



Cepsa and ExxonMobil renew marine lubricants alliance until 2032 and announce expansion to Morocco

- **The agreement to sell ExxonMobil marine lubricants, which until now was limited to Spain, Portugal and Gibraltar, has been expanded to Morocco, a milestone for the business relationship**
- **As a result, Cepsa consolidates its role as authorized distributor of these lubricants for all vessel types with bulk supply capacity in the four ports of the Strait of Gibraltar: Algeciras, Ceuta, Gibraltar and Tangier**
- **The newly expanded collaboration will help ensure that vessel operators have greater access to ExxonMobil's dedicated, high performance marine lubricants**

Cepsa and ExxonMobil Petroleum & Chemical BV (ExxonMobil) have renewed their agreement for the manufacture, distribution and supply of ExxonMobil marine lubricants in Spain, Portugal and Gibraltar. The business relationship has been renewed for 10 years and expands the geographical scope of the collaboration to include distributing and supplying the lubricants in Morocco.

The agreement, in addition to being extended for a decade in the countries where it already operated, allows ExxonMobil's marine lubricants to be additionally sold in the African country. Specifically, the entire range of oils will be distributed, including MobilGard™ products for engines along with dedicated formulations for hydraulic systems, gears and compressors, as well as greases. Sales will start from the port of Tangier to Casablanca and will be expanded to the rest of Morocco's ports throughout 2023.

The agreement consolidates Cepsa's role as authorized distributor of these lubricants for all vessel types with bulk supply capacity in Algeciras, Ceuta, Gibraltar and Tangier, the region's four main ports to carry out this activity.

Carlos Barrasa, Cepsa's Director of Commercial & Clean Energies, emphasized the importance of renewing this business relationship and the arrival in Morocco: "We truly value our long-standing relationship with ExxonMobil. Commercial innovation and exceeding our customers' expectations were key to enabling this alliance to continue as a leader in the sector after more than half a century. Now, we are extending our reach to Morocco and will be able to accompany our marine customers in the crucial next years as the marine industry embarks on its own decarbonization journey."

Joanne Eu, Global Aviation and Marine Lubricants Director, ExxonMobil, said: "Our continued relationship with Cepsa, and the expansion into Morocco, will help ensure that vessel operators have even better access to the lubricants they need, when and where they need them. ExxonMobil is committed to supporting the marine industry during a period of change. This agreement plays an important role in helping make that ambition a reality."



The agreement between the two companies establishes Cepsa's manufacturing of MobilGard™ brand lubricants at its plant in San Roque, Cádiz. The Spanish company is also an authorized distributor of more than 90 products within the ExxonMobil range of lubricants in more than 130 ports in Spain, Portugal and Gibraltar, where it annually supplies a thousand maritime vessels of all types, including international navigation vessels, coastal navigation, merchant, fishing and recreational vessels.

Fifty years of history

The relationship between the two companies began in 1973 with the creation of a lubricant production plant next to Cepsa's facilities in San Roque. Cepsa has been a distributor of the ExxonMobil range of marine lubricants in Spain since the plant was commissioned in 1976.

Both companies later agreed to extend their agreement to include distribution and supply to the ports of Gibraltar (1997) and Portugal (2008). Now, with the arrival of the business relationship in Morocco, Cepsa and ExxonMobil have strengthened their alliance in a country where they already had significant independent operations.

The renewal of this agreement has enabled ExxonMobil to continue to have a trusted business counterpart to further expand the market for its range of marine lubricants that are aimed at protecting engines and equipment, as well as improving their efficiency.

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