

A Balanced Formulation
Approach to
Optimising Productivity
and **Achieving**
Sustainability
Related **Benefits**

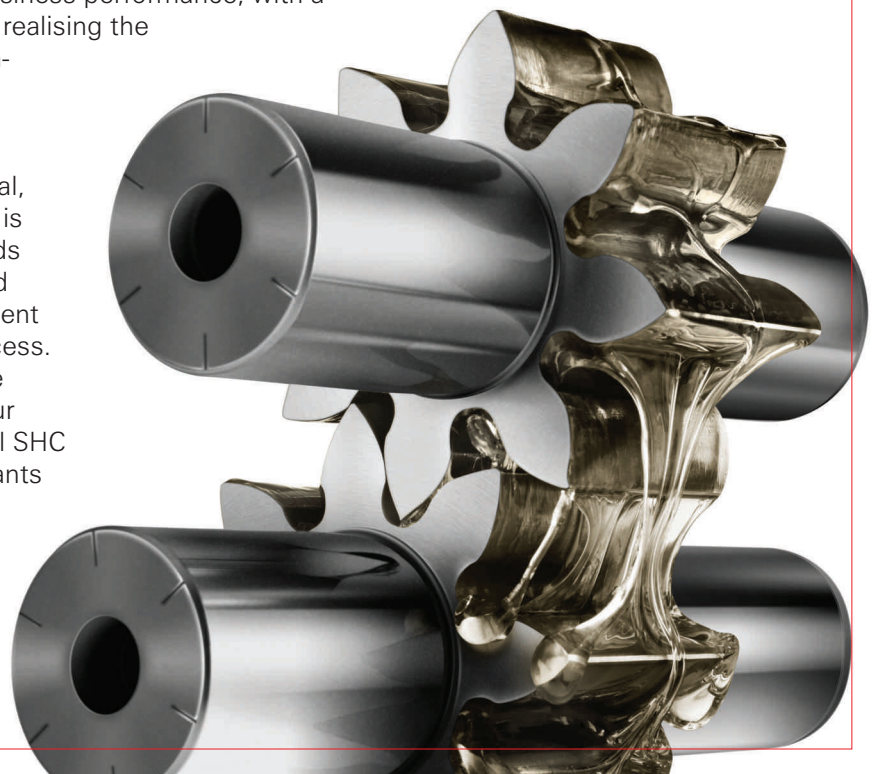
Shankar Karnik

Asia Pacific Mobil
SHC Brand Manager

ExxonMobil Lubricants Pvt. Ltd.

In the face of increasing global competition, industry operators are under significant pressure to maximise productivity and reduce costs whilst simultaneously reducing energy consumption and demonstrating to their partners and customers that they are committed to sustainable practices.

To help meet these challenges, companies are looking at new ways to improve their business performance, with a number of organisations realising the potential benefits of high-performance synthetic lubricants. A growing understanding of the limitations of conventional, mineral-based lubricants is resulting in a shift towards viewing maintenance and lubrication as an investment to ensure long-term success. As a result, operators are increasingly turning to our technology leading Mobil SHC branded synthetic lubricants to help maximise the performance and durability of their critical equipment.



As a company that helped pioneer synthetic lubricant technology, ExxonMobil devotes significant resources to product research and development. We use an advanced, scientifically engineered 'balanced formulation approach' that leverages the company's leading technology and application expertise. This comprehensive process enables us to develop lubricants that deliver exceptional performance across all critical areas for each application - such as oxidative stability, component wear protection, corrosion control, filterability, shear stability and extreme temperature performance.

We know that focusing on maximising performance in just one area can negatively impact on others, which is why our scientists select advanced technology base stocks and carefully design additive systems to complement the excellent lubrication properties of these base fluids. Tested in our full-scale, proprietary industrial equipment rig trials designed to stress the lubricant under conditions that are even more demanding than it is likely to experience in severe operating environments, our lubricants only become part of our Mobil SHC family upon successful completion. Throughout this process we collaborate with Original Equipment Manufacturers (OEMs) and our customers to optimise the performance of our lubricants so they are ready to meet the specific lubrication requirements of today's industrial machinery and the operational challenges of a manufacturing plant, steel mill, power station or mine site. As a result, Mobil SHC-branded synthetic lubricants are approved for use in more than 10,000 applications and have exclusive or preferential endorsements from leading OEMs for more than 2,200 applications.

Examples of our pioneering balanced lubricant formulations include Mobil SHC Pegasus and Mobil SHC Gear. The natural gas engine oil, Mobil SHC Pegasus, uses breakthrough technologies to optimise equipment productivity and protection. Extensive independent university laboratory and



field tests have demonstrated that the product helps reduce fuel consumption by up to 1.5 percent* and has the potential to increase oil drain intervals to more than 16,000 hours – four to eight times that of standard natural gas engine oils.

ExxonMobil's new line of high-performance, fully-synthetic industrial gear oils, Mobil SHC Gear Series, have been designed to help increase productivity and reduce costs by lowering energy consumption and extending oil drain intervals. The Mobil SHC Gear Series can help extend oil life by up to six times thanks to its high oxidation resistance, as well as delivering energy savings of up to 3.6 percent**.

Based on these exceptional results, these new oils have earned ExxonMobil Fuels, Lubricants and Specialties Marketing Company's official designation for "Energy Efficient" industrial lubricants. They will now feature ExxonMobil Fuels, Lubricants and Specialties Marketing Company's proprietary "Energy Efficiency" logo on product packaging.

This Energy Efficiency logo is a visible statement that users can easily recognise and be confident that they are purchasing and using potentially energy-saving industrial lubricant technology.

For more information
about how Mobil SHC synthetic lubricants
can help your business
please visit mobilindustrial.com.