



We make it possible

YOUR MARITIME PARTNER



Future-proofing technology

Profound change is underway in the marine lubricants industry. Ships are now powered by engines running a variety of fuels with different levels of sulfur content. Engine layouts are evolving and

the industry is increasingly faced with the challenge of complexity. This requires a reshaping of the conventional design of marine lubricants. Total Lubmarine is at the heart of this change.

Total Lubmarine is a specialized marine lubricants business which provides innovative solutions to the global shipping industry. We are a division of the Total Group, the world's fifth largest publicly traded, integrated oil and gas company.

Total Lubmarine is a dedicated marine lubricants unit within Total Lubrifiants SA that shares your passion for the shipping industry. Many of our team members have served at sea and all understand the day to day needs of ship operators.

We are committed to meeting the high expectations of our customers. At every stage in

the product and business cycle, we perform consistently to fulfill our clients' needs in a pro-active and agile manner.

Experience meets innovation

We have a proud heritage in the marine lubricants sector which stretches back to 1952. Our innovative approach sets us apart from the competition and we are the long-term partner of choice for many of the world's leading ship operators.

**+200
people**

**+100
countries**

**+7000
vessels**

**+60 years
experience**

INNOVATIONS THAT PERFORM

Total invests heavily in innovative technologies. The group has a global reputation for technical excellence. Through constant liaison between our research laboratory and marine engineers, Total Lubmarine is able to deliver real innovation into the engine room and onto the deck.

Our mineral and synthetic marine lubricants are all tested and approved by major engine and equipment manufacturers. Locally based technical service and support teams are able to monitor engines and equipment onboard clients' vessels and give practical advice.

Providing you with high performance products

Our customers are guaranteed access to a wide range of high performance marine lubricants and greases. From Environmentally Acceptable

Lubricants (EALs) to lubes suitable for ECA fuels, our innovative product range meets the needs of international ship operators.

Our leadership in R&D means we are always working to stay one step ahead of your needs and deal with increasingly severe running conditions, changing regulations, and evolution in engine design and lubrication systems.

Giving you the tools to easily manage your lube oils

Our products can be easily ordered through our ISA+ website or mobile app. Clients can consult their personalized lubrication chart or check their drain oil analysis reports on dedicated websites.



**Backed by the strength
of a leading oil major**

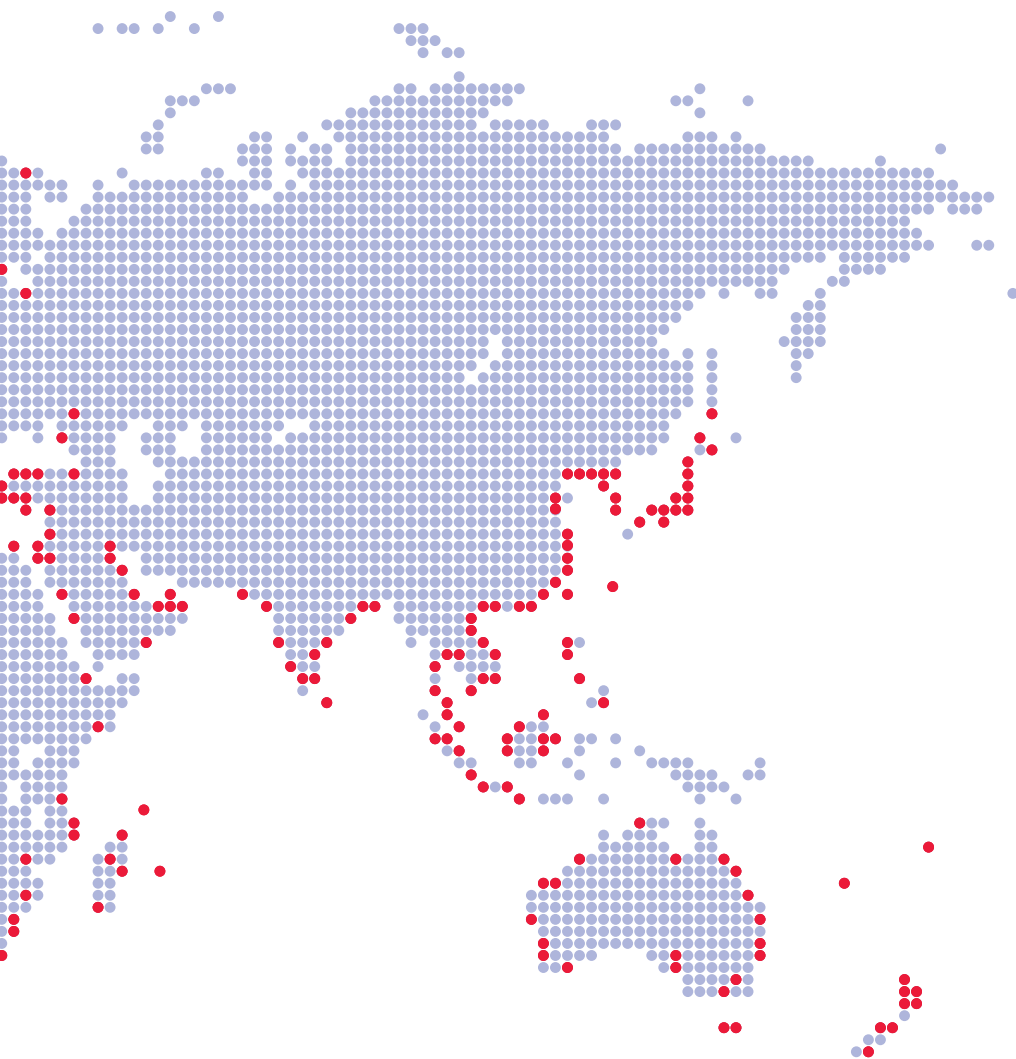
OUR UNRIVALED GLOBAL LOGISTICS NETWORK

Total Lubmarine's long-established supply chain network is world class.

We can deliver to over 1,000 ports worldwide. 65 strategically located blending plants manufacture our marine lubricants. We work hand in hand with a strong network of reliable and well-established local partners.

Delivering world class logistics services

The shipping industry relies on partners who can deliver the right products to the right place and at the right time. Our vast, global network can readily adapt and respond to ship operators' needs, even when they change at short notice. The network enables us to provide bespoke, tailor-made solutions.



Saving you time and money

Total Lubmarine is focused on maximizing efficiency. By constantly innovating and streamlining administrative procedures, our network and supply chain offers unrivaled speed and reliability.



**1,000 ports
in more than
100 countries
worldwide**

LINKING US TO YOU

Delivering knowledge

We do not just deliver lubes: we deliver the knowledge needed to select and manage them. Our knowledgeable and passionate team of support engineers is able to share their expertise all around the world. They are happy to

come onboard and give the crews practical advice to ensure smooth sailing. We can provide training at clients' offices, we run numerous knowledge-sharing events throughout the world and can be found at most

major industry tradeshow. We are also committed to educating the marine engineers of the future and sponsor training institutions around the world.

Our international team speaks your language and is never far away to help guide you through the process of lube selection and management.

Technical services to make your job simple

Our expertise is available to customers in many practical ways, making engine and equipment maintenance an easier process.

Personalized digital Lubchart

Choose your lubricants by using our Lubchart online application,

a tailored reference guide that matches our lubricants to your equipment.

Diagomar Plus, our lab analysis service

Oil samples can be drawn and sent away to one of our four laboratories worldwide for testing and advice on your engine's lubrication.

Tech'Care, your onboard compact laboratory

Tech'Care, is a range of test kits offering comprehensive analysis of marine lubricants and significant time-saving benefits to monitor the performance of machinery and if necessary take fast preventative measures to rectify any lubrication problems discovered, minimizing down time and maintenance costs and ensuring your equipment is always running safely and efficiently.

Personal service

Customers can benefit from our technical team training programs which are delivered on-shore and from on-board visits and follow-up visits by our technical engineers.

QUALITY. SAFETY. ALWAYS

We constantly monitor and improve our production and delivery processes to ensure they meet the highest standards. This enables us to achieve our sustainable development goals, without compromising customer satisfaction.

Structured to guarantee quality

From the control of finished products, to regular audits of blending plants and customer surveys, ensuring quality is the goal of all our systems and processes. Our entire network is certified ISO 9001.

Integrated safety

Health and safety considerations are always a top priority when formulating new products and services. Tailored HSE schemes are stringently enforced at our production sites and implemented during delivery procedures and ship visits. Double hulled barges are used for sea-borne deliveries to minimize environmental risks. Total's stringent vetting requirements mean that only the highest quality barges are used to deliver our products.



For further information about our network
and offices worldwide, please visit
www.totallubmarine.com

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