



Press Release

Oil Intel announces JV with Total Marketing & Services to expand Lubricants offerings to customers in New Zealand

Hastings, 5 June 2020 – Oil Intel announces a 50/50 joint venture with Total Marketing & Services, cementing a strong partnership of 20 years since its appointment as authorised lubricants distributor for New Zealand.

The joint venture signals strong confidence in the New Zealand market and represents a strategic drive for proximity to be close to our customers in industries such as mining, industrial, food production, agriculture, automotive, construction and transport. "Achieving growth by being the best at what we do has always been my key focus, it is what the business was built around," says Reuben Thickpenny, Managing Director and co-shareholder of Oil Intel, "We always felt well-supported in this vision by Total".

Both parties are further united by a shared mission of conducting business responsibly: "Over the years, we have taken industry-leading steps towards responsible trading, taking into consideration environmental impact." An example is the Lubricant Container Stewardship Programme, whereby NZ oil companies collectively work towards a sustainable process of recycling lubricant containers. Oil Intel is one of the leading parties in pushing this project to successful completion. This is in line with Total's ambition to be the responsible energy major, supported by initiatives such as programs on used oils recycling partnerships or biodegradable lubricant ranges.

"We look forward to the opportunities this Joint Venture partnership brings", says Christine Richard, Vice President, Specialties & BtoB for the Asia Pacific and Middle Eastern region, Total Marketing & Services. "I am proud of our collective achievements over the last two decades. Our customers have come to rely on the consistency of quality services and we are fully committed to deliver innovative and responsible solutions to the New Zealand market." Christine adds.

About Oil Intel

Oil Intel is the appointed importer and distributor of TOTAL lubricants for the New Zealand market. The business was founded in 1999 but has been operating in its current legal form since 2004. The company has 65 employees spread over 10 branches, with its head office in Whakatu, Hastings. Oil Intel serves 12 industry segments with over 50 product categories and has a dedicated technical team with unrivalled expertise on lubricants and applications.

About Total Lubrifiants

Total Lubrificants is a leading global manufacturer and marketer of lubricants. It has 41 production plants worldwide and more than 5,800 employees in 150 countries. Total Lubrificants offers innovative, efficient and environmentally responsible products and services developed by more than 130 researchers at its R&D centers. Total Lubrificants is a partner of choice for the automotive, industrial and marine markets.

About the Marketing & Services division of Total

The Marketing & Services division of Total develops and markets products primarily derived from crude oil, along with all the associated services. Its 31,000 employees are present in 109 countries and its products and services offers are sold in 150 countries. Every day, Total Marketing Services serves more than 8 million customers in its network of over 14,000 service stations in 62 countries. As the world's fourth largest distributor of lubricants and the leading distributor of petroleum products in Africa, Total Marketing Services operates 50 production sites worldwide where it manufactures the lubricants, bitumen, additives, special fuels and fluids that sustain its growth.

About Total

Total is a major energy player, which produces and markets fuels, natural gas and low-carbon electricity. Their 100,000 employees are committed to better energy that is safer, more affordable, cleaner and accessible to as many people as possible. Active in more than 130 countries, their ambition is to become the responsible energy major.

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