



Domestic Marine Sector Offering

Mobil Industrial Profile

Mobil[™]



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Objectives



To assist our Marine customers with their lubrication needs.



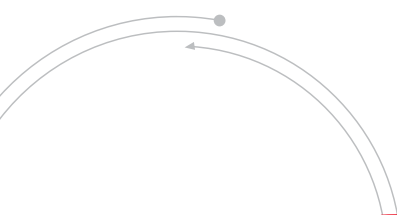
Provide best lubrication solutions to customers and improve their revenues by leveraging the Mobil brand value.



Enhance customer experience by providing a wide range of Mobil products suitable for all equipment applicable in the Marine industry.



To create awareness of Mobil brand benefits.



Milestones of successful partnership



Business growth through successful partnership

- Establish strong partnership through progressive business growth.
- Supply of efficient and safe working equipment.

Lubrication solutions partner rather than just a supplier

- Product recommendation by application.
- Onsite assistance changeover.
- Routine Used Oil Analysis for condition monitoring of equipment.
- Onboard customer training and technical assistance.

100% order fulfillment rate

- Mobil products manufactured in UAE.
- Supply lead time: Maximum 2 working days.
- Zero rejections/sales returns.
- Zero product quality issues.



A brand that needs no introduction.

For over 100 years, Mobil has established an unsurpassed reputation as a supplier of leading-edge industrial lubricants with in-depth industry expertise, programs and tools to help bring customers to new heights of equipment productivity.

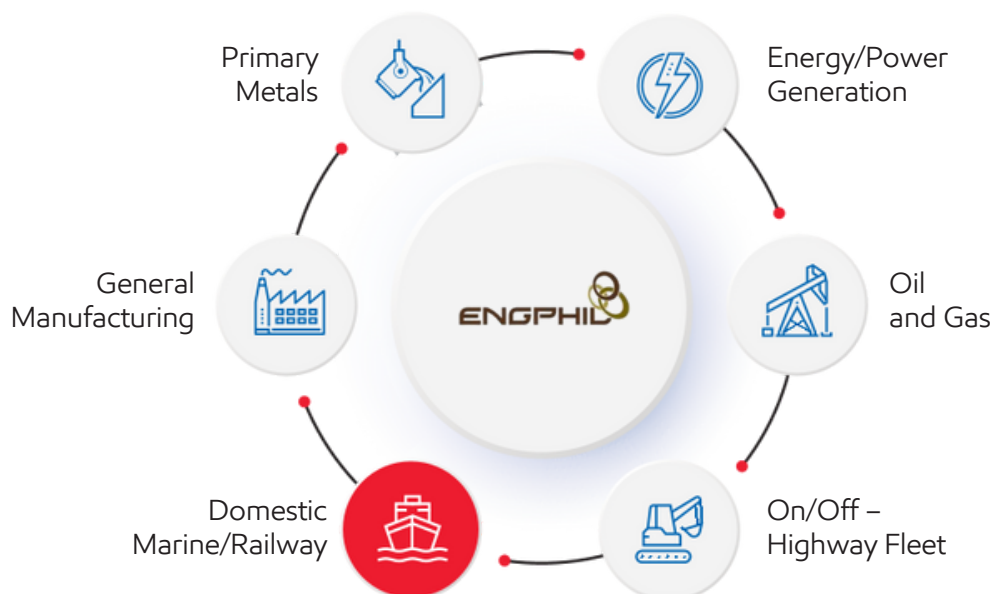
Best-in-class
lubrication
doesn't just
happen





Mobil™ industrial lubricants

- Mineral & synthetic.
- Approved by leading equipment builders.
- Field engineers to gain deep insights into equipment trends and lubrication requirements.
- Exceptional and balanced performance required for today's industrial equipment.





Mobil™ Gard

A comprehensive range of marine engine oils.

- More than 60 years of innovation and proven performance.
- Helps ship operators to extend engine and component life.
- Optimize oil consumption.
- Increase oil drain intervals.
- Reduce maintenance costs and downtime.



Mobil™ Delvac

Heavy-duty engine oils for today's modern engines.

Chosen by many of the world's leading heavy-duty original equipment manufacturers (OEMs), Mobil Delvac oils help protect your engine to keep you going strong on the road.



Mobil DTE 10 Excel™ Series

High performance anti-wear hydraulic oils specifically designed to meet the needs of modern, high pressure, industrial and mobile equipment hydraulic systems.



[Learn more](#)



Mobil™ Grease

Whether conventional or synthetic, Mobil Grease™ offers:

- Long regreasing intervals.
- Enhanced equipment life.
- Exceptional protection even in extreme conditions.



[Learn more](#)

Mobil Gard™

Leading brand for all marine engine oil applications

MobilGard is a comprehensive range of marine engine oils. With more than 60 years of innovation and proven performance, Mobil Gard engine oil helps ship operators:

- Extend engine and component life.
- Optimize oil consumption.
- Increase oil drain intervals.
- Reduce maintenance costs and downtime.



Scan to know more



Mobilgard™ 540 cylinder oil provides optimal protection for two-stroke marine diesel engines operating on 0.50% sulphur fuels that comply with the International Maritime Organization's (IMO) 2020 emission regulations, including ExxonMobil's EMF.5™ range.



Learn more

Mobilgard™ M30 Series diesel engine oils are recommended for use in medium-speed engines in deep-sea, coastal and river vessels operating on heavy fuel oil (HFO).



Learn more

Mobilgard™ M40 Series extra-high-performance, premium 40 TBN engine oils (Mobilgard™ M340 and Mobilgard™ M440) are designed for use in the most severe, residual-fueled, medium-speed diesel applications found in marine and stationary power industries.



Learn more

Mobil SHC™ Aware™ ST Series meet Vessel General Permit (VGP) requirements for environmentally acceptable lubricants* and is engineered to deliver optimal performance in marine stern tube systems, fin stabilizers and controllable pitch propeller (CPP) systems.



Learn more

Mobilgard™ 300 C is a next-generation system oil specially engineered to help improve cleanliness in two-stroke crosshead diesel engines. Its balanced formulation combats deposits and sludge buildup, especially in the most susceptible engine components – such as the piston undercrown and crankcase.



Learn more

Mobilgard™ 12 Series high-performance diesel oils are designed for use in marine trunk piston engines operating on low sulphur distillate fuels.



Learn more

Mobil Delvac™

100 years legacy as a
built strong diesel engine
oil

Heavy-duty engine oils for
today's modern engines.
Chosen by many of the
world's leading heavy-duty
original equipment
manufacturers (OEMs),
Mobil Delvac™ oils help
protect your engine to
keep you going strong
on the road.



Scan to
know more

Mobil Delvac Ultra 5W-40 Ultimate Defense is a fully synthetic high-performance heavy-duty diesel engine oil that helps towards long engine life while providing long drain capability for modern diesel engines operating in severe applications.

Mobil Delvac Modern 10W-40 Advanced Protection is a synthetic extra high-performance diesel engine oil engineered to provide lubrication to modern, high-performance, low emissions engines used in severe applications.

Mobil Delvac Modern 15W-40 Super Defense is an extra high-performance diesel engine oil that provides excellent lubrication of today's diesel engines promoting long engine life. This extra high-performance has been proven in the field in a wide variety of industries, applications, and mixed fleets.

Mobil Delvac Modern 20W-50 Super Defense is an extra high-performance diesel engine oil that provides excellent lubrication of today's diesel engines promoting extended engine life.



BUILT STRONG

The trusted defender for your engine's
longevity and efficiency!





Mobil DTE 10 Excel Series: Premium hydraulic oil for energy

Mobil DTE 10 Excel™ Series lubricants are formulated to meet the demands of today's high-pressure industrial and mobile equipment hydraulic systems. These hydraulic fluids help keep hydraulic systems cleaner, longer compared to conventional hydraulic fluids. They're proven to boost hydraulic efficiency by up to 6 percent, which can decrease power consumption and increase system responsiveness. They can also help reduce machine maintenance and operating costs.



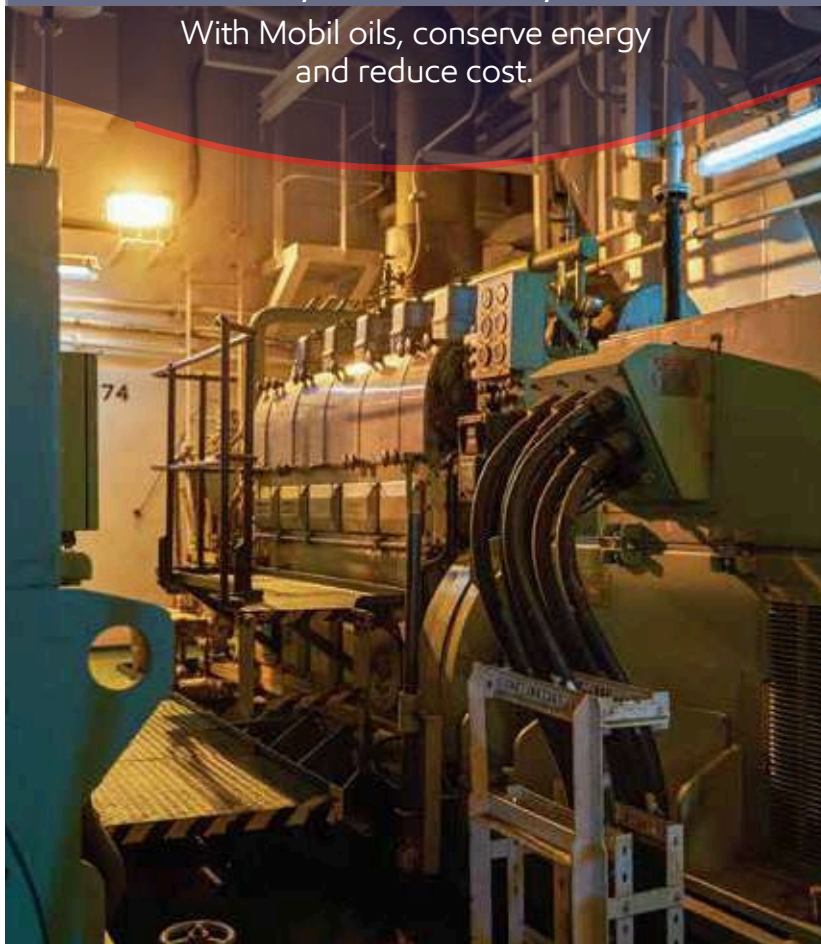
Scan to
know more



- Help minimize maintenance costs and downtime by keeping systems clean up to 3 times longer than competitive oils tested.
- Can help reduce power consumption and enhance equipment production through exceptional hydraulic efficiency.
- Reliable starting and pump protection at a wide temperature range.
- Mobil DTE 10 Excel Series lubricants provided hydraulic pump efficiency benefits up to 6 percent when compared with a typical reference hydraulic fluid in controlled bench testing.

Choose, Conserve, Save.

With Mobil oils, conserve energy
and reduce cost.



Mobil Grease™

Enhanced protection for
productivity that sticks

Mobil™ greases offer long regreasing intervals, enhanced equipment life, and exceptional protection even in extreme conditions*. Boost your productivity with our conventional and synthetic greases, available in a broad range of NLGI grades and fluid viscosities for a variety of applications.



Scan to
know more



Mobilith SHC™ Series multipurpose greases are high-performance synthetic lubricants developed to protect equipment in severe applications operating at extreme temperatures. Their excellent adhesion, structural stability and resistance to water make them suitable for use in a wide variety of machinery and components.



Learn more

Mobil Polyrex EM series Mobil Polyrex™ EM electric motor bearing grease has earned an exceptional reputation for outstanding performance. Mobil Polyrex™ EM grease is designed for electric motor bearings



Learn more

Mobilgrease XHP™ 220 greases are extended service lithium complex greases intended for a wide variety of applications and severe operating conditions. Mobilgrease XHP 220 greases are designed for a wide range of applications including the industrial, automotive, construction and marine sectors.



Learn more

Mobilgrease XHP™ Mine products are specifically designed for the lubrication of extra heavy-duty off-highway and mining equipment.



Learn more

Mobilux™ EP 0, 1, 2, 3, 004 and 023 products are a high-performance family of four general-purpose industrial greases and two special-duty semi-fluid greases.



Learn more

Proof of performance (Sample)

Proof of performance

Mobil Grease

Performance by ExxonMobil

Mobilgrease XHP 222 helps Egyptian construction company increase bearing life*



Energy lives here™

Construction equipment | Construction company | Egypt

Situation

An Egyptian construction company lubricates the bearings of its equipment with a high performance, general-purpose grease. Looking to extend the life of its bearings, the company approached ExxonMobil engineers for an alternative grease solution.

Recommendation

ExxonMobil engineers recommended the company switch to Mobilgrease XHPTM 222 premium grease. Formulated with proprietary lithium complex thickener technology and a high performance additive system, Mobilgrease XHP 222 is designed to provide outstanding equipment protection while extending re-greasing intervals.

Benefit

The company reports that Mobilgrease XHP 222 premium grease has helped extend regreasing intervals and enhance bearing life to deliver an estimated total savings of US \$82,000 over two years.

Impact

After switching to Mobilgrease XHP 222 premium grease, the company has doubled the regreasing intervals of its bearings while also extending bearing life. In addition, Mobilgrease XHP 222 has helped provide increased oxidation, corrosion and thermal resistance, as well as excellent EP and anti-wear performance.

Customer-estimated total cost savings of

US \$82K

Industrial
Lubricants



Advancing productivity

Helping you reach your Safety, Environmental Care** and Productivity goals through our innovative lubricants and services is our highest priority. That's Advancing Productivity. And that's how we help you achieve your broader vision of success.

*This Proof of Performance is based on the experience of a single customer. Actual results can vary depending upon the type of equipment used and its maintenance, operating conditions and environment, and any prior lubricant used.

**Visit mobilindustrial.com to learn how certain Mobil-branded lubricants may provide benefits to help reduce environmental impact. Actual benefits will depend upon product selected, operating conditions and applications.

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mobilindustrial.com

Proof of performance (Sample)

Proof of performance



Converting grease lubricated gear spindles to Mobil SHC 639 synthetic oil lubrication improves equipment life span by 250%*



Energy lives here™

SMS Siemag gear spindles | Hot rolling steel mill | Germany

Situation

A hot rolling mill uses gear spindles that transmit high torque between its gearboxes and rolls. Traditionally gear spindles are grease lubricated. Under severe operation conditions grease has a tendency to bleed more oil and remove grease from contact zone. Insufficient lubrication increases tooth wear and keeps wear particles and contamination in the contact zone. Service life of the grease lubricated spindles had been about 9 months.

Recommendation

ExxonMobil engineer worked closely with the equipment builder, SMS Siemag, to convert the gear spindles to oil lubrication. Mobil SHCTM 639 synthetic circulating oil, with its high 1,000 cSt viscosity, was selected due to its ability to withstand the high shock loads experienced even in normal operating conditions.

Benefit

By converting grease lubrication of the spindles to oil lubrication with Mobil SHC 639, the life span of the spindles increased by 250%. Customer has not experienced any failures in 32 months and continues running mill safely without unplanned spindle maintenance.

Up to
€1,000,000
in estimated annual savings for
spindle maintenance

Industrial Lubricants



**Advancing
Productivity™**

Safety

Reduction of maintenance and spindle changes has helped reduce employee interaction with equipment and diminish associated injury risks.

Environmental Care

Conversion to oil lubrication has helped decrease oily waste generated for disposal. Reduced overhaul of gear spindles has decreased failed equipment for disposal**.

Productivity

Decrease in gear spindle failures and reduction of gear spindle maintenance has generated annual savings of approximately €1,000,000.

* This proof of performance is based on the experience of a single customer. Actual results can vary depending upon the type of equipment used and its maintenance, operating conditions and environment, and any prior lubricant used.

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POP 2014-608

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Proof of performance (Sample)

Proof of performance

Mobil

Performance by ExxonMobil

Mobil DTE 10 Excel 46 helps the customer reduce energy consumption of up to 3%*



Energy lives here™

Injection moulding machines KM350/3000CX, KM350/2700C2 | Häfner & Krullmann GmbH | Leopoldshöhe, Germany

Situation

In an injection moulding machine, different plastic materials are produced through inlet of plastic pellets. A hydraulic unit is responsible for moving the plungers of the cylinder and for activating the hydro motor. The leak oil stream should be constant during operation and a free movement of the plungers is necessary for a fast and homogeneous action. Large leak oil streams and stick slip can have a negative impact on the energy efficiency. The company approached ExxonMobil to help determine an alternative lubrication solution capable of reducing energy consumption while simultaneously providing outstanding equipment protection.

Recommendation

Based on customer feedback ExxonMobil engineers proposed an energy efficiency study with the current hydraulic oil and Mobil DTE 10 Excel™ 46 hydraulic oil. Formulated with selected base oils and a proprietary additive system, Mobil DTE 10 Excel 46 is scientifically engineered to help provide exceptional

hydraulic system efficiency†, including potential energy efficiency benefits.

Impact

Häfner & Krullmann's maintenance personnel reported the energy study results showed the injection molding machines experienced up to 3% reduction of energy consumed when using Mobil DTE 10 Excel 46 hydraulic oil, while operating at full capacity. In addition, the customer experienced reduction of filter usage due to excellent filterability and low differential pressure at the beginning.

Benefit

Mobil DTE 10 Excel 46 hydraulic oil helped Häfner & Krullmann improve the energy efficiency of its plastic injection molding machines by up to 3%, and improve production.

Up to
3% of reduction in energy
consumption

Industrial Lubricants



**Advancing
Productivity™**

Safety

Reduction in planned maintenance and filter changes have helped reduce employee interaction with equipment and diminish associated injury risks.

Environmental Care**

Reduction in oil consumption and filter changes have helped decrease waste generated for disposal.

Productivity

Customer experienced improved productivity due to improved energy efficiency, reduction of maintenance and filter change intervals.

† The energy efficiency of Mobil DTE 10 Excel relates solely to the fluid performance when compared to conventional Mobil-branded hydraulic fluids. The technology used allows up to 6% increase in hydraulic pump efficiency compared to Mobil DTE 20 series when tested in standard hydraulic applications under controlled conditions. The energy efficiency claim for this product is based on test results on the use of the fluid conducted in accordance with all applicable industry standards and protocols.

* This proof of performance is based on the experience of a single customer. Actual results can vary depending upon the type of equipment used and its maintenance, operating conditions and environment, and any prior lubricant used.

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Used Oil Analysis

Improve your Condition-Based Monitoring process by offering our enhanced Used-Oil Analysis on a periodic basis. <<



Reliable Supply

Ensured reliability of supply through a long-term forecast. >>

Equipment Support

Supply & installation of lubricant storage & dispensing equipment. <<



Trainings

Lubrication practices training and product seminars. >>



Technical Support

Improved supplier support to assess technical situation immediately. <<



E-Lube Charting

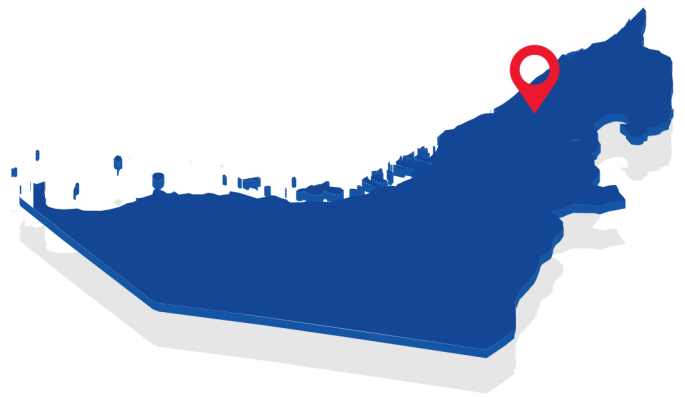
Consolidated lubricant types through developing lubrication charts in-line with OEM recommendations. >>





100% order fulfillment commitment

A comprehensive range of Mobil lubricants are manufactured and blended at, Middle East Lubricants Company (L.L.C.) also called MELUBCO, located in Jebel Ali, UAE. All products are manufactured and packed in strict conformity to ExxonMobil's proprietary formulations, quality control procedures, and prescribed guidelines. Certain specialty products such as high-performance turbine oils, greases and synthetic lubricants are imported from ExxonMobil plants around the world. MELUBCO is IATF 16949 certified which is a prerequisite for a company to supply its products to the Automotive industry, specifically for the First Fill.



ISO 14001: Environmental Management System
ISO 9001: 2015 Quality System
International Safety Rating System (ISRS Level 8)
OHSAS 18001 : Occupational Health & Safety Assessment Series





Mobil Lubricant Analysis

Oil analysis programs might seem to be all the same, but look more closely and you'll see clear differences. Mobil Lubricant Analysis delivers the full spectrum of analysis on your Mobil™ branded lubricants, which no other program can provide.

Our close ties with equipment builders and our extensive knowledge of international standards help make your data even more valuable for you. Through our patented processes, we continue to be a leader in oil analysis technology, providing you with reliable predictive information, as well as recommended action steps and even on-site support from our engineers. For consistency, reliability and value, choose Mobil Lubricant Analysis.



Field Engineering Services

With the support of Mobil (EMA Lubricants) we can assign a Field Engineer who develops a training program and deploys throughout the forthcoming year at the agreed levels. Support in other technical areas, including troubleshooting and investigating problems or oil related issues and advising on new model launches and specific oil requirements.



Authorized Reseller in United Arab Emirates



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