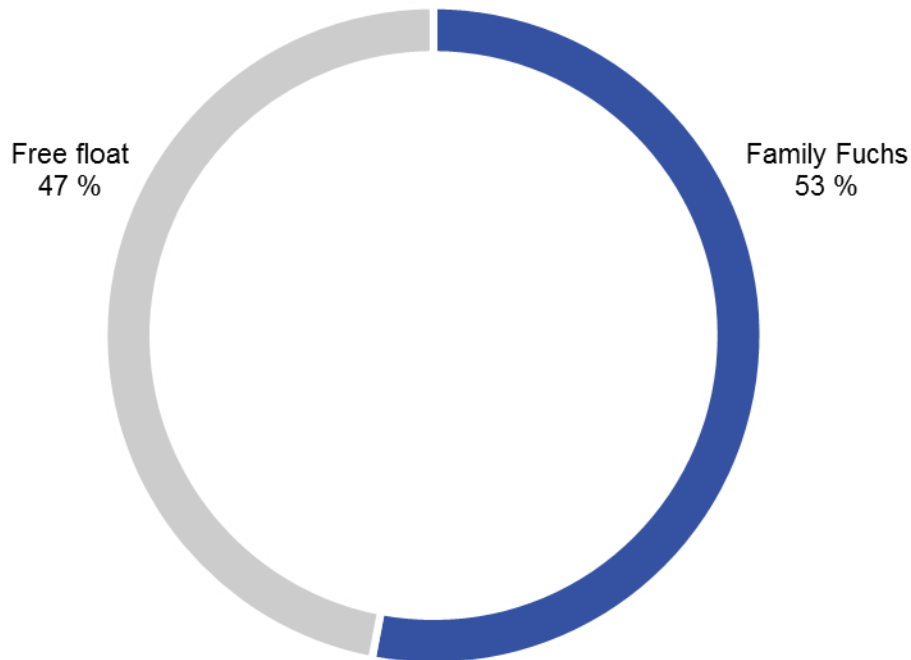
Dr. Ralph Rheinboldt

Breakdown of shares

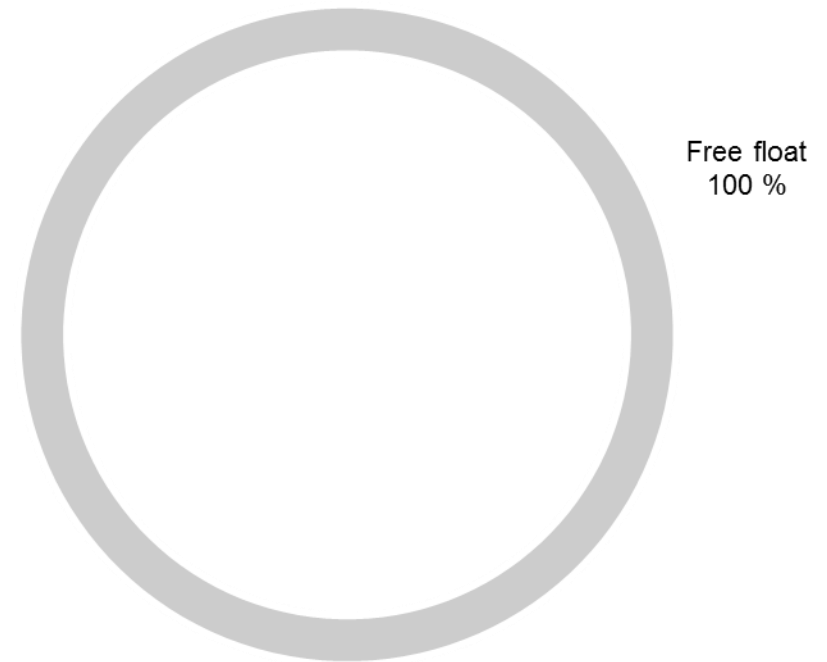


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Ordinary shares



Preference shares



Base: 69,500,000 ordinary shares

Base: 69,500,000 preference shares

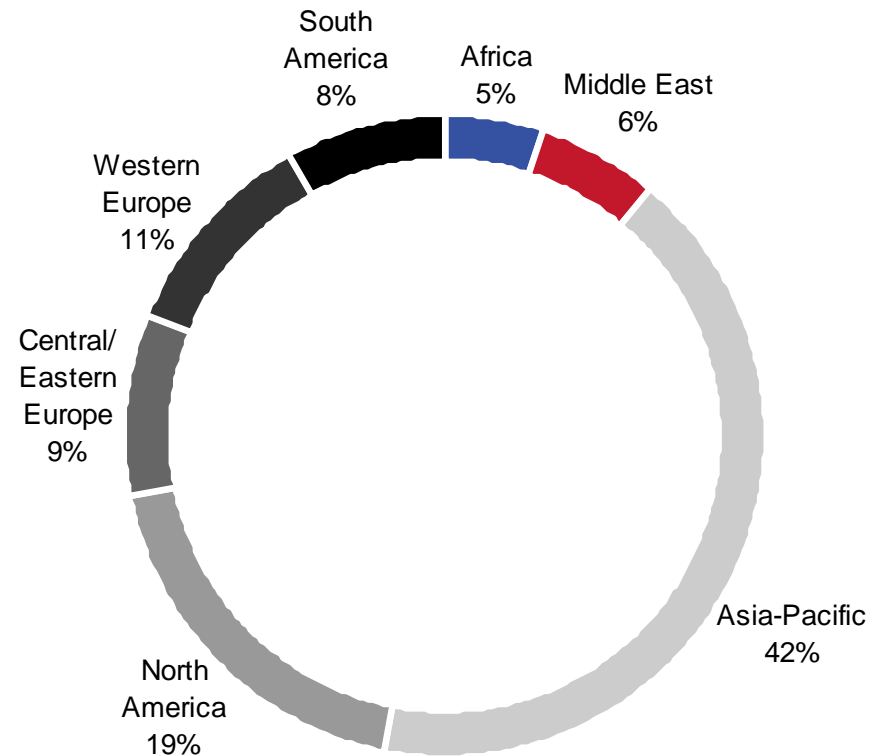
Regional breakdown of world lubricants demand in 2013



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World lubricants demand: 35.3 mio t

- The biggest regional lubricants market with the highest growth rate is found in Asia-Pacific
- North America and Western Europe are mature markets. The focus is on a more specialized product portfolio and specialities

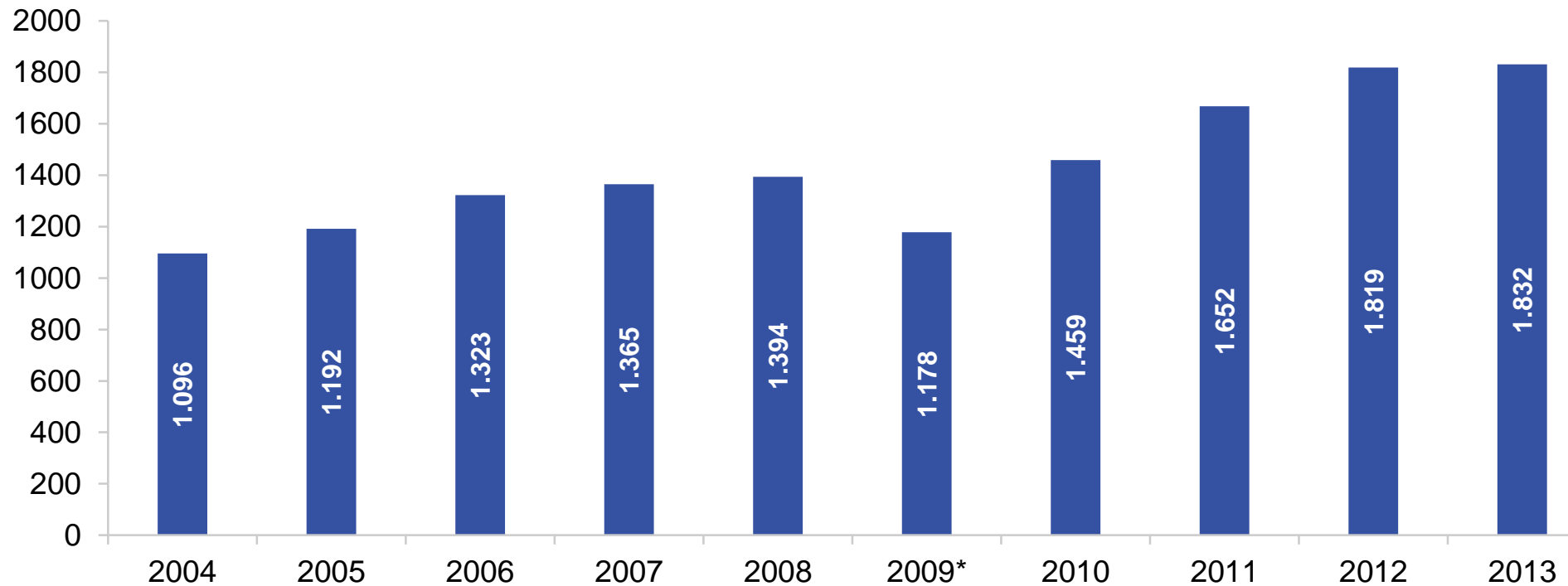


Ten-year overview of group sales revenues



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in EUR million



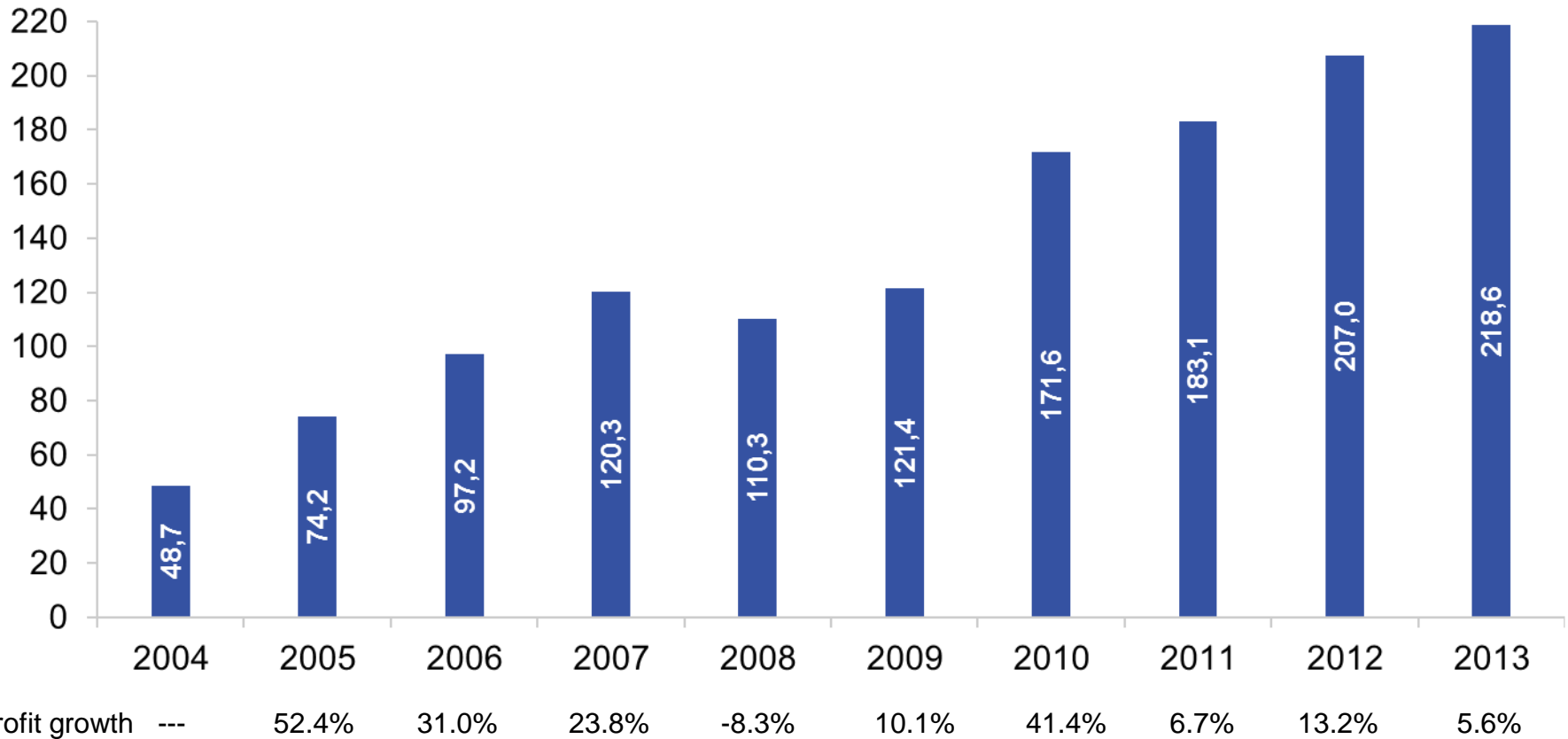
* Drop in sales revenues by the financial and economic crisis

Sustainable net profit development



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Profit after tax* (in EUR million)



* year 2004 adjusted by regular goodwill amortization

The group's key figures



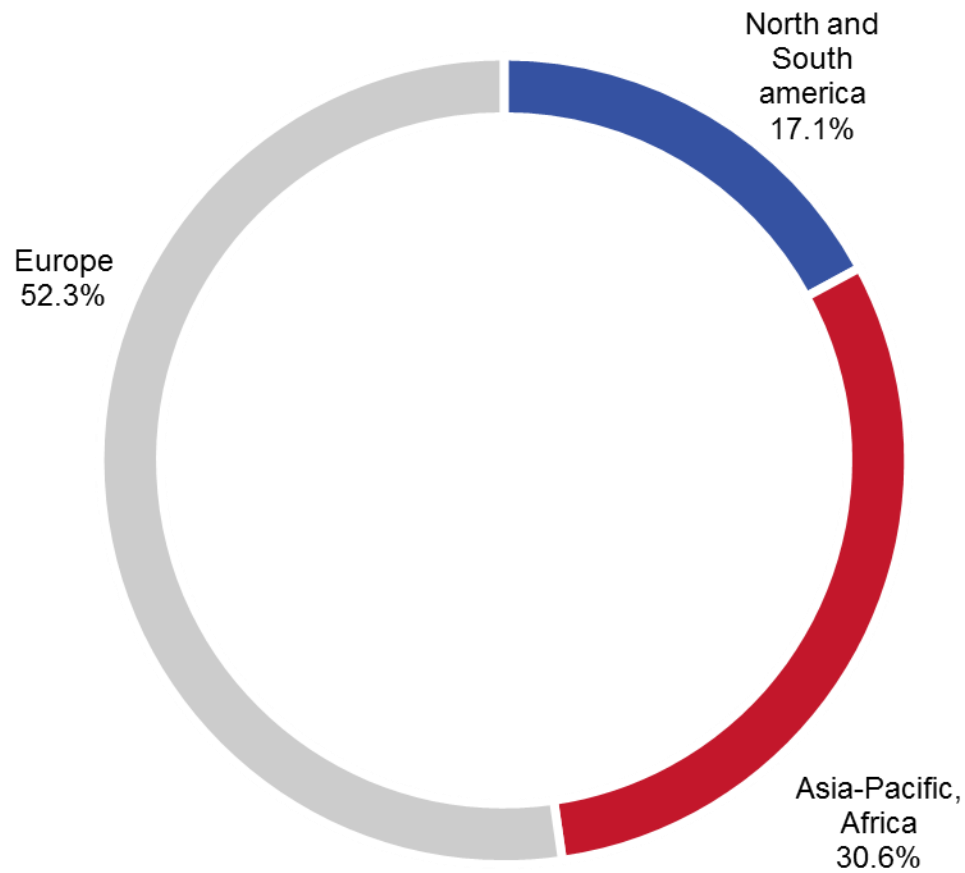
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In EUR million	2013	2012	Δ %
Performance			
Sales revenues	1.831,6	1.819,1	0,7
Earnings before interest and taxes (EBIT)	312,3	293,0	6,6
Net profit	218,6	207,0	5,6
Assets / Equity and liabilities			
Shareholders' equity	853,5	781,7	9,2
In % of total assets	73,5	70,5	
Financing			
Gross cash flow	224,6	219,0	2,6
Investments in long-term assets	72,8	71,4	2,0
R&D expenditure			
In % of sales revenues	1,7	1,6	4,8

Regional breakdown of sales revenues in 2013 (customers' location)



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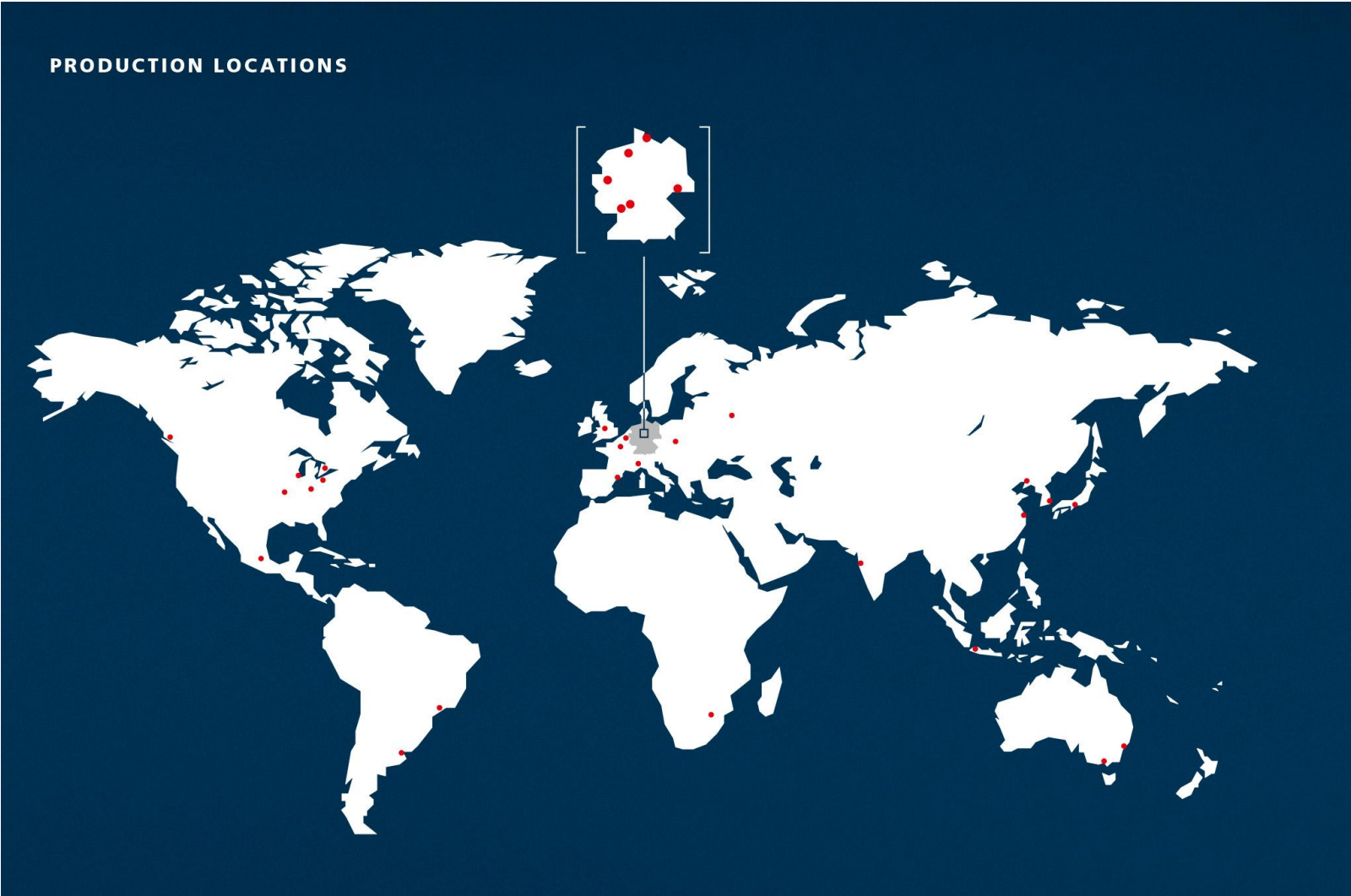


FUCHS manufactures 10,000 products for over 100,000 customers all over the world



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PRODUCTION LOCATIONS



Worldwide focus on individual customer requirements



Mining



Passenger cars



Construction



Food industry



Steel



Trucks



Agriculture



Conveyor belts



Cement



Aeronautic



Railway



Wind energy

Lubricants for all machining operations, materials and all lubrication points of the machine tool



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Processing seat components

RENOFORM 96
RENOFORM HBO series

Corrosion prevention for wire cables

ANTICORIT TX series
ANTICORIT TW series

Air Conditioning

RENISO
refrigeration oils

Engine

TITAN engine oils

Engine handling

ANTICORIT RP 4107 LV
ANTICORIT DFW series
ANTICORIT VCI
packaging systems

Radiator antifreeze

MAINTAIN radiator antifreeze

Power steering

TITAN
power steering oils

Engine components

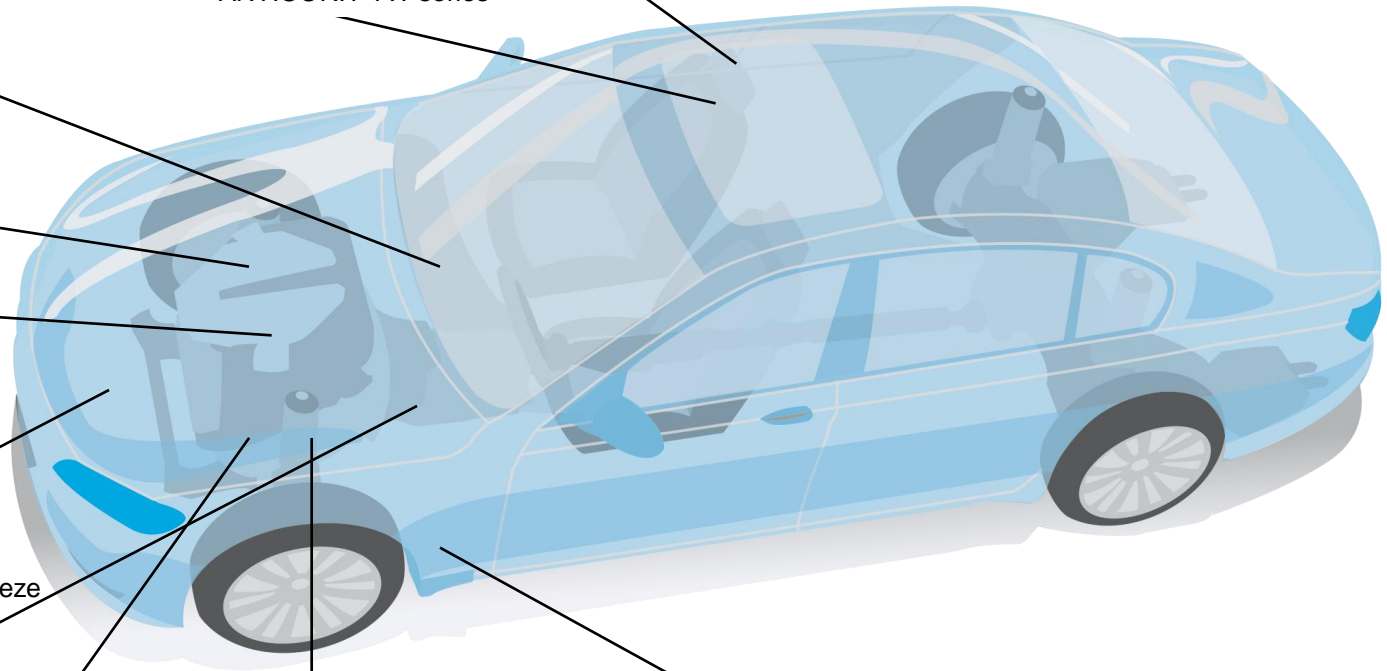
RENOCLEAN industrial cleaner

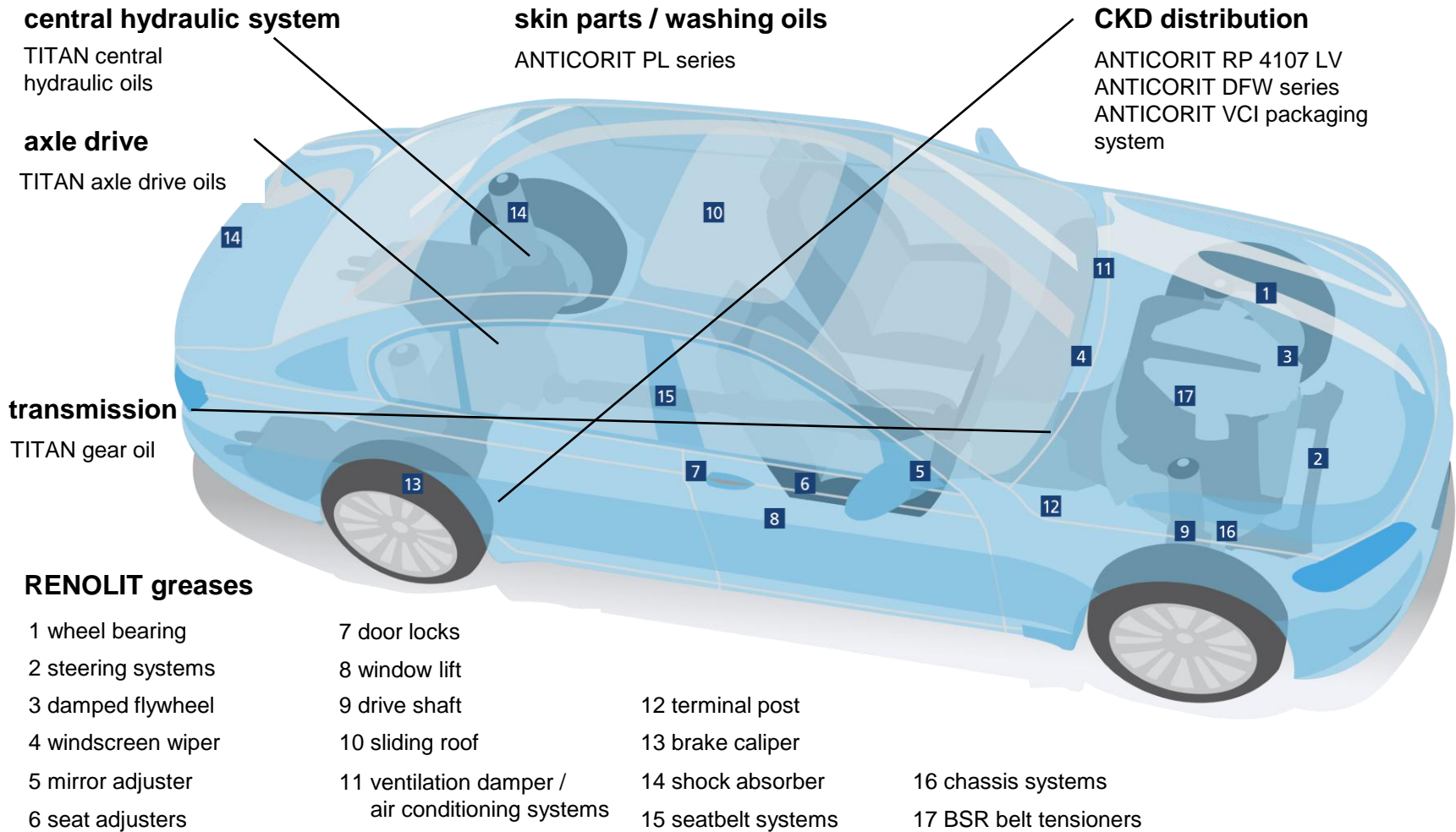
Shock absorber

TITAN shock absorber oils

Forming add-ons and skin panels

RENOFORM MCO series





FUCHS – the niche specialist



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- Research and development are key factors in the success
- 385 engineers and scientists engaged in research and development around the globe develop new products and help our customers solve their problems. They guarantee our technical advantage
- The Group's research and development expenses were EUR 30.6 million



Sustained success through an experienced and committed workforce

- The company-owned educational establishment, the FUCHS ACADEMY, ensures continuous training and the further education of our employees
- For FUCHS in-house training and specific support of high-potential employees are an important investment into the future
- Whenever possible, open positions, particularly management positions, are filled by internal staff
- Flexible work schedules for more compatibility of family and job, more and versatile health management
- 21% of management positions in the FUCHS PETROLUB Group are today held by women

Mission Statement of the FUCHS PETROLUB Group



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Values of the FUCHS PETROLUB Group



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Trust



Creating Value



Respect



Reliability

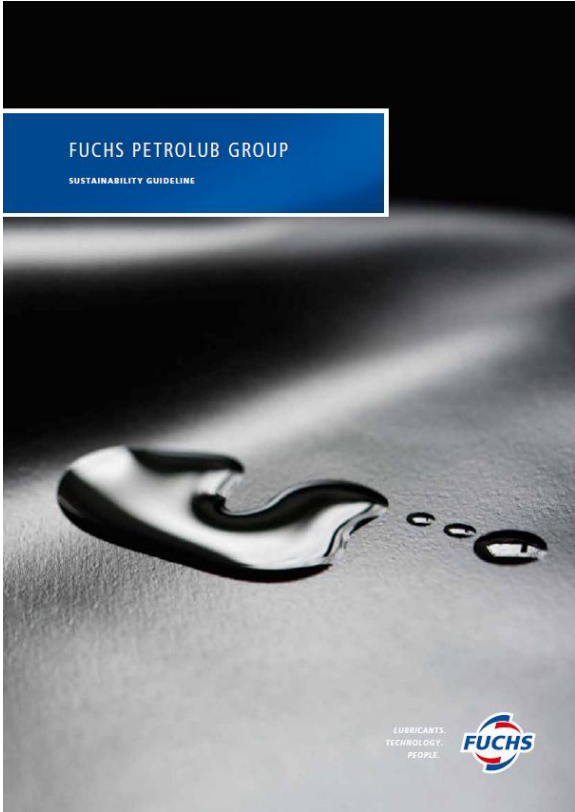
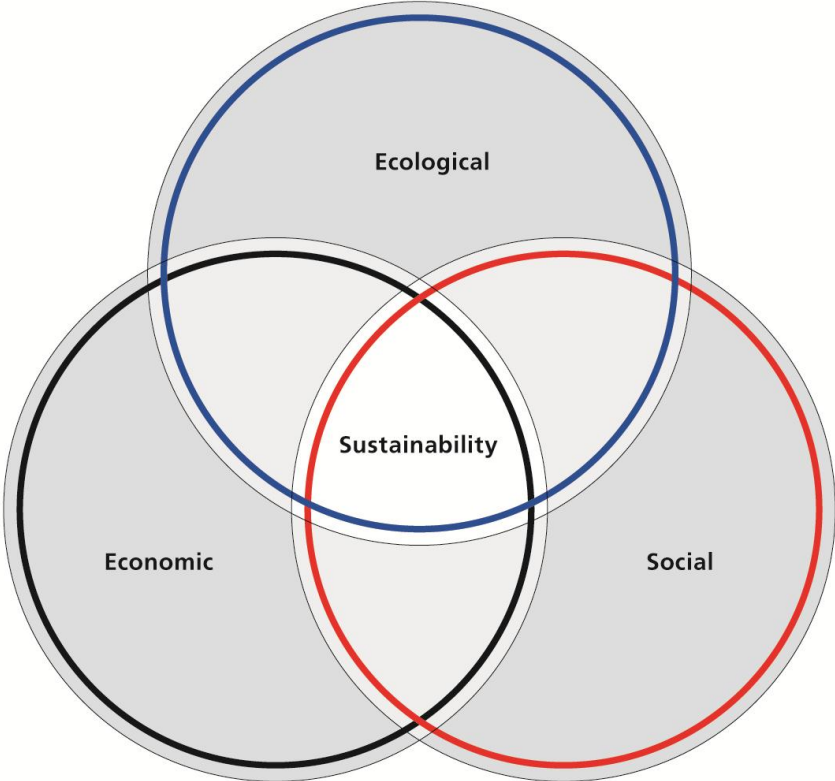


Integrity

Sustainability



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Economic Responsibility:

- Principle of long-term business strategy and assurance
- Continuous increase of company, shareholder and investor value
- Dividend policy, which targets continuous increases or at the very least stable dividend payouts

Ecological Responsibility:

- Development, production and distribution of application-specific and emission-reducing lubricants
- Responsible handling of energy, water and waste

Social Responsibility:

- Handling of wide range challenges, in particular those associated with the demographic shift
- Corporate citizenship at worldwide company locations



Economic KPIs

FUCHS Value Added (FVA) in € million	221.9
Earnings before interest and tax (EBIT) in € million	312.3
Net operating working capital (NOWC) in %	19.9
Total dividend payout in € million	98.2

Ecological KPIs*

Energy consumption in kilowatt hours per ton produced	266
Water consumption in liters per ton produced	507
Waste generation in kilograms per ton produced	30
CO ₂ emissions in kilograms per ton produced	95

Social KPIs*

Average age of employees in years	43
Age structure of employees in %	
< 30 years	14
31-40 years	27
41-50 years	32
> 50 years	27
Average length of service of employees in years	11
Employee fluctuation (voluntary resignation) in %	3.2
Work-related accidents (> 3 days lost) per 1,000 employees	16
Days lost due to sickness per employee	7
Proportion of women in management positions in %	20
Average further education per employee in hours	17

Investments in new plants, efficiency and R&D



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India: Mumbai (2010)



Australia: Melbourne (2012)



Germany: Kaiserslautern (2009)



Germany: Mannheim (2010)



China: Shanghai (2008)



China: Yingkou (2013)



Russia: Kaluga (2013)



USA: Chicago (2012/2013)



Sales center in Mannheim



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R&D center in Mannheim



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Plant Mannheim



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