



We at ExxonMobil aim to **develop breakthrough technologies** that can benefit business and have **a positive impact on society**

Brief outline of your product range and their applications

ExxonMobil™ offers a comprehensive line of lubricants and greases that are expertly formulated to deliver exceptional performance and equipment protection for their intended applications. Backed by more than 100 years of industry expertise, the team behind Mobil™ Industrial Lubricants continues to set new benchmarks in lubrication excellence to help its customers:

- Extend lubricant life
- Extend equipment life
- Minimize maintenance costs
- Boost productivity



Mr. Shankar Karnik,
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**ExxonMobil's Hydraulic oils range include:**

Mobil DTE 10 Excel™ series: provides "ultraclean" performance which helps in keeping systems clean up to 3 times longer than competitive hydraulic fluids. In Mobil's proprietary laboratory test, the Mobil DTE 10 Excel series has shown improved thermal stability. Better oxidative and thermal stability means the oil holds up better to higher temperatures which lead to longer oil life and reduces sludge type deposits or varnishes.

Mobil DTE™ 20 Series: hydraulic oils provide outstanding oxidation resistance, resulting in the extension of oil and filter change intervals. Mobil DTE 20 Series anti-wear hydraulic oils were developed with major equipment builders to meet the demanding requirements of high-pressure and high-output hydraulic systems as well as other components such as close clearance servo-valves and the high accuracy numerically controlled (NC) machine tools. Mobil DTE 20 Series oils are formulated to improve total hydraulic system performance, provide for long oil and equipment life, help cut down maintenance costs and help reduce system deposits and wear.

What are the specific advantages of using your products

Mobil DTE™ premium hydraulic oils are designed to help minimize maintenance downtime to achieve cost efficiency and boost productivity. Through proven, keep-clean performance, Mobil DTE premium oils have earned more than 1,000 equipment builder approvals. Operators worldwide rely on Mobil DTE 10 Excel and Mobil DTE 20 series oils every day to help provide:

- Long oil life even in high-pressure and high-output systems
- Outstanding wear and corrosion protection
- Enhanced equipment life and system reliability
- Servo-valve cleanliness, through varnish and deposit control

Mobil DTE 10 Excel series oils also offer energy-efficiency benefits and improved performance in a wide range of temperatures.

For engineering innovations – outline your company's focus on R & D

As a company, we place an enormous emphasis on ongoing investment in research and development (R&D), working side-by-side with the world's leading original equipment manufacturers (OEMs) to develop the most effective products and maintenance solutions. This process begins in our Research & Engineering facilities and is conducted hand-in-hand with leading equipment builders, as well as the users and maintainers of such equipment. Our application-specific expertise and close working relationships with the world's leading OEMs enable us to provide our customers with products that have global consistency. We will continue to expand our footprint commensurate with growth that this market offers which we are very excited about. We will also continue to grow and invest in programs to ensure that we have the right kind of support structure, technology and application expertise to deliver advancing productivity, reliability and sustainability benefits to our customers.

We at ExxonMobil aim to develop breakthrough technologies that can benefit business and have a positive impact on society. We strongly believe that human ingenuity and innovation are critical to supplying the fuels and products that consumers need in a manner that is safe for our employees, communities and the environment. ExxonMobil is founded on a culture of science and technology, we employ more than 2,200 Ph.D. scientists and 5,000 employees at our research and technology divisions around the world. Each year, we invest around \$1 billion on corporate research and development efforts. Our goal is to develop breakthrough technologies that can benefit our business and have a positive impact on society and the environment. Our scientists and engineers are presently working to develop technologies designed to produce energy in an increasingly safe, economical and environmentally responsible manner.



Quality Assurance Measures

ExxonMobil's primary focus has been providing longer oil life. Mobil has been innovating to create lubrication solutions which can deliver long lubricant life. By ensuring that the equipment performs better over the long haul, synthetic lubricants can also enhance the safety of the operation. This includes extending service intervals and minimized employee-equipment interaction which mitigates the potential risk of employee injury.

Key drivers of your industry

According to a report by Grand View Research, the global lubricants market was 36.36 million tons in 2014 and is projected to grow to 43.87 million tons by 2022, at an estimated CAGR of 2.4%. The major factors that are expected to drive the growth of the industry are:

High demand from automotive: Increasing demand for lightweight passenger cars and heavy-duty commercial vehicles has fostered global automotive production, which in turn is conducive to the development of lubricants for multiple application in this field.

Industrialization: Rapid industrialization in countries like India, China, Brazil, and Mexico has encouraged applications in industrial machinery maintenance, thus driving the lubrication sector

Burgeoning Construction sector: Lubricants are extensively utilized in construction and in infrastructure sectors for hydraulic oil, bearings, engine oil and wire rope applications. In addition to all this, the demand and acceptance of bio-based counterparts to reduce harmful environmental effects are projected to boost global lubricants industry demand.

Key strategic moves that have engineered the success of the company

ExxonMobil constantly strives to bring about

innovative approaches to bring value to their clients..

Two of such approaches that have helped them engineer success and value are:

-ExxonMobil introduced Mobil Serv SM Lubricant Analysis (MSLA), a mobile-enabled used oil analysis platform in Asia Pacific in July 2016. This service is designed to enhance efficiency and simplify the oil health analysis process by replacing a paperwork-heavy approach with a simple, intuitive mobile-enabled service platform that reduces the number of steps involved in the used oil analysis process. The MSLA solution helped manufacturers to move towards Industry 4.0 and digitization. It helps improve equipment reliability, reduce maintenance costs and enhance equipment life. MSLA simplified the lubrication monitoring process while producing reliable results that helped guide maintenance professionals to the best decisions for their operations.

-ExxonMobil partnered as the official lubricant partner for Micromatic Machine Tools, India's largest machine tool conglomerate. The collaboration saw Mobil Industrial Lubricants support Micromatic Machines Tools with their advanced range of industrial lubricant products and services, backed by the leadership and expertise from the company's Equipment Builder (EB) Group. This helped ExxonMobil build technology and innovation centered solutions to address their lubrication needs. It also helped them understand the issues faced by Indian equipment manufacturers and provide them with customized solutions that will help them achieve a winning advantage.