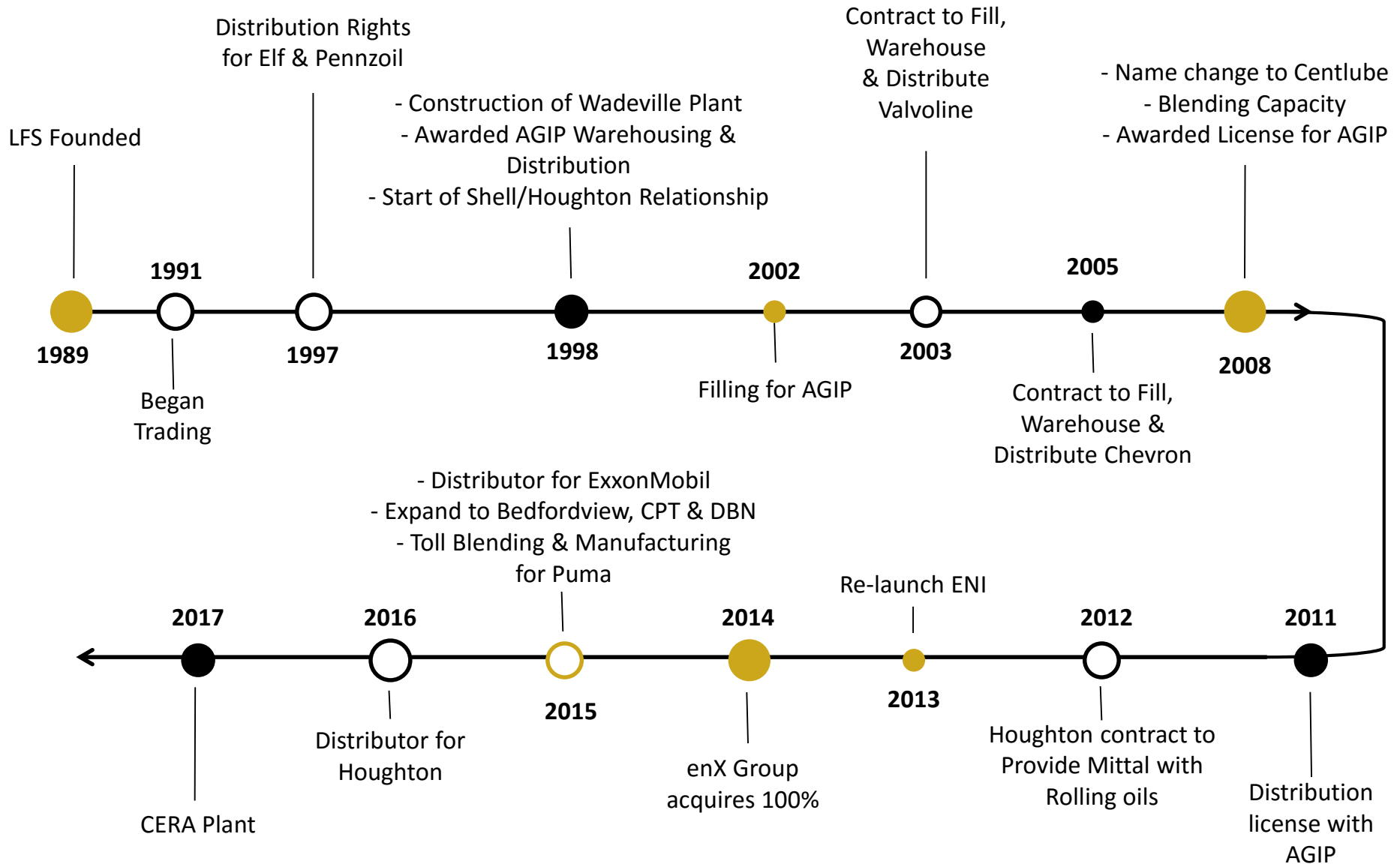




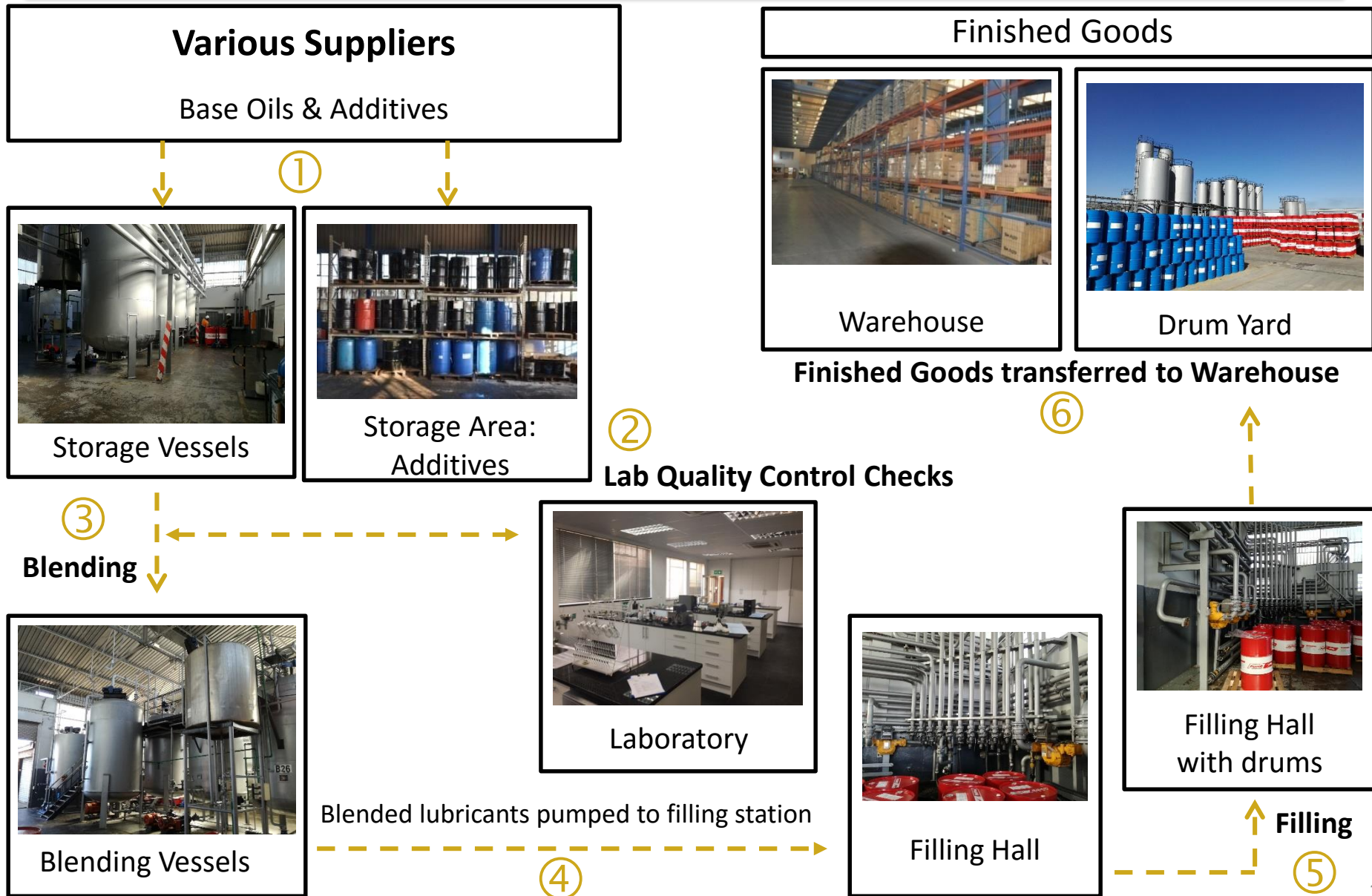
**Capital Markets Day**  
**13 June 2017**



# Brief History



# Six Step Plant Process



**INTEGRAL QUALITY MANAGEMENT  
(Pty) LIMITED**

## Registration Certificate

This document certifies that the Quality Management System of:

**CENTLUBE (Pty) Ltd**  
29 Bezuidenhout Street  
Wadenville  
Germiston  
Gauteng  
Republic of South Africa

Has been assessed by IQM (Pty) Ltd., and found to comply with the requirements of  
Quality Management System Standard:

**ISO 9001:2008**

The scope of the Quality Management System is as follows:  
(See exclusions within the Quality Manual, if applicable)

**The Blending, Filling, Packaging, Distribution and  
Manufacture of Customer Supplied Product**

Initial Issue Date: 23 August 2003  
Current Issue Date: 26 August 2015  
Expiry Date: 25 August 2018  
Certificate No.: 1111ZA



  
Managing Director, IQM (Pty) Ltd.

  
Technical Director, IQM (Pty) Ltd.

This certificate remains valid while the holder maintains their Quality Management System in accordance with the standard stated above which will be audited by IQM (Pty) Ltd. The holder is entitled to display this certificate and the above logo for the duration of the registration.

This certificate remains the property of IQM (Pty) Ltd and must be returned upon request.

**INTEGRAL QUALITY MANAGEMENT  
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Gauteng  
Republic of South Africa

Has been assessed by IQM (Pty) Ltd., and found to comply with the requirements of  
Quality Management System Standard:

**ISO 14001:2004**

The scope of the Quality Management System is as follows:  
(See exclusions within the Quality Manual, if applicable)

**The Blending, Filling, Packaging, Distribution and  
Manufacture of Specialized Lubricants**

Initial Issue Date: 22 August 2016  
Current Issue Date: 22 August 2016  
Expiry Date: 21 August 2018  
Certificate No.: 1111BMAZA



  
Managing Director, IQM (Pty) Ltd.

  
Technical Director, IQM (Pty) Ltd.

This certificate remains valid while the holder maintains their Quality Management System in accordance with the standard stated above which will be audited by IQM (Pty) Ltd. The holder is entitled to display this certificate and the above logo for the duration of the registration.

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# Business Strengths



**Represent #1 Premium Positioned global oil lubricant brand**

- ExxonMobil

**Strong OEM relationships**

- ExxonMobil
- Puma
- Houghton

**Largest inland blending plant, with independence from oil majors**

- CERA Plant in Johannesburg has **surplus production capacity**
- Nationwide presence

**100% consumable revenues**

No capital goods revenues

**Quality accreditation**

- **ISO 9001:2008**
- **ISO 14001:2004**
- DPIM compliant

**Long history of profitable operations**

- Executive team with **proven track record** within oil industry
- Over 25 years of experience

## Vision & Mission

- **Vision:** To be a **truly African lubricant manufacturer and marketer** with a core geographical focus of Sub Saharan Africa.
- **Mission:** We aim to **penetrate all major lubricant sectors** to deliver, without harm, superior customer service aligned with ENX values.

## Market Analysis

- **RSA market 360mln litre:**  
(Passenger 82mln) + (Commercial 92mln) + (Industrial 160mln) + (Marine 25mln) + (Aviation 1mln).
- The lubricants market has slowly returned to demand levels experienced in 2008 however a **bigger focus on value add (product and corporate)**, cost saving and energy efficiency is evident as companies are under extreme pressure to be operationally efficient due to substantial cost increases.
- The Mobil brand has significant recognition in Sub Saharan Africa, which needs to be maximized in terms of **growth in volume reflecting brand strength.**

## Business Analysis

- Industrial = **Mining (Plant with PCI and off-highway with SGA) Manufacturing**
- Commercial = **Truck Fleet, Bus Fleet, Large Independent WS, Fleet WS**
- Passenger = **Car Dealerships, Large Independent WS, Auto Parts/Spare Shops**
- Marine = **Repair Facilities, Coastal, Fishing and Mobil International Marine**
- Aviation = **Mobil International Strategic Alliances**

# Our Partners

# ExxonMobil



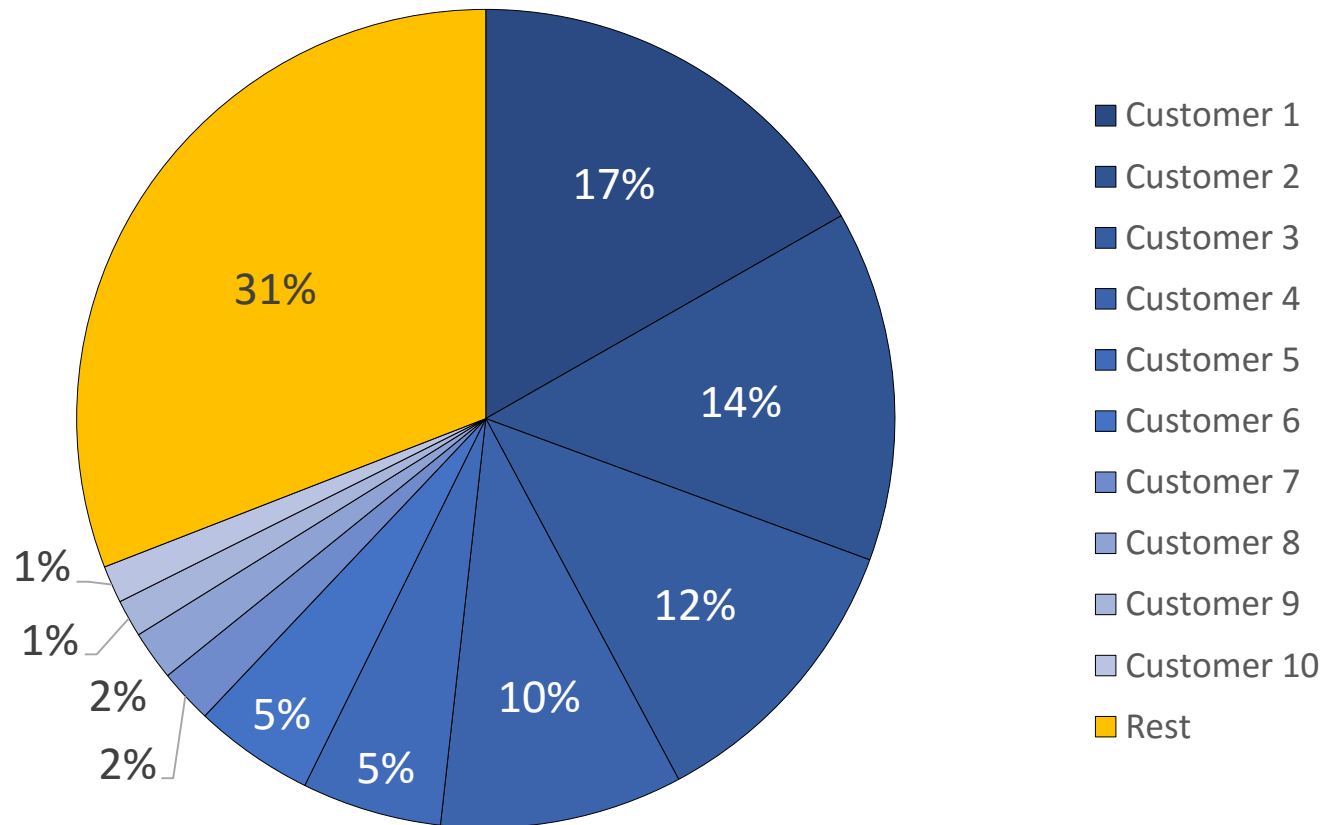
## Notes:

- Merger with Quaker has been announced but not yet finalised
- In process of resolving competitive conflict between ExxonMobil and ENI

# Revenue from Top 10 Customers<sup>1</sup>

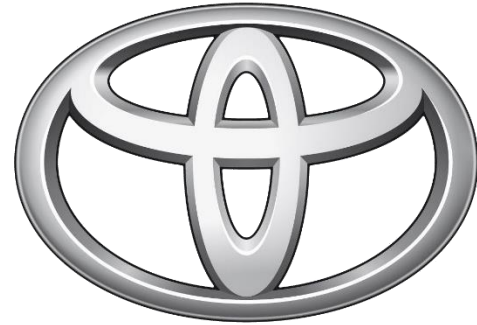


## Revenue Contribution



<sup>1</sup> excludes toll blending

# OEM Relationships



**TOYOTA**



Jenbacher  
gas engines



**UD TRUCKS**



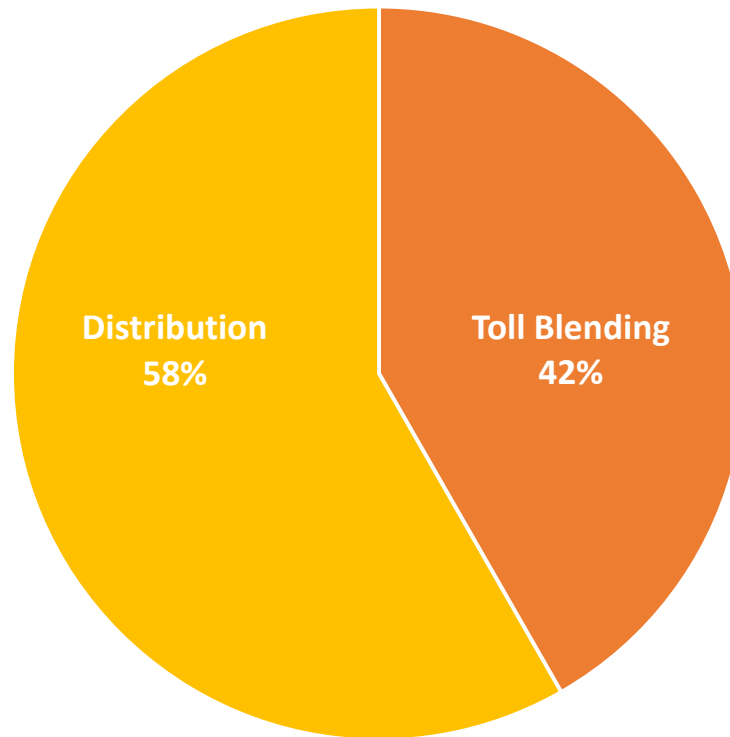
**CATERPILLAR®**

**CAT**

# Some Key Customers

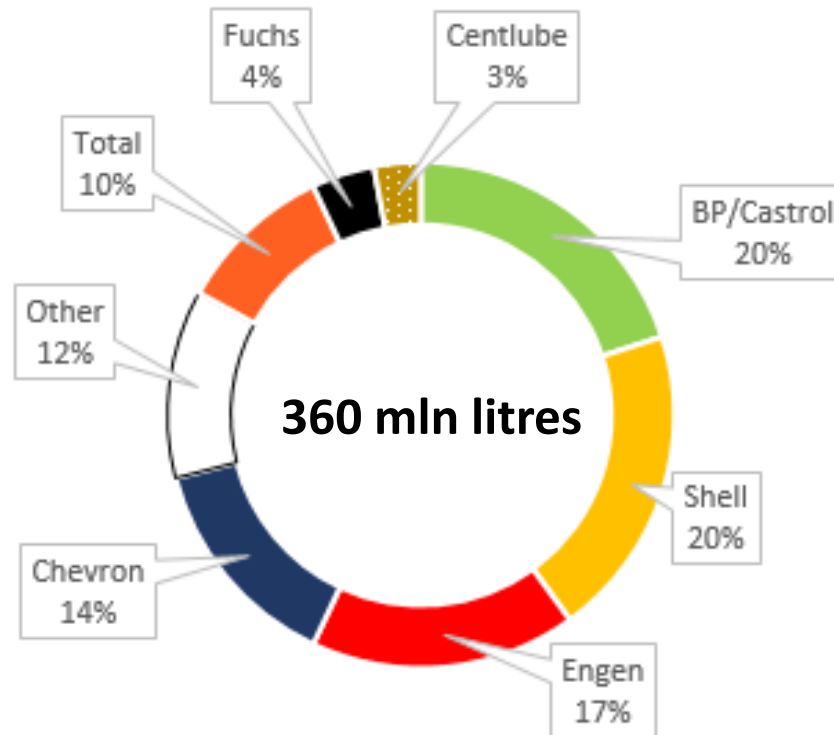


## H1 Revenue Contribution



■ Toll Blending ■ Distribution

## Actual SA Market Share in 2017






<sup>1</sup> Market share figures are internally generated estimates

# Product Description

Product	Features	Distribution	Unique
<ul style="list-style-type: none"> <li>• High Performance and quality lubricants</li> <li>• Across all lines of business</li> <li>• B2B and B2C</li> <li>• Imported and Locally manufactured</li> <li>• Affordable/Exclusive Price Range</li> <li>• Across all Sectors and in all sub-sectors</li> </ul>	<ul style="list-style-type: none"> <li>• Cutting Edge Technology, Research and Development</li> <li>• Improved productivity</li> <li>• Energy Efficiency</li> <li>• Relationships with leading OEMs</li> <li>• Advanced Productivity</li> <li>• Extended equipment life</li> </ul>	<ul style="list-style-type: none"> <li>• SADAC</li> <li>• South Africa</li> <li>• Africa</li> <li>• Dedicated Distribution channel</li> <li>• Resellers, Direct, Retail, Workshops</li> </ul>	<ul style="list-style-type: none"> <li>• Value Added Services</li> <li>• Technical and Basic Lubrication Training</li> <li>• Used Oil Analysis</li> <li>• MobilServ</li> <li>• In-house Lab Testing</li> <li>• Years of Experience</li> <li>• Support</li> <li>• Brand Reputation</li> <li>• Knowledge</li> <li>• International Brands</li> <li>• Legacy of innovation and decades of proven performance</li> </ul>

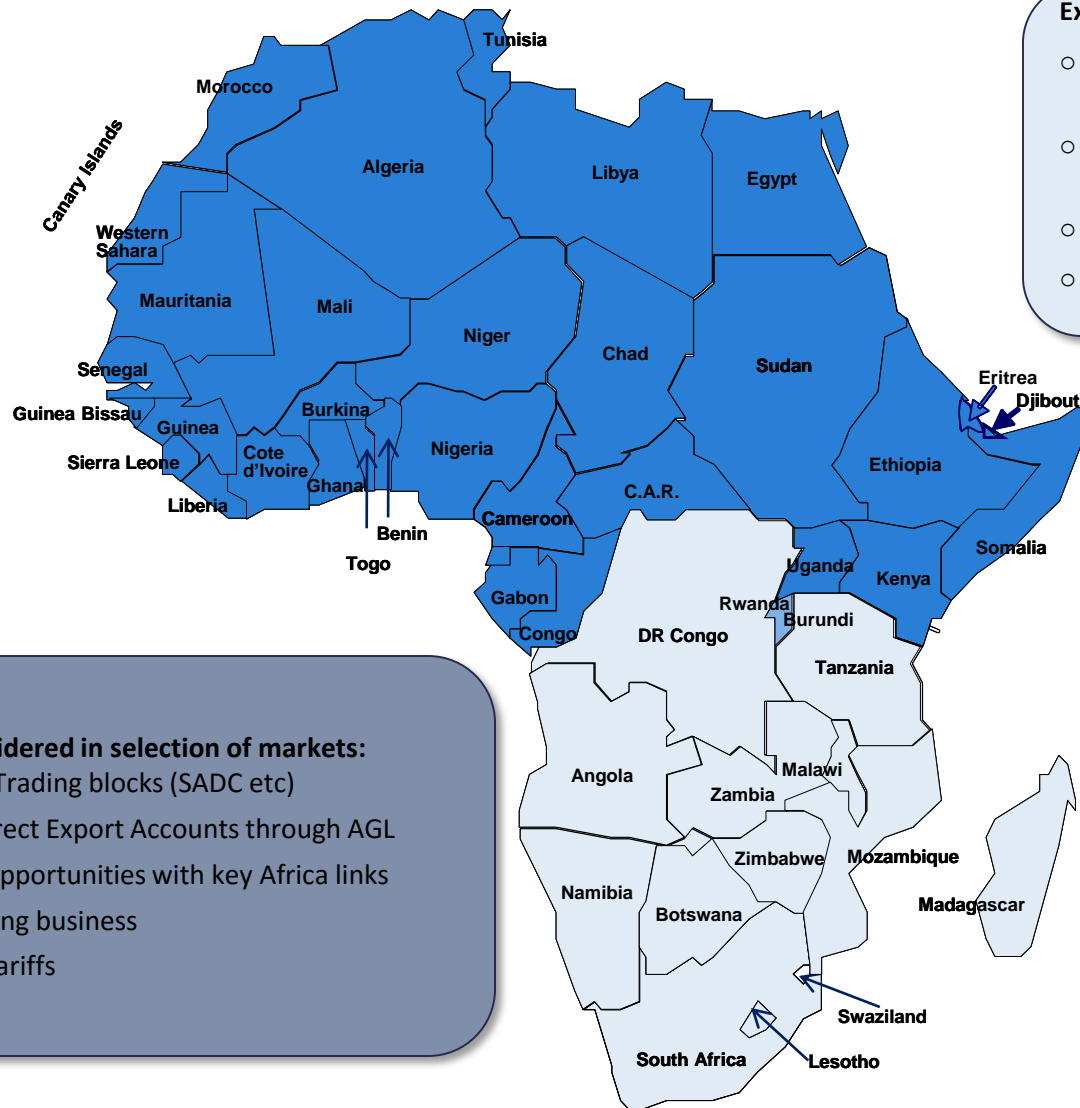


# Industry Trends

Automotive/Passenger	Fleet/Commercial	Industrial
<ul style="list-style-type: none"><li>• Number of car dealerships are decreasing (amalgamating into bigger dealerships)</li><li>• Total volume of lubricants remains steady/unchanged</li><li>• 70% of vehicles are out of warranty</li><li>• 8 000 aftermarket workshops available</li><li>• Younger car park with a shift to semi and fully synthetic oil</li><li>• Auto Part Stores remain the best channel</li></ul> 	<ul style="list-style-type: none"><li>• Fleet owners looking for lubricants that provide fuel economy</li><li>• Focus is on cost saving through longer oil drain intervals</li><li>• More owner drivers are sub-contracted into larger fleet companies</li><li>• Vehicles are being kept for longer and outside of maintenance plan</li></ul> 	<ul style="list-style-type: none"><li>• A need for value add, cost saving, operational and energy efficiency</li><li>• Specialized and performance lubricants are on the increase in a bid to reduce energy consumption and maintenance cost</li><li>• OEM approvals are drivers across mining, manufacturing, rail and construction</li></ul> 

# Sub-Sahara Africa Export Business

## Future Export Footprint 2018-2022



### Export Footprint

- 14 Export Markets with SGA licenses from EM already in place
- Target Volumes of ~15 million litres and \$ income on a cash up front basis
- Diverse revenue streams
- Business Model : **Direct Export or Reseller** models

### Factors considered in selection of markets:

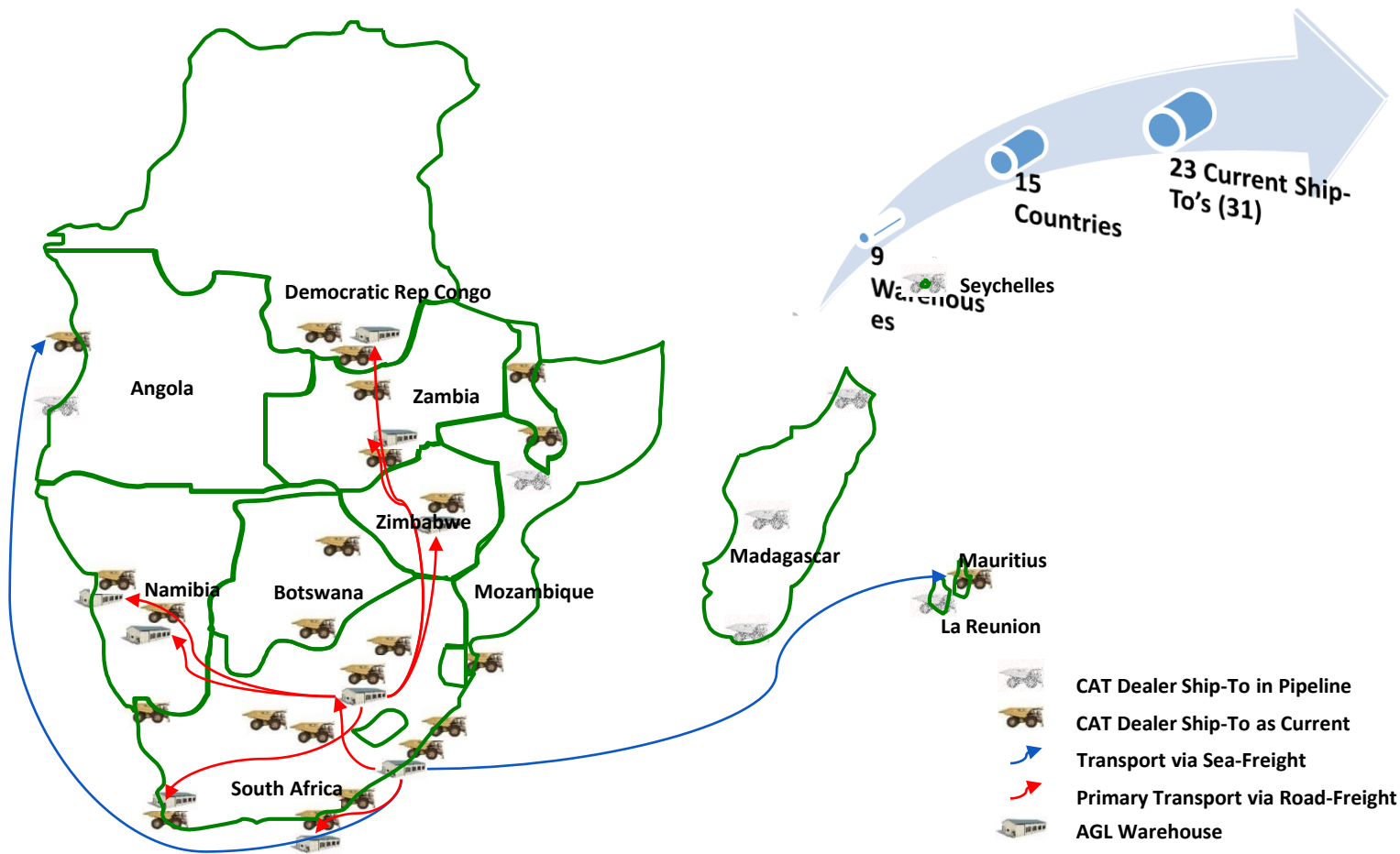
- Economic Trading blocks (SADC etc)
- Existing Direct Export Accounts through AGL
- Potential opportunities with key Africa links
- Ease of doing business
- Common tariffs

**Sub Sahara Africa is a key Market for Centlube Growth**

# AGL – Distributor of Caterpillar Lubricants to Barloworld



African Group Lubricants Pty Ltd is a new company created after a successful joint bid between West African Group Pty Ltd and Afric Oil Pty Ltd to ExxonMobil with the intention to distribute Caterpillar Branded Lubricants to Caterpillar Distributors in Sub Saharan Africa as well as the Indian Ocean Islands. ENX acquired AGL at the end of 2016 and is in the process of being integrated



# Key Growth Strategies



1. Be the ExxonMobil partner of choice – Growing ExxonMobil volumes
2. Leverage the Mobil QP&G compliancy flag to be to be a toll blender of choice
3. Align with strategic partners to access tankage for a common set of Base Oils
4. Actively grow toll blending customers/volumes
5. Invest in the Centlube brand
6. Achieve production efficiencies (consolidate operations; ERP implementation; touchless order to cash process)