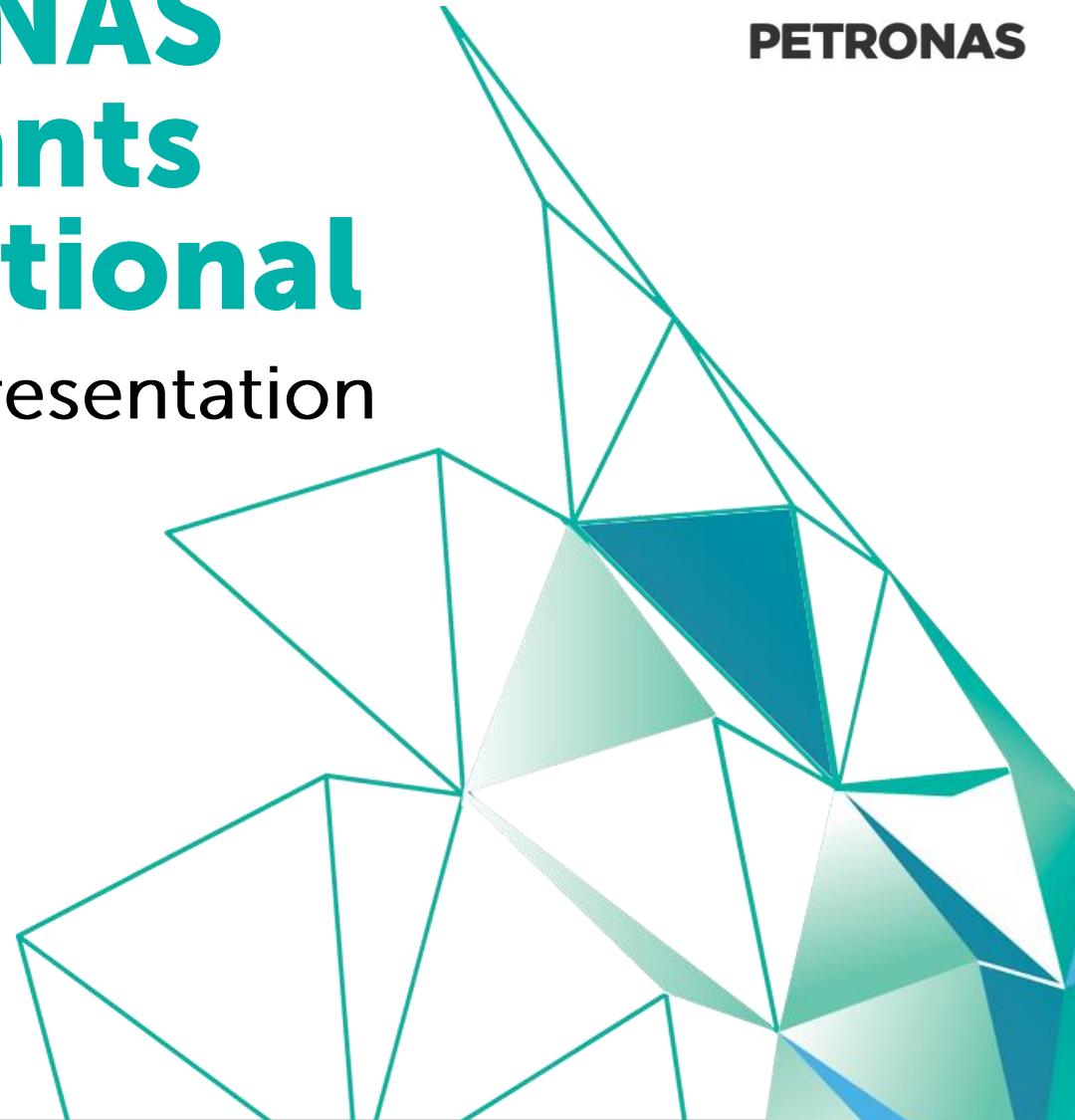




# PETRONAS Lubricants International

Corporate Presentation



# PETRONAS

PETRONAS, founded in 1974, is a fully integrated oil and gas company with operations in a broad spectrum of the oil and gas value-chain

## World-Class Player

Fully integrated multinational oil and gas corporation with operations along the hydrocarbon value chain spanning over 50 countries

### FORTUNE Global 500 ranking

**6<sup>th</sup>** Most Profitable among Oil and Gas Companies

### LNG production capacity

**2<sup>nd</sup>** In the world\*

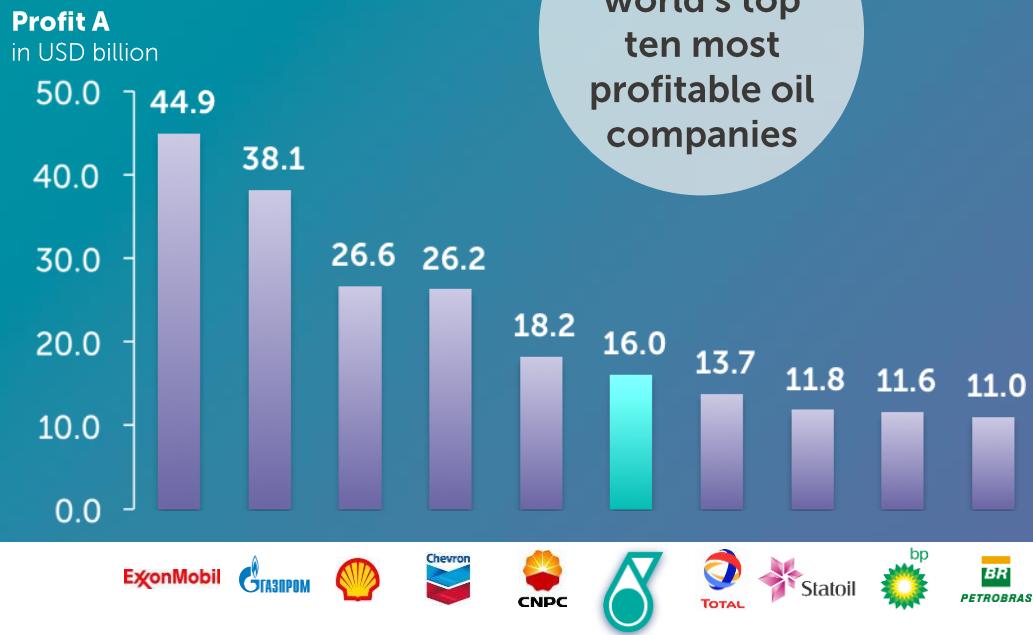
### Oil and gas production

**2 million boepd**

Ranked  
**69<sup>th</sup>**  
In FORTUNE GLOBAL 500's TOP companies in 2014

Ranked  
**19<sup>th</sup>**  
Most PROFITABLE company in FORTUNE GLOBAL 500's TOP companies in 2013

Ranked among the world's top ten most profitable oil companies



\*Barrels of Oil Equivalent Per Day (boepd)

Source: FORTUNE Global 500 ranking 2014, FORTUNE Global 500 ranking (July 2013)

# Who We Are

The global lubricants  
manufacturing & marketing  
arm of PETRONAS

## PETRONAS Lubricants International

- Established in 2008
- Wholly owned by PETRONAS
- Manufactures & markets a wide range of automotive & industrial lubricants in over 80 countries

# History



## Lubricants Unit, PETRONAS

- ◆ Formed in 1974.
- ◆ Significant presence in Asia and Africa.

**PETRONAS  
LUBRICANTS  
INTERNATIONAL**

Established in 2008  
following the  
acquisition of FL  
Selenia by  
PETRONAS.



## FL Selenia Lubricants

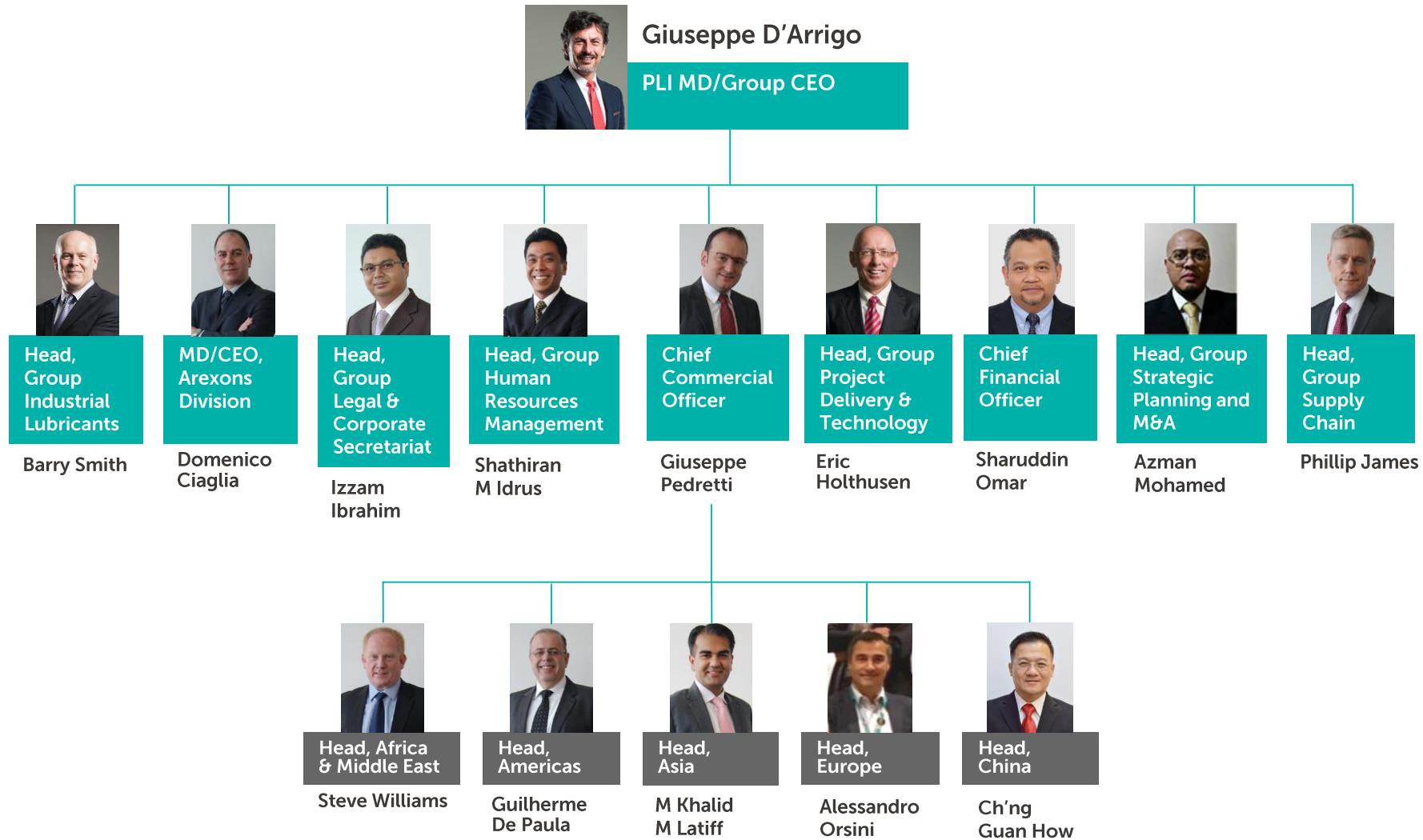
- ◆ Began operation in 1912.
- ◆ Significant presence in Europe, South and North America.



**Fluid Technology Solutions™**  
by PETRONAS Lubricants International

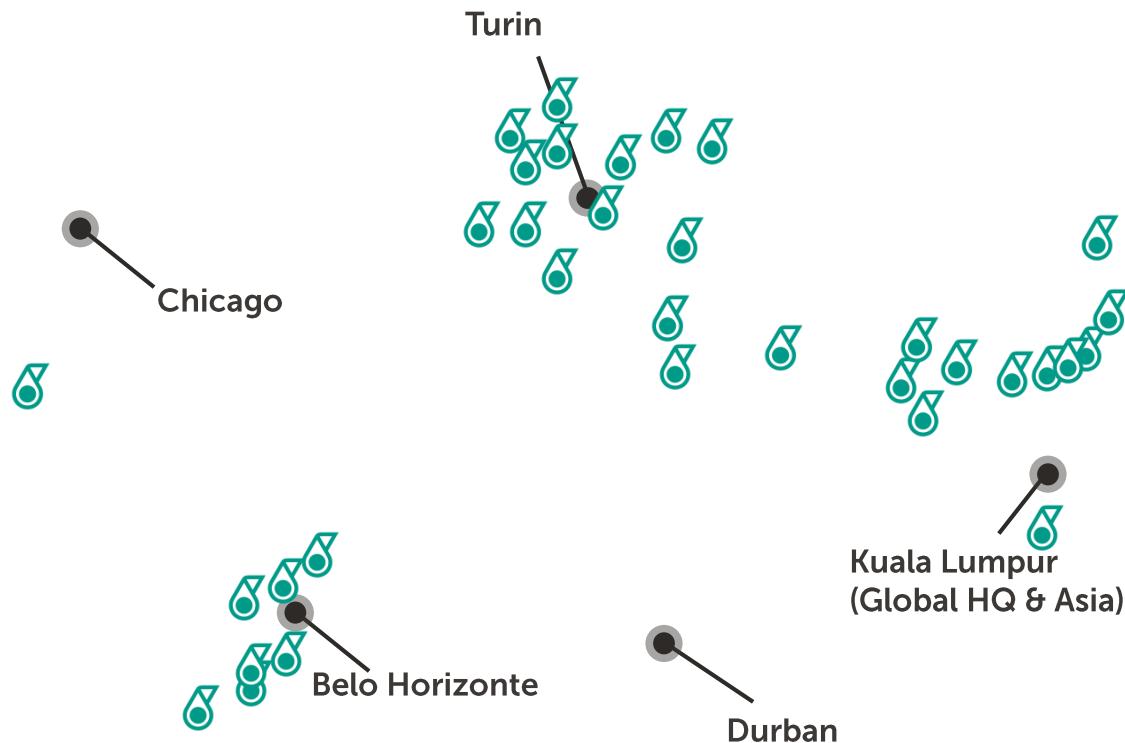


# Group Structure



# Our Offices

A global company operating across 5 continents -  
providing visibility for the PETRONAS brand on the global stage



# Amongst the world top 15 in the industry

PLI recorded a worldwide total sales volume of 898 million litres in 2014 – generating USD2.13 billion in group revenue.

North America,  
**42 Million Litres**

Europe,  
**205 Million Litres**

Asia,  
**224 Million Litres**

Africa & Middle  
East,  
**121 Million Litres**

Melaka, Malaysia  
**159 Million Litres**  
(Base Oil)

Latin America,  
**147 Million Litres**

# Our Market Presence

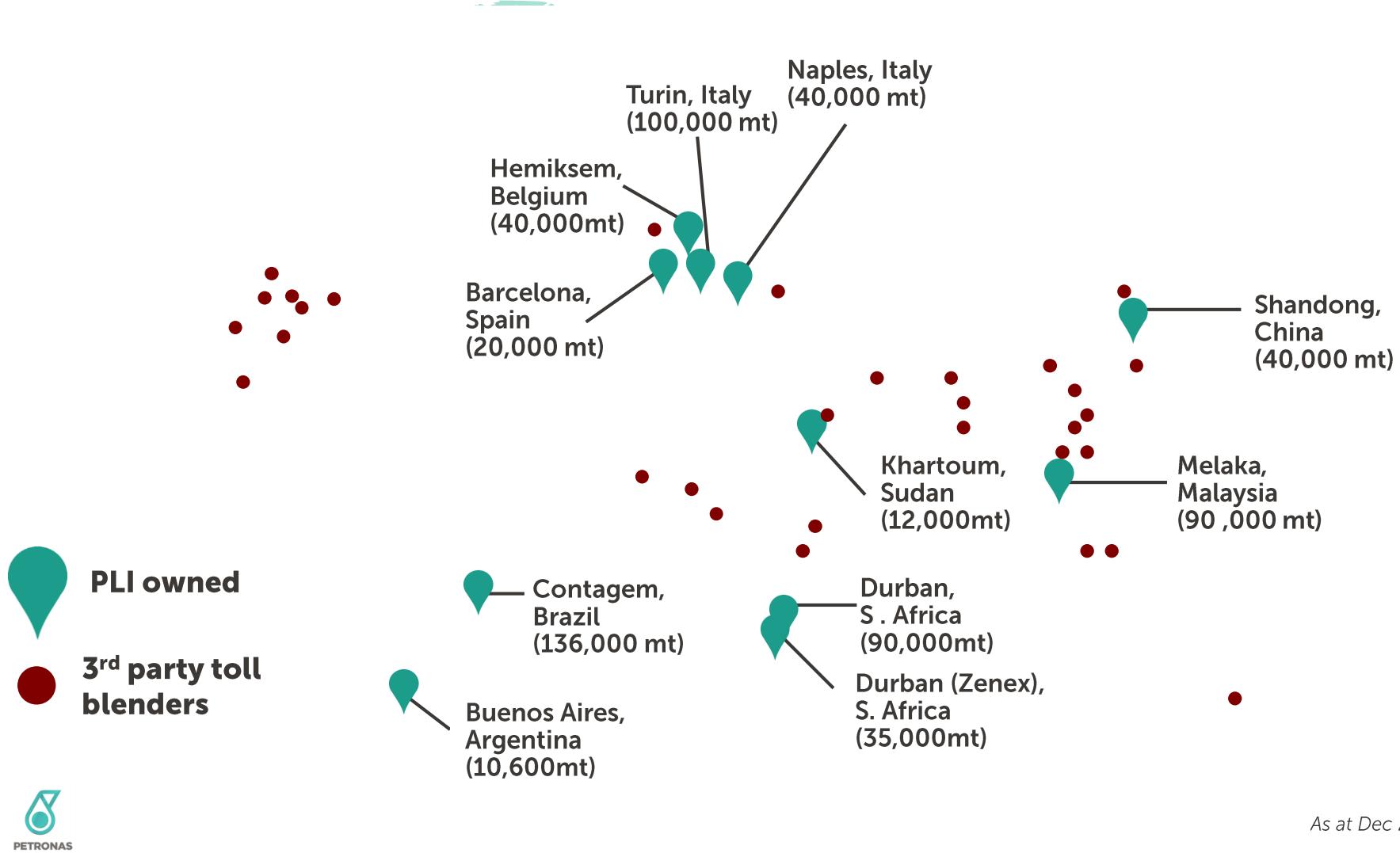
Since PLI's establishment, our presence in the global markets have been greatly enhanced – and it will only continue to grow. Currently we market lubricants in 84 countries.



As at Jan 2015

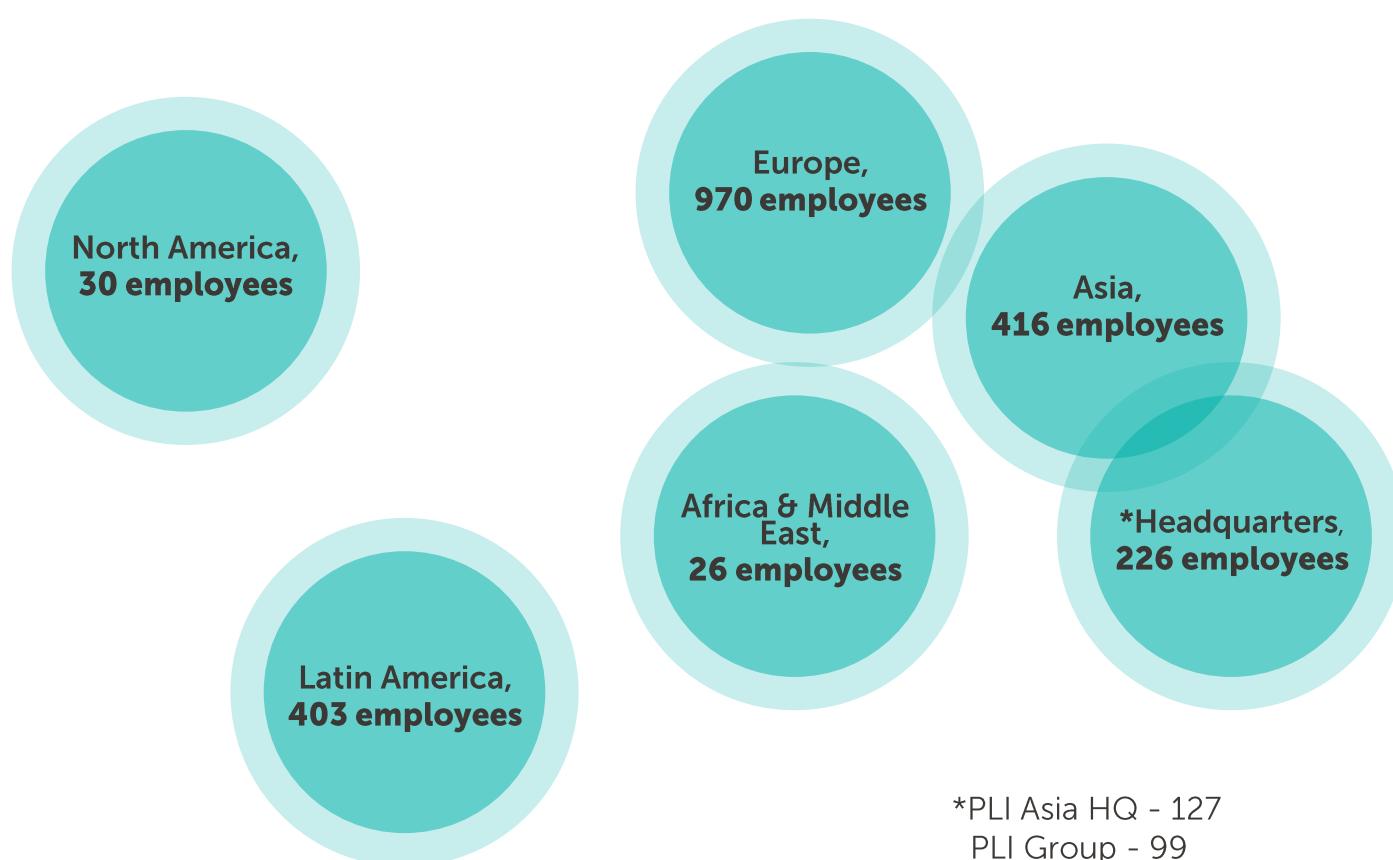
# Our Global Blending and Filling Facilities

PLI owns and operates 11 blending facilities worldwide, with a combined production capacity of 613,600 metric tons per year.



# Our People

2,071 employees globally – a diverse, multilingual workforce.



\*PLI Asia HQ - 127  
PLI Group - 99

# Key Partnerships

At PLI, we believe in building valuable business partnerships.

Beyond just supplying lubricants to our partners, we are committed to delivering value to our customers by ensuring quality products that exceed their performance expectations.

## KEY PARTNERSHIPS WORLDWIDE

### Vehicles



### Engines



### Transmissions



# Quality products

Serving a wide range of automotive segments  
and industry applications



Automotive

## Designed to perform:

- Under extreme environmental conditions
- Under intense operating conditions
- In various types of applications & environments

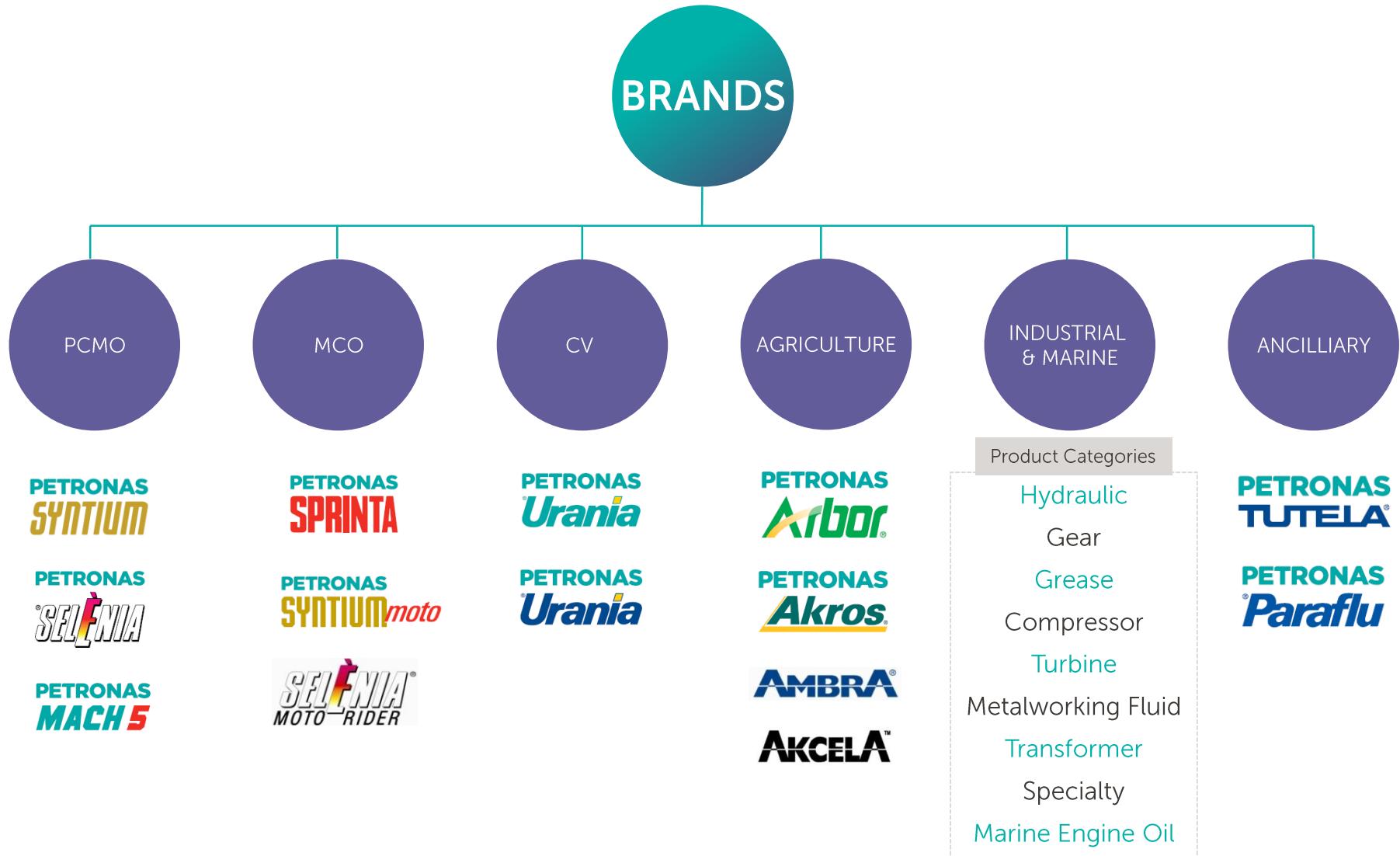
## To enable:

- Improved fuel economy
- Lower emissions
- Extended oil drain intervals
- Reduced downtime
- Lower maintenance cost

## Industrial & Marine



# PLI Products



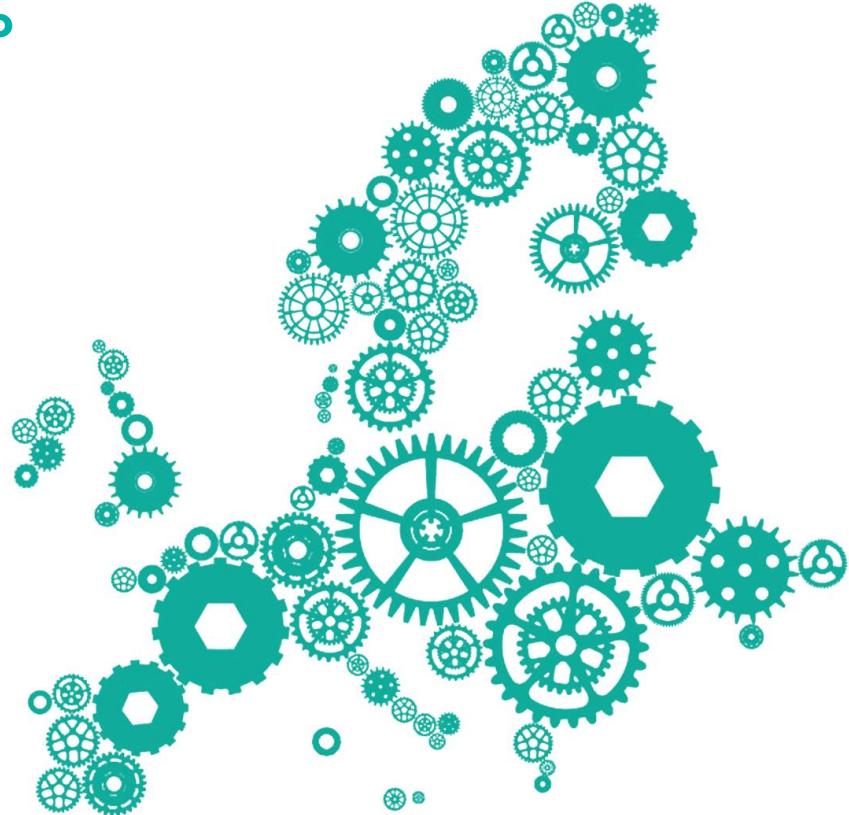
**PETRONAS Lubricants International**  
**EUROPE**



# PLI Europe

## Overview

- The Europe region is led by **Mr. Alessandro Orsini**
- Europe's Regional Headquarters is located in Villastellone – Turin (Italy)
- Total employees: **970**
- Sales volume FY2014 of **205 million litres** with a revenue of **USD664 million**



# PLI Europe

## Blending & Filling Facilities

### PLANTS IN EUROPE

- A total of 4 Production Plants with total production capacity of 200,000mt/Year :
  - Naples, Italy – 40,000mt
  - Turin, Italy – 100,000mt
  - Hemiksem, Belgium – 40,000mt
  - Barcelona, Spain – 20,000mt



New R&D Centre in Italy



\*Artist impression



\*Artist impression

# Technology Centre of Excellence



## RESEARCH & DEVELOPMENT

Creating and Maintaining our Technological Edge

Our state-of-the-art Technology Centre of Excellence in Turin, Italy, is the heart of our R&D initiatives around the world

- ◆ **Multiple test cells** – for testing lubricants in various engines & under different conditions
- ◆ **AVL PUMA Automation and Eddy Current Brakes (from 20 up to 600 HP)** – to accommodate different engines ranging from motorbikes to big trucks
- ◆ **Schenck Chassis Dynamometer** – for fuel economy & emission tests using whole vehicles
- ◆ **Equipped with state of the art Horiba emission analyser**
- ◆ **AVL Fuel conditioning & metering system** - for high precision fuel consumption measurement required for the development of advanced lubricants

# Formula One Technical Partnership

- PETRONAS is the Title Sponsor & Technical Partner to the MERCEDES AMG PETRONAS F1 team.
- PLI provides the technical expertise in designing, developing & delivering Fluid Technology Solutions that power the Silver Arrows (fuel, lubricants & transmission oil).
- Our technical engineers also support the team at the tracks during races; testing & ensuring consistency of high-performance Fluid Technology Solutions.
- From this technical partnership, we can be sure that our products withstand the ultimate testing ground, & develop them into quality products for our everyday customers.



DTM Series



F1 World Championship



Mobile Trackside Laboratory



The background of the image features a complex arrangement of interlocking gears in various sizes and shades of teal and blue, creating a sense of motion and mechanical precision. In the lower-left foreground, there is a large, semi-transparent geometric shape composed of white lines and triangles. This shape is filled with a gradient of colors, including light blue, teal, and white, and it has a translucent, crystalline appearance.

Thank you