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Presents

 **LUKOIL**

L U B R I C A N T S

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GENERAL INFORMATION ABOUT LUKOIL LUBRICANTS



THE LARGEST RUSSIAN ORIGIN OIL VERTICALLY INTEGRATED COMPANY

EXPLORATION AND PRODUCTION

- Exploration and production in **14** countries worldwide
- **1%** of the world's proven hydrocarbon reserves
- **2%** of the world's oil production

REFINERIES IN RUSSIA AND EUROPE

OVER **5 THOUSAND**
FILLING STATIONS
IN **19 COUNTRIES**

OVER **100 THOUSAND** EMPLOYEES

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WHO IS LLK-INTERNATIONAL?



LUBRICANTS BUSINESS

100%
subsidiary of
LUKOIL Group

BITUMEN BUSINESS



>800
thousand
tons

Annual lubricants
production volume

~800

Products

~100
countries

Sales



Own R&D center

> 2900 employees



Collaboration with
industry authorities

>1.0
thousand
tons

Annual bitumen
production capacity

> 50

Products



Own R&D center



HISTORY OF DEVELOPMENT



• **LLK-International** was established on the basis of the Department of lubricants production and sales of LUKOIL.

2005

• **AddiTech**, a joint venture for additives production, set up.
• The Company acquired lubricants **plant in Tyumen**.
• Romania-based **LUKOIL Lubricants East Europe** created for lubricants production and sales in Eastern Europe.
• **LUKOIL Lubricants O.Y.** launched in Finland on the basis of Teboil plant.

• The Company enters global marine lubricants market by creating **LUKOIL Marine Lubricants**.
• The Company acquires blending plant in Turkey and launches **LUKOIL Lubricants Middle East**.

2006-
2007

2008-
2010

• **LUKOIL Lubricants Central Asia** set up in Kazakhstan.
• **LUKOIL Lubricants Austria** established. The Company acquires lubricants plant in Austria.
• **INTESMO**, a joint venture plant for greases production, put into operation.

2011-
2012

• LUKOIL products receive approvals from leading global OEMs.
• **100-millionth can** of LUKOIL engine oil produced.
• **LUKOIL GENESIS**, a new brand in engine oils market, launched in Europe.
• The Company starts cooperation with global OEMs. The Company commences deliveries of first fill oils to foreign car assembly plants.

2013-
2015

• **LUKOIL Lubricants Africa** was registered in Morocco.
• **Kazakhstan-based plant** put into operation.
• **R&D center of bituminous materials** opened.
• The Company starts **digital-transformation** strategy implementation.

2016-
2017

• **LUKOIL Lubricants China** and **LUKOIL Lubricants Mexico** were launched.
• LLK-International takes up responsibility for **LUKOIL bituminous business**.
• **OEM Cooperation Development Strategy** on joint product development and supplies was approved.

2018-
2019

• The Company acquires **Ural Bitumen Terminal**.
• **LUKOIL lubricants research center** launched in Torzhok.
• Construction of the **production of greases and metalworking fluids** started in Volgograd.

2020-
2022

• The Company implements modernization program of Russian lubricants production sites.
• **Polymer-bitumen binders production unit** launched at **Nizhny Novgorod** refinery.
• The Company acquires **lubricants plant in Torzhok**.

2023-
2024



LUKOIL lubricants
are available in **~100** countries

9
own
production sites

2
joint ventures

25
contracted
plants



Own production sites



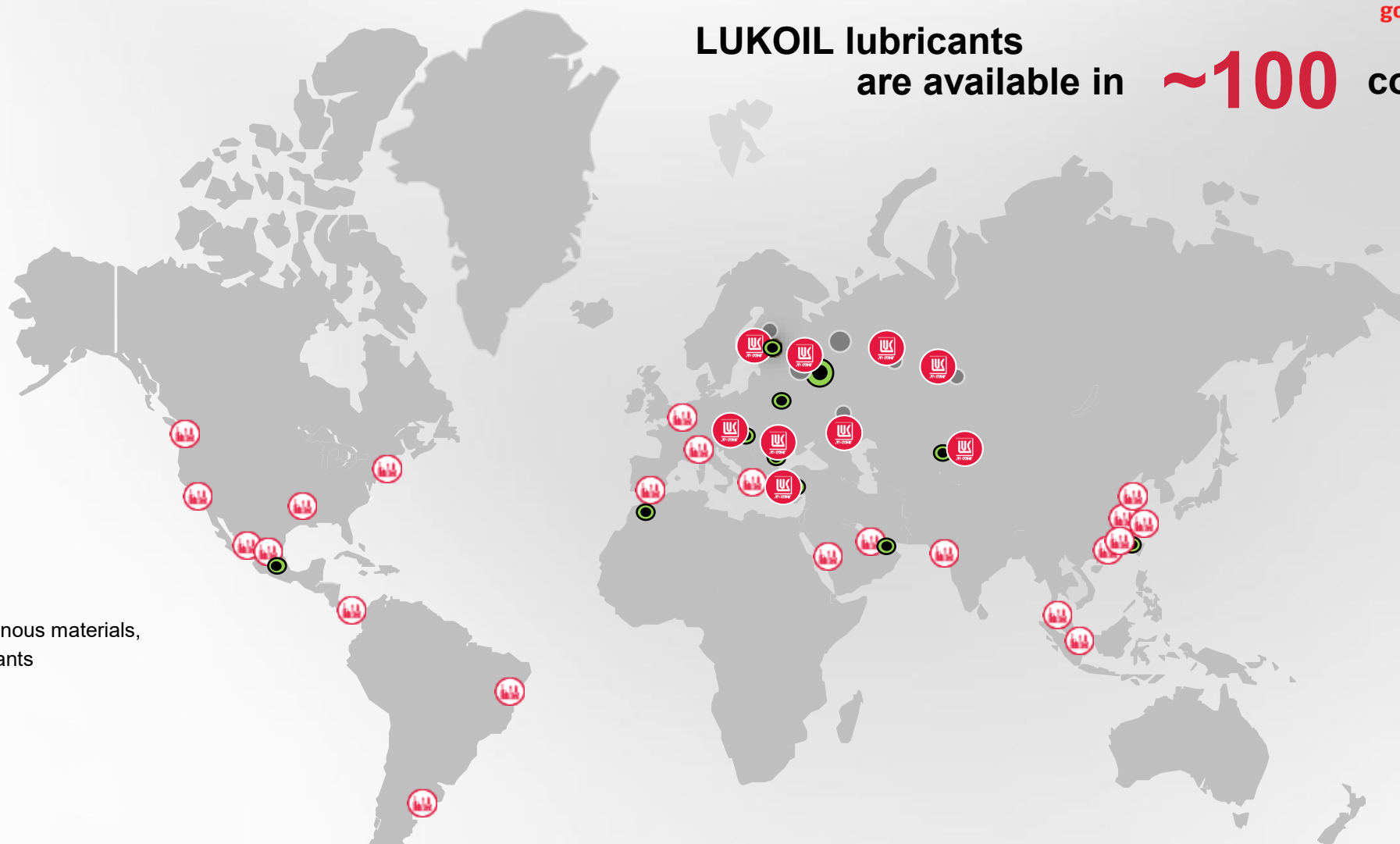
R&D center for bituminous materials,
R&D center for lubricants



Offices



Contracted plants



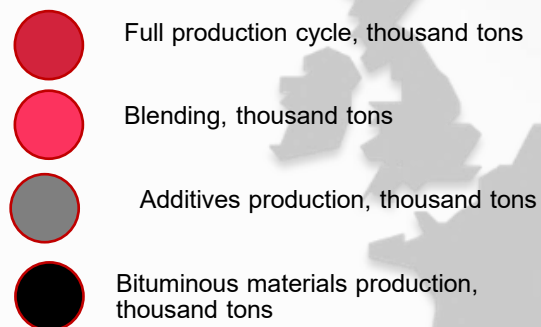
PRODUCTION CAPACITY



All LUKOIL lubricants production plants and the whole management system is **ISO 9001** certified.

ISO 14001:2015 and **ISO 45001:2018** certificates confirm correspondence to the strict requirements of Environmental and Health and Safety international standards.

All foreign LUKOIL lubricants production sites are certified for **IATF 16949:2016**. Russian plants are certified for its analogue **GOST R 58139-2018**.



HIGH QUALITY COMPONENTS

- Own production of Group II+ and III+ base oils.
- Own production of additive packages.

PRODUCT DEVELOPMENT AND TESTING

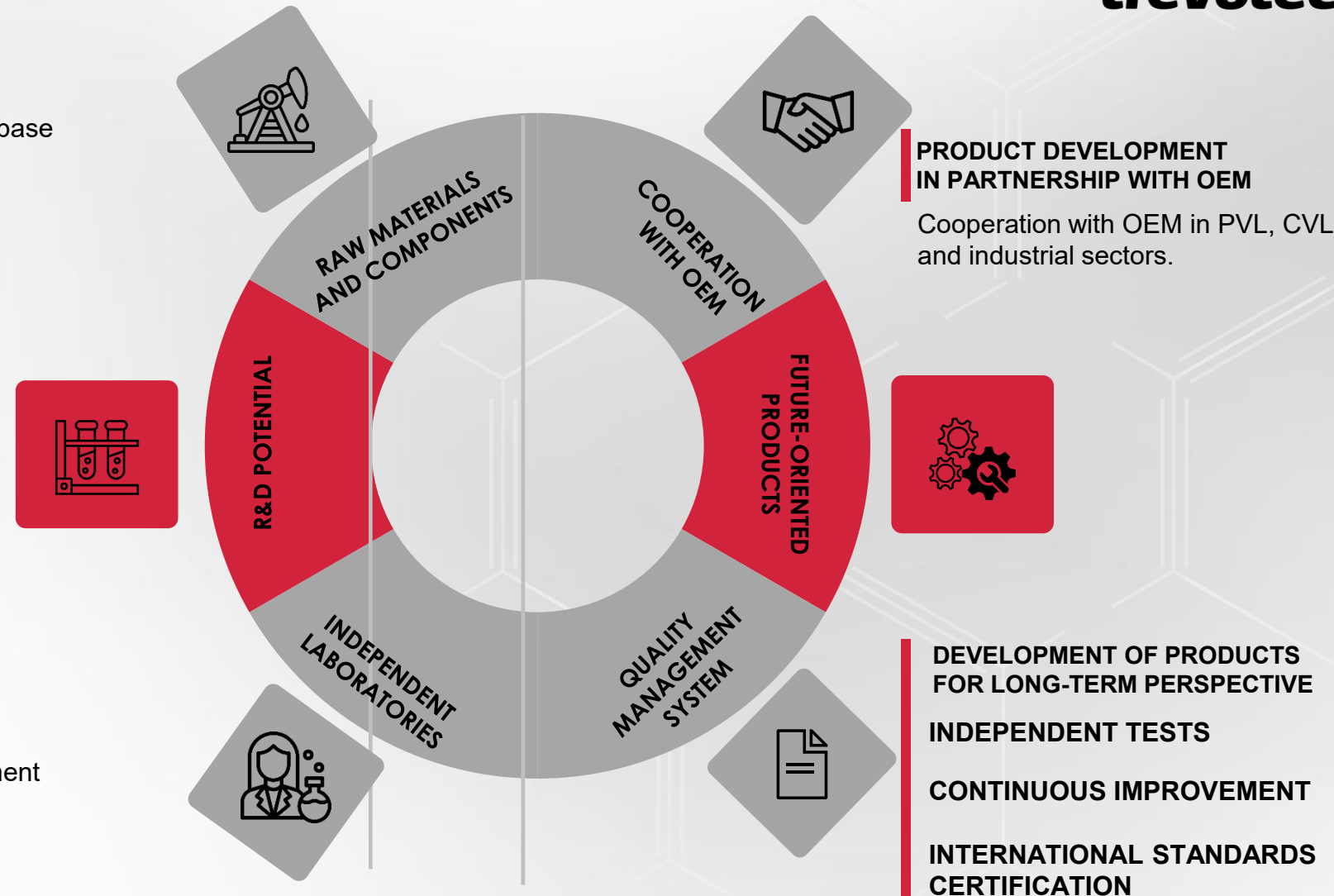
R&D center in Torzhok

>18 bench-testing units in lubricants research center

>300 proven test methods (ASTM, DIN, ISO, CEC, etc.)

>160 items of high-tech laboratory equipment

>27 thousand of tests conducted annually at product development



ABOUT 800 **LUKOIL** PRODUCTS



>120
Engine oils
for passenger cars



>90
Engine oils
for commercial vehicles



>60
Technical
fluids



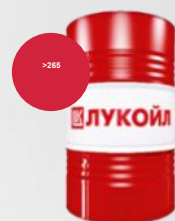
>80
Transmission
oils



>25
Small engine oils



>160
Special products
Greases, metalworking fluids



>265
Industrial oils

For all industries



Machinery



Oil refining and
petrochemicals



Power



Mining



Construction and
agricultural equipment



Metal

OVER 180 **TEBOIL** PRODUCTS



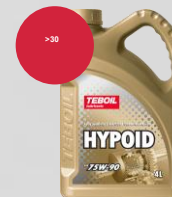
>30
Engine oils
for passenger cars



>20
Engine oils
for commercial vehicles



>5
Small engine oils



>30
Transmission
oils



>80
Industrial oils



>10
Greases

OEMs COOPERATION

LUKOIL FOCUSES ON LONG-TERM RELATIONS WITH OEMs – FROM LOCAL SUPPLIES TO GLOBAL COOPERATION AND TECHNICAL PARTNERSHIP

FIRST AND SERVICE FILL

- More than **100 continuing contracts** with Russian and international OEMs.
- Supplies to OEMs in **21 countries**.

ORIGINAL OILS

A wide experience in manufacturing and supplies of OEM-branded lubricants.

JOINT PRODUCT DEVELOPMENT

Jointly with OEMs, the Company is developing modern products, with the majority of them representing highly efficient fuel economy engine oils.

Approvals from leading OEMs

AUTOMOTIVE MANUFACTURERS



INDUSTRIAL OEMs



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SUCCESSFUL COOPERATION WITH RUSSIA'S LARGEST CAR DEALERS IN THE SPHERE OF LUBRICANTS SUPPLY FOR SERVICE MAINTENANCE

RELIABLE SUPPLIER

- More than **300 continuing contracts** with Russian automobile holdings.
- Wide range of products for all industries.

LOGISTIC ADVANTAGES

More than **20 logistic centers** for providing high level of customer service.

MARKETING SUPPORT

- Individual approach to each customer.
- Personal manager.
- B2B/B2C marketing programs.
- Warranty and liability insurance.

OVER 10 YEARS OF SUCCESSFUL COOPERATION WITH CAR DEALERS IN RUSSIA

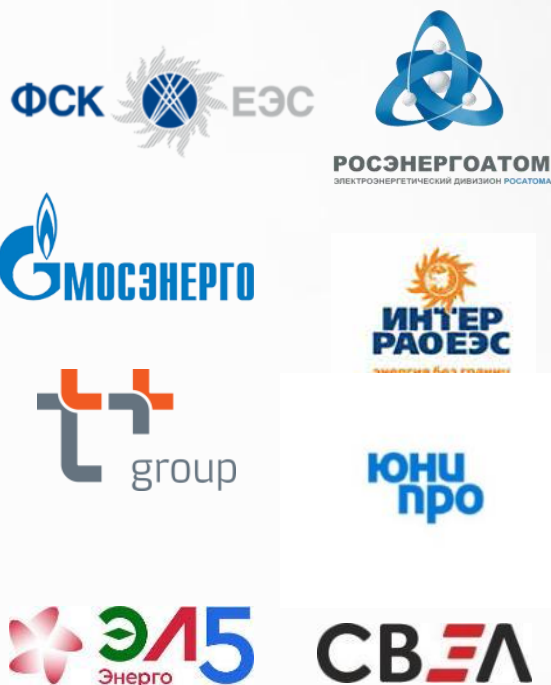
AUTOMOBILE HOLDINGS



CLIENTS FROM DIFFERENT INDUSTRIES



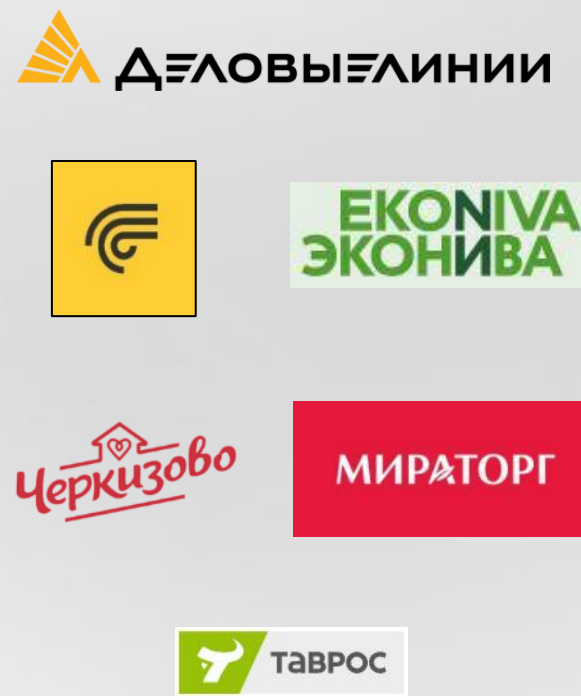
ENERGY



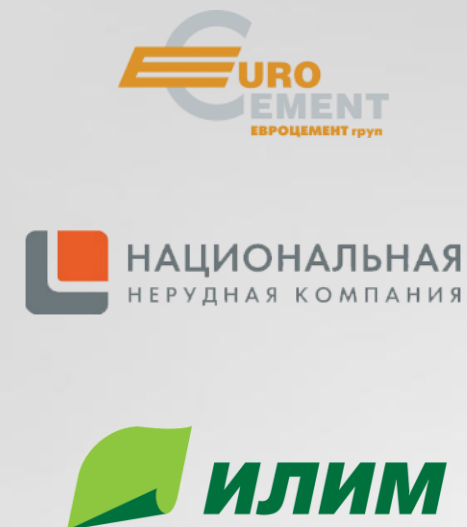
CHEMICAL INDUSTRY



TRANSPORT AND AGRICULTURAL SECTORS



CONSTRUCTION AND MANUFACTURING



KEY MILESTONES OF TREVOTECH - LUKOIL PARTNERSHIP

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- ? Official representative of MAZDA and TOYOTA in Angola
- ? Fleet of heavy duty vehicles
- ? Potential projects in B2B sector (mining, transportation, agricultural, energy etc)
- ? Marketing assistance for brand promotion
- ? Necessity in technical training
- ? Long-term cooperation between 2 companies



- ✓ Special products for these car brands
- ✓ High quality LUKOIL AVANTGARDE, designed specially for trucks
- ✓ Vast experience in mining and successful projects in Africa
- ✓ Digital & physical marketing support
- ✓ Regular technical seminars with distributor and final consumers
- ✓ Exclusivity of representation in Angola. Long term contract.



A PERFECT EXAMPLE OF B2B PROJECT – BISSA MINE (BURKINA FASO)

LUKOIL supplies one of the biggest gold mining sites in Burkina Faso :

- 3 years-contract was signed in 2024
- Successfully replaced **TOTAL Energies** lubricants
- Uninterrupted supplies of required lubricants
- Annual consumption by mining site is **1500 mt/year**
- Delivery to the final customer through the official distributor

Why LUKOIL has been nominated for this project?

- + **LUKOIL** has made a much more competitive price offer in comparison with TOTAL Energies
- + Long-term contract with price fixation
- + Personal key account management – coordination of orders and related processes
- + Customer's visit to the production facility in Turkey
- + Technical support of the distributor and final consumer

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Where LUKOIL is used at Bissa mining site?

- CAT D9R Track Type Tractor
- CAT 777F Off Hwy Truck
- CAT EXCAVATOR 329D/ 390F/6020B
- CAT TH514 telehandler
- CAT 993K Wheel Loader
- CAT 777F Water Cart



HOW WE CAN USE THIS EXPERIENCE IN CATOCA PROJECT?



- The co-owner of CATOCA – ALROSA – is the **strategic partner of LUKOIL for many years**
- LUKOIL already has a positive experience in supplies of CATOCA since 2016 (year of nomination)
- Availability of consumed products at production facility in Turkey (ULTRA M3 CI-4, GEYSER ST 68, TRANSMISSION OILS, GREASES)
- Prioritization of orders from TREVOTECH for this Project
- Special commercial conditions for distributor
- Arrangement of the visit of CATOCA Management as well as TREVOTECH team to plant in Turkey

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About **News** Products Sales Channels

LUKOIL Lubricants Middle East Lubricant San

» News » News

LUKOIL TO SUPPLY LUBRICATING OIL TO THE WORLD'S FOURTH LARGEST DIAMOND MINE

Thursday, December 1, 2016

LUKOIL has started supplying lubricating oil for Sociedade Mineira de Catoca Ltd. (Catoca Mining Company), the largest diamond mining company in the Republic of Angola. By the end of the first quarter of 2017, LUKOIL will supply approximately 1,500 tons of oil and grease to the Catoca mine for use in heavy mine machinery, including **LUKOIL Avantgarde ultra M3 15W-40** engine oil, **LUKOIL GEYSER** hydraulic oils and **LUKOIL POLYFLEX** and **THERMOFLEX** machine oil.

Sociedade Mineira de Catoca Ltd. is an Angola-based company engaged in diamond exploration and extraction, production, and marketing. Catoca is considered to be the fourth largest open-air diamond mine in the world.

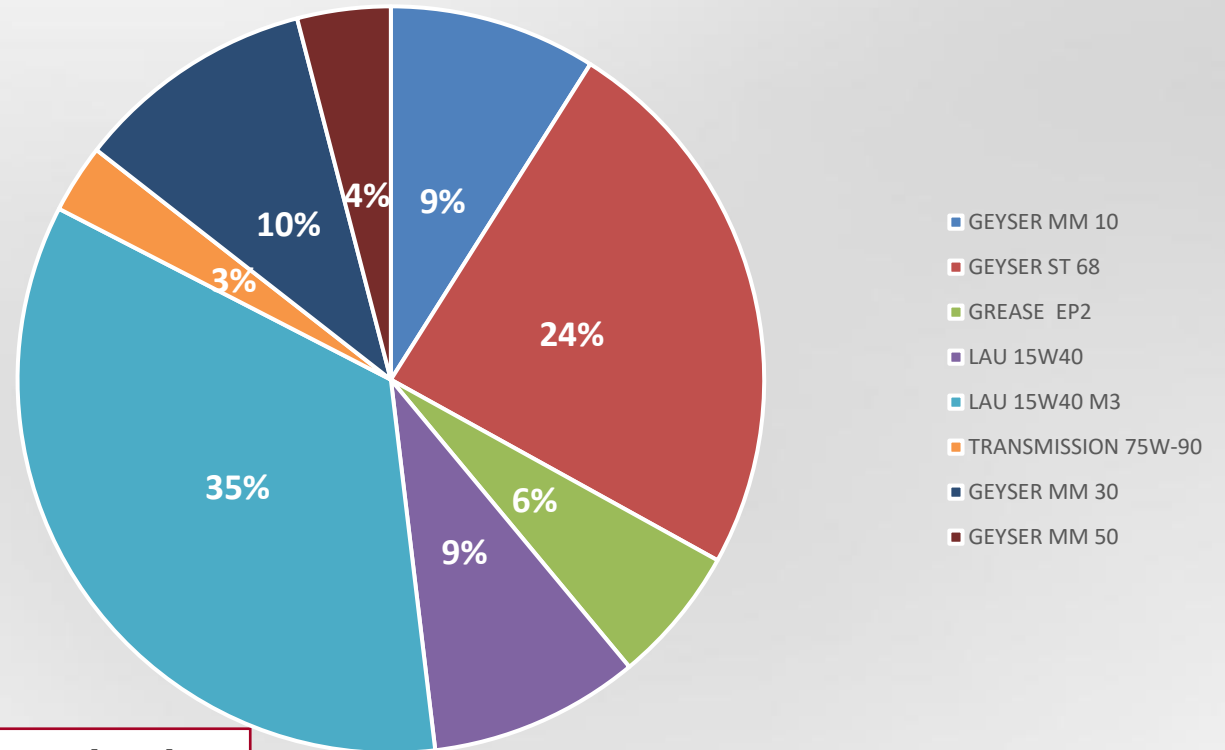
LUKOIL has significant experience of cooperation with companies operating in the field of mining, including diamond exploration and extraction companies. The company supplies products such as dump trucks, excavators, loaders and other equipment approved by the world's leading manufacturers of mining machinery. The company also supplies lubricating oils to the Mir, Aikhal and Verkhotinskoye mine sites in Russia.



Product portfolio :

- LUKOIL GEYSER ST 68
- LUKOIL STEELO 460
- LUKOIL AVANTGARDE ULTRA 15W-40 CI-4
- LUKOIL GEYSER MM 10 (SAE 10W)
- LUKOIL GEYSER MM 30 (SAE 30W)
- LUKOIL GEYSER MM 50 (SAE 50W)
- LUKOIL TRANSMISSION TM-5 85W-140
- LUKOIL TRANSMISSION TM-5 75W-90
- LUKOIL STEELO 220
- LUKOIL VERSO 10W-30
- THERMOFLEX EP-2 180

LUKOIL - CATOCA supplies : core products



All of the mentioned products are available for production in Turkey

A KEY PRODUCT FOR MINING - LUKOIL AVANTGARDE ULTRA M3 15W-40



Engine oil for heavy duty on-road and off-road diesel engines. Improves engine reliability and reduces maintenance costs.



Technology for maximum protection of the engine against wear, deposits and corrosion

Main characteristics:

API CI-4	•	• Extends engine life
ACEA E7	•	A higher level of wear protection extends the engine's life
Cummins 20078	•	• Increased life span
MB 228.3	•	High TBN reserve (relative to ACEA E7 requirements) provides long-term protection against acids and corrosion
MTU Cat. 3	•	• Engine cleanliness
Volvo VDS-3	•	Mack T12 test results are 18% better than API CI-4 requirements
Mack EO-N	•	• Low oil consumption
Renault RLD-2	•	According to the Caterpillar 1P test results, oil consumption was 3.3 times lower than the standard
MAN 3275	•	
JASO DH-1	•	
Global DHD-1	•	

• - Approved • - Meets requirements

It has an increased operating resource and can provide a discharge interval of up to 750-1000 m/h



POSSIBLE SOLUTIONS FOR TREVOTECH – INDAGRO and MEGAUTO

LUKOIL has exact high quality products for those who drive MAZDA and TOYOTA :

ENGINE OIL

LUKOIL GENESIS
ARMORTECH 5W30 DX1



Specifications

- API SN, SN-RC, SN PLUS
- ILSAC GF-6A, GF-5
- GM dexos1™ Gen2

TRANSMISSION OIL

LUKOIL ATF
SYNTH VI



Specifications*

- Toyota Type WS
- Mazda FZ
- GM Dexron VI

indagro



megauto
AGENTE OFICIAL TOYOTA



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COOLANT

LUKOIL COOLANT
LONGLIFE CONCENTRATE



Specifications*

- ASTM D 6210
- ASTM D 3306
- ASTM D 4656
- ASTM D 4985

These are preliminary solutions, we will find corresponding **LUKOIL** analogues for each client of **TREVOTECH**



POSSIBLE SOLUTIONS FOR TREVOTECH – FLEET OF HEAVY DUTY VEHICLES

LUKOIL has an extensive experience in supplies of the clients in Angola who owe a fleet of trucks :

ENGINE OIL

LUKOIL AVANTGARDE ULTRA 15W40



Approvals*

API CI-4
API SL
Cummins CES 20078
Deutz DQC III-10
MB 228.3

Meets requirements*

ACEA E7
Caterpillar ECF-1-a
Caterpillar ECF-2
Cummins CES 20071
Cummins CES 20072
Cummins CES 20076
Cummins CES 20077

HYDRAULIC OIL

LUKOIL GEYSER ST 68



Approvals*

Bosch Rexroth
RD90220 Eaton
Brochure 03-401-2010
GM LS-2 JCMAS HK
MAG IAS P-68/69/70
Parker Denison HF-0
SAE MS1004
PALFINGER Eickhoff

Meets requirements*

DIN 51524-HLP ISO
6743-HM US Steel
127/136 VDMA 24318-
HLP ZF TE-ML 07H

TRANSMISSION OILS

LUKOIL TRANSMISSION 80W-90 GL-4/5



Approvals

JSC «AVTOVAZ»
ZF TE-ML 05A, 12E, 16B, 17B,
19B, 21A

Meets requirements

API GL-5
MAN 342 Type M2
MIL-L-2105D

LUKOIL TRANSMISSION 85W-140 GL-5



Meets requirements

API GL-5
MIL-L-2105D



FACTS & FIGURES

- LUKOIL Lubricants Middle East was established in 2008.
- The Company supplies products to the leading industrial enterprises in Turkey and the Middle East region.
- Export to 10 neighboring countries.
- Own laboratory for analysis of oils

LUBRICANTS PRODUCTION

- In **2008**, LUKOIL has acquired the local Akpet Holding which comprised lubricants blending plant in Izmir.
- Production capacity of over **85 thousand tons per year**.
- A portfolio of over **500 SKU** of automotive and industrial oils as well as antifreezes and special fluids, including products under global OEM brands.



ADVANTAGES OF PROMOTING LUKOIL

Your benefit of working with LUKOIL Lubricants Angola is to increase **PROFITABILITY** and **EFFICIENCY** of your business:

- Stable profit from realization of high-quality products
- Cost optimization for oil changes and idle reduction
- Personal approach, service solutions and complex deliveries

LUKOIL ADVANTAGES



Wide product portfolio for all segments



24/7 technical support with cost optimization solutions



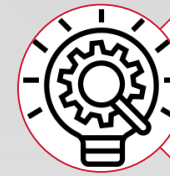
Packaging with high level of protection



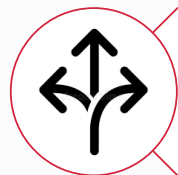
Strong international brand



High quality of products that assure customer satisfaction



R&D centers and special products development for clients



Uninterrupted supply chain



OEMs official approvals for wide range of products assured by strong cooperation with international OEMs



Own base oils and additives



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LUK **LUKOIL**
L U B R I C A N T S

