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ExxonMobil is here to support you and your business  
with superior product integrity and reliable supply of asphalt.  
Together, we hope to support you along the journey towards asphalt leadership.

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# Our Commitment Towards Asphalt Leadership



Let Esso Take you Further

# About Us



**ExxonMobil** manages an industry-leading portfolio of resources, and is one of the largest integrated fuels, lubricants and chemical companies in the world. We have evolved our operating model and global organization to better leverage the scale of our increasingly integrated company and global brands.

**ExxonMobil** is a leader in the asphalt industry, manufacturing and marketing asphalt products globally for use in road paving and industrial applications. For more than a century, we have been committed to delivering reliable products and services consistently through our team of trusted advisors.



## Our Asphalt Global Footprint

We provide customers in more than 25 countries and regions worldwide with asphalt and exceptional technical solutions. With our Asphalt refineries, terminals, and technical centers, we have established a global network of resources and technical experts, for cost-effective and reliable solutions that work for you and your business.



## Our Asphalt Technical Support Focus Areas



### Proprietary Crude and Feedstock Selection

Proprietary process to screen and test new crude slates to ensure quality asphalt



### Technical Services

Tailored technical support (e.g. formulation, end-application testing etc.) for esteemed customers



### Manufacturing Integrity

Ensure product integrity while supporting refinery optimization



### Quality/Industry Advocacy

Data driven and science based advocacy in technology advancements and sustainability




# Our Value Proposition



Through consistent product quality, leading technical expertise, reliable product supply, and service-oriented operational support, we are committed to be your trusted and dependable partner across the business cycle.

## Our Commitment to Product Quality



Leverage ExxonMobil's proprietary Asphalt Crude Approval protocol to ensure only quality-yielding crude oils are selected for Asphalt manufacturing. Implemented Global Product Quality Management System to guarantee production of consistent high quality Asphalt.

-  Proprietary asphalt crude approval protocol
-  Produce high quality asphalt from selected crude oil
-  Global product quality management system



## Our Commitment to Technical Expertise



Global presence of asphalt technical centers worldwide, equipped with cutting edge instruments and testing facilities, ensuring accurate testing and product quality control. Global network of technical experts with industry leading knowledge to support customers in various technical challenges and continuously improve the performance and quality of asphalt products.

-  Global presence of Asphalt technical centers
-  Global network of technical experts



## Our Commitment to Supply Reliability



Supply predictability within crude purchase and production run decision window, guaranteeing the robustness of feedstock supply and the ability to cope with market fluctuations. Deploys fleet of time chartered vessels to further enhanced the operational control and achieve comprehensive supply chain management, allowing us to better meet the individual needs of customers.

-  Crude oil supply predictability
-  Assets such as refinery and fleet of time chartered vessels



## Our Commitment to Operational Excellence

Strong record with regards to product quality incidents and oil loss performance for each voyage, safeguarding interest of both supplier and customers. Efficient and prompt management of documents during each operation to deliver a fuss-free experience from pre-load all the way to loading completion.

-  Strong record of product quality incident and oil loss
-  Efficient management of cargo documentation



# Our Product Vision



We are committed to paving the way to your success!

## World Class Asphalt, Every Time

As your business progresses with the latest standards, we adapt to the evolving needs of the paving and roofing industries. Our asphalt products help customers pave roads with the quality to take on the toughest road and weather conditions.



### Reliable and durable roads

High quality and long service life capable of withstanding heavy traffic and extreme weather conditions



### Recyclable road surface

Hot mix asphalt pavement can be recycled and reused, reducing the use of virgin gravels



### Advanced technology

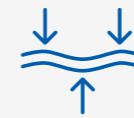
Improving the viscosity and elasticity of each layer

# The Future of Asphalt



## Polymer Modified Asphalt (PMA)

PMA is made by blending asphalt with polymers and additives and helps improve road elasticity, which is particularly useful in environments with extreme temperatures, high shear, long load times, and high traffic volume. Its heavy duty properties are designed for durability and strong resistance to rutting, shearing and cracking.



Improve visco-elasticity and cohesion, further enhance outstanding performance



Reduce temperature susceptibility to better counter extremes



Faster stress relaxation for prolonged road service



Supports advanced roadmaking techniques and quality

- Including thinner layers of application
- Porous roads for drainage

## Advancing Climate Solutions & Sustainability

We recognise our role in creating energy and sustainable solutions that improve quality of life and meet society's evolving needs. From developing detailed roadmaps to reduce the Scope 1 & 2 greenhouse gas emissions in our operated assets to providing solutions to help our customers address theirs, we strive to play a leading role in the energy transition, and help our customers meet their goals. Our asphalt products are no exception and can be used in conjunction with other products to help support our customers and society's sustainability ambitions in a number of ways, from long-life pavements to fully recyclable roads. Please visit our Sustainability and Advancing Climate Solutions reports to find out more.

## Our asphalt business remains resilient through energy transition

### Reliable and consistent industry solutions

Suitable for lower energy applications (warm mix)

Polymer Modified asphalt compatibility for improved capability (or flexibility)

Production consistency supporting emulsions

### Recycling and secondary materials incorporation

Asphalt used in road and roofing is 100% recyclable<sup>(1)</sup>

Ability to incorporate secondary materials<sup>(2)</sup>

### Industry positioning with considerations beyond immediate quality

Advocacy for sound science-based approaches

Pursue carbon intensity reductions without compromising HSE or product quality

Drive towards industry recognised product representation (e.g., LCA, EPD)<sup>(3)</sup>

(1) For more information, please visit [Sustainability\(eurobitume.eu\)](https://sustainability.eurobitume.eu)

(2) Materials incorporated should not adversely impact HSE, quality and future recyclability

(3) LCA-Lifecycle Assessment, EPD-Environmental Product Declaration

