

**IT'S WHAT'S
INSIDE THAT
COUNTS.[®]**

AT A GLANCE.





SALES

\$746.7 MILLION

NET INCOME

\$61.4 MILLION

STAFF

2,020 ASSOCIATES

LOCATIONS

40 WORLDWIDE

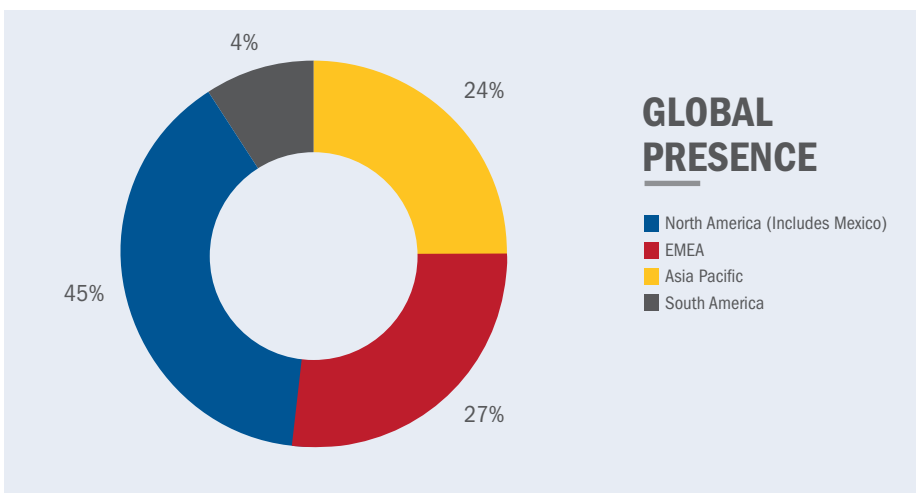
R&D INVESTMENT

\$22.5 MILLION

2016 FIGURES

A PARTNER YOU CAN DEPEND ON. Since 1918, Quaker has been establishing and maintaining long-term relationships with leading customers in **primary metals, steel, metalworking, aluminum, automotive, mining, aerospace, tube and pipe, cans** and other basic process industries all over the world.

At Quaker with more than 2,000 associates, sales of \$746.7 million in 2016 – 40 locations in 21 countries and \$225 million in R&D investment. **We are experts in the development, production and application of chemical specialties, process fluids, lubricants and coatings for the manufacturing industry.** We enable our customers not only to face and manage these challenges but to positively thrive in the midst of them by finding opportunities to be more efficient – and ultimately more profitable. It's our obsession. And we achieve this through our intimate knowledge of the industries we serve and each one of the moving parts that come with it.





IT'S WHAT'S INSIDE OUR PRODUCTS. Our products have become industry standards around the globe. And with our unique portfolio we've been helping companies across the full spectrum of manufacturing thrive for over 90 years, including:

AEROSPACE

HIGH-PERFORMANCE FLUIDS AND MASKANT COATINGS



ALUMINUM

HOT ROLLING, TAILORED FLUIDS FOR UNIQUE NEEDS



AUTOMOTIVE & GENERAL MANUFACTURING

METALWORKING FLUIDS AND FIRE-RESISTANT FLUIDS



CAN MAKING

LUBRICANTS AND CLEANERS WITH IMPROVED EFFICIENCY



DIE CASTING

A 'ONE STOP SHOP' FOR DIE CAST NEEDS



MINING

FIRE-RESISTANT FLUIDS, GREASES, DUST SUPPRESSANTS AND ROOF ADHESIVES



STEEL

ROLLING OILS, FIRE-RESISTANT HYDRAULIC FLUIDS, GREASES AND SURFACE TREATMENTS



TUBE & PIPE

"FRONT TO BACK" PROCESS FLUIDS AND SOLUTIONS



PRODUCTS ALONE DON'T SOLVE PROBLEMS.

People do. At the core of everything Quaker does is a genuine passion for helping our customers' businesses grow ever stronger by making their processes more efficient, sustainable and competitive. This is what defines our brand and what makes us stand out from our competitors. At Quaker we know **it's what's inside that counts.®**

Extensive industry knowledge and process expertise to form a unique understanding of your specific issues.

Global expertise provided at the local level, one-on-one with our customers to serve as a trusted partner at each step of the process.

And a business model based on core values, global collaboration and communication to ensure only the most precise solution to our customers' business challenges.

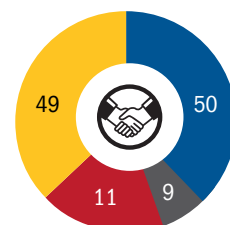
CUSTOMER COMMITMENT • TEAMWORK • DIVERSITY & INCLUSION • SAFETY • RESPECT • EXCELLENCE • INTEGRITY • ENTREPRENEURSHIP

QUAKER CHEMICAL MANAGEMENT SERVICES

ON-SITE PROGRAMS DESIGNED TO MEET CUSTOMER NEEDS

119
QCMSSM programs globally

99%
of previous clients renew QCMSSM affiliation

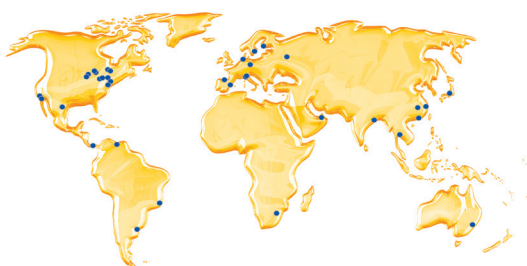


■ North America
■ Europe
■ Asia Pacific
■ South America

CONTINUING TO INVEST IN GROWTH INITIATIVES. We have completed 10 strategic acquisitions since mid-2010, including one acquisition in 2016. We purchased a manufacturer and marketer of metalworking fluids based in Waterloo Ontario, Canada that sells branded products directly to its North American customers, primarily automotive suppliers.

ACQUISITION TIMELINE

MOVING FORWARD, CREATING A GLOBAL LEADER



40 locations with a presence in **21** countries.

22 manufacturing facilities around the world.

2,020 associates **Worldwide.**

#1 supplier to sheet mills worldwide.

A **leading** supplier to the metalworking market.

We are **Quaker.** Catalysts for business success.

A local partner you can depend on. Anywhere in the world.

Our staff is on the ground, on-site, in every region of the globe. That means our entire infrastructure (from R&D to manufacturing and beyond) is designed to support our customers at a local level, whether the customer is in one facility or spread across plants worldwide.

Put the right partner to work for you — at every step of the way to success. Contact Quaker today to improve your business from the inside.

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