

Emirates National Oil Company (ENOC)
ENOC Complex, House 1, Level 3, Wing B
Sheikh Rashid Road, Oud Metha
PO Box 6442, Dubai, UAE

Direct Number ————— +971 4 313 4681
Customer Care Number ————— 800 3662
ENOC Emergency Number ————— 800 4777
Maintenance Assistance Number — 800 4858
Email Address: enocipm@enoc.com

enoc.com



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ENOC INDUSTRIAL PRODUCTS MARKETING

A division of ENOC Commercial
& International Sales



ENOC at a Glance

Emirates National Oil Company (ENOC) is a leading integrated international oil and gas player operating across the energy sector value chain. ENOC owns and operates assets in the fields of exploration and production, supply and operations, terminals, fuel retail, aviation fuel and petroleum products for commercial and industrial use. As a wholly owned Government of Dubai entity, ENOC is integral to the Emirates success.

Beyond oil and gas operations, ENOC has established a solid presence in related fields and subsidiary enterprises including convenience store franchises, added value services, and automotive services to offer customers convenience at every touch point.

Outside UAE, ENOC has an extended presence in over 60 markets across the globe and intends to continue its expansion, to cement its position. ENOC deploys talent and technology to diversify its offering to achieve sustainable development.



Vision

“To be an innovative energy partner, delivering sustainable value and industry leading performance.”



Mission

“To deliver world-class sustainable and integrated energy solutions. We do so by striving for excellence in operations, innovation and happiness for our employees, customers and partners.”

Values

- **Teamwork** - Working together by sharing ownership, responsibilities and outcomes
- **Integrity** - Being honest, truthful, reliable and fair while dealing with all stakeholders
- **Transparency** - Being open, straightforward and consistent in all we do by communicating with clarity, simplicity and precision
- **Respect** - Acknowledge, recognize, and value all stakeholders
- **Customer Focus** - Position customer first in all that we do



Burhan Al Hashemi
Managing Director
ENOC Commercial & International Sales



Saif Humaid Al Falasi
Group Chief Executive Officer



Khalid Saad Al Fuhaid
Director
ENOC Industrial Products Marketing

About ENOC Industrial Products Marketing (EIPM)

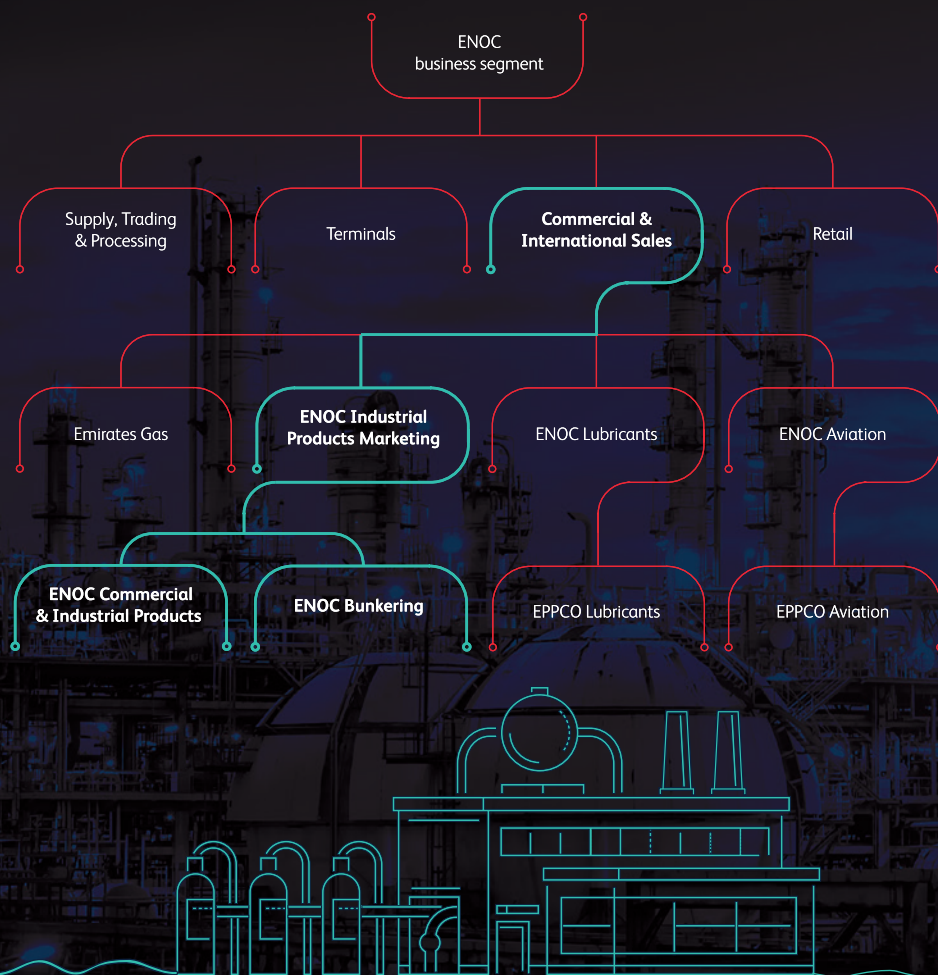
The Commercial and International Sales (CIS) markets through its diversified portfolio - industrial products, aviation, lubricants, and gas. International expansion complements ENOC's mandate to serve the UAE market and drive its economy.

Through its EIPM division, ENOC and CIS fulfill the energy needs of government and private customers in diverse business sectors in UAE. EIPM markets a range of quality petroleum products, solutions and value-added services, complying with highest international standards and best practices. The company operates in a technologically advanced environment using digital tools to deliver excellence to customers, backed by a strong supply chain with over 4 decades expertise in the region.

EIPM has two business divisions:

- ENOC Commercial & Industrial Products
- ENOC Bunkering

EIPM complies with International Standards of Management and is an ISO 9001-QMS, ISO 14001-EMS, ISO 45001-OSHAS and ISO 22301:2012 Certified Company. The supply of products and services conforms to industry standards specified by The National Fire Protection Association (NFPA), Dubai Civil Defence, and applicable regulations governing fuel supply.





ENOC Commercial & Industrial Products



ENOC Commercial and Industrial Products provides tailor made fueling solutions, superior products and world class customer service to help organizations operating in the public and private sectors including power, manufacturing, commercial transportation, construction, and armed forces achieve operational excellence and reduce their carbon emissions.

Our reputation and track record is well established within the industry and many premier organizations collaborate with us. We have invested with customers and built over 200 commercial fueling stations across UAE, catering to their requirements of Ultra Low Sulphur Diesel 10ppm, Biodiesel5, Unleaded Gasoline, Bitumen (Asphalt), Fuel Oil, Kerosene and ENOCBlue™ (AdBlue®)

Products are supplied in bulk through a dedicated fleet of road tankers designed to highest international standards, manned by professional and experienced crew.



ENOC Bunkering



ENOC Bunkering caters to the marine sector for fuel delivery related to bunkering for both local and international shipping. Our quality and best in class services has earned us the reputation of being a reliable and preferred partner.

Our industry leading infrastructure enables us to deliver high quality marine fuel. Security of supply is ensured with our 5 million barrels storage capacity at ENOC Jebel Ali terminal, state of the art network of road tanker trucks, and pipeline loading facility to serve a variety of marine fuel end users.

From container liners, to tankers, automobile carriers, supply boats, naval and coastguard vessels, we are able to deliver environmentally friendly, low sulphur fuel products for bunkering to enhance their operational capabilities.





Product Range

Choosing where you source your fuel - whether Marine Fuel, Biodiesel5, Bitumen (Asphalt), Ultra Low Sulphur Diesel 10ppm is critical - it can transform your business operations and add value. Our team of experts understand the complexities of the energy market sector and are proactive in sharing our expertise in application, safety and operations. EIPM gives you the choice to partner with a true energy company for your business to stay on track, get desired results, and peace of mind.

Diesel 10ppm (Gas Oil)

Diesel 10ppm is a clean diesel fuel with less than 10 parts per million of Sulphur. The product complies with UAE standards (ESMA - Emirates Authority for Standardization & Metrology) and usage is applicable for all diesel engines.



Biodiesel5

Biodiesel5 is an alternative green fuel product produced from vegetable and waste cooking oil. Used for diesel engines, customers can now benefit from clean fuel and operational efficiencies without the need to upgrade their equipment and fuel storage facilities. As its sources are renewable, the fuel has proven to reduce carbon footprint and greenhouse gas emissions. Biodiesel5 contributes to reducing the domestic consumption of fossil fuels and paves the way for sustainability in the region. With its launch in 2017, ENOC pioneered yet another initiative amongst the national oil companies in the region.





Marine Fuel

Low Sulphur fuel available for bunkering and sold to customers around the world through well-established infrastructure including jetty and road tankers of varied capacities.

Gasoline Special 95 and Super 98

Our 2 grades of unleaded petrol - Special 95 and Super 98 octane - deliver better performance and have a lesser impact on the environment.



Bitumen (Asphalt) & Bituminous Products

- Bitumen 60/70 is ENOC's first product offering, primarily used for industrial applications such as road, building construction, and water proofing. Bitumen 60/70 provides the construction and transportation industries with sturdy asphalt that is resilient to harsh weather conditions and heavy traffic
- Other Bituminous Products.





Fuel Oil 180 CST

ENOC's Fuel Oil 180 CST - also known as heavy fuel oil or furnace oil, used for boilers and furnaces operations.

ENOCBlue™

Diesel Exhaust Fluid

AUS32 – ISO22241

Reduces harmful NOx emissions up to 90%



ENOCBlue™

ENOCBlue™ is a non-toxic liquid that reduces harmful Nitrogen Oxides (NOx) in diesel vehicle exhausts by up to 90%. It helps diesel vehicles fitted with Selective Catalyst Reduction (SCR) technology meet Euro 4, Euro 5 and Euro 6 emission standards. Internationally the product is marketed as AdBlue® and Diesel Exhaust Fluid.

Benefits

- Ensures diesel engines comply with the latest emission standards
- Reduces negative impact on the environment

Availability

ENOCBlue™ can be supplied in small quantities as well as bulk. It is also available at ENOC service stations making it convenient and accessible to all, to be environmentally friendly.



5L



10L



20L



1000L



4000L



Services



EIPM services are testament of ENOC's commitment to provide smart and innovative solutions for our customers.

Our specialists offer professional technical advice, application knowledge, and guidance on regulatory, environmental, health and safety matters on on-going basis.



Dedicated account management and customer sales support



New and upgraded storage facilities, including periodic testing and maintenance



Pre-delivery safety inspections (PDSI)



Periodic environmental, health and safety site audits



24 hour fuel delivery service supported by large modern fleet of road tankers to cater to varying sites and security of supply continuity through ENOC's Dubai and Fujairah oil terminals



24/7 emergency hotline for fuel operation incidents, short notice maintenance, technical support and emergency supply services



Fuel management system

Containerized on-site fueling tank



New, upgraded, containerized, and self-bunded fuel storage tank is an innovative solution designed for diverse business sectors including construction, mining, transportation, factories, and establishments that require in house refueling set up. The compact fuel station brings in mobility of a fueling unit offering benefit of time-saving with "Plug and Play", and comes in single or double compartments with dedicated dispensers and nozzles.

Capacity and Sizes



Benefits



Portable



Plug and play



Self-bunded



Space saving



Improved safety standards with fire rated coating



No civil works

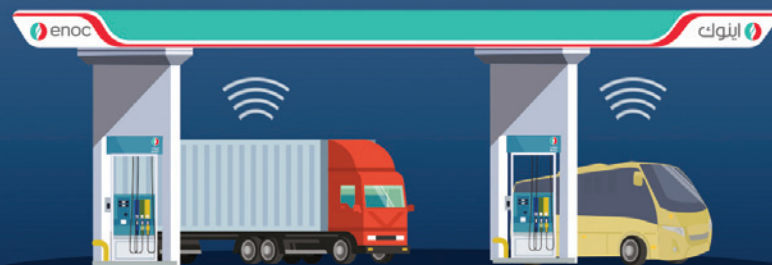


Fuel management system

Radio Frequency Identification (RFID)

An integrated, online dedicated fuel management system allowing fleet owners/operators to identify and authorize vehicles for fueling, monitor fuel usage, control costs, and eliminate human error.

SMART Fleet Management



Track fuel consumption

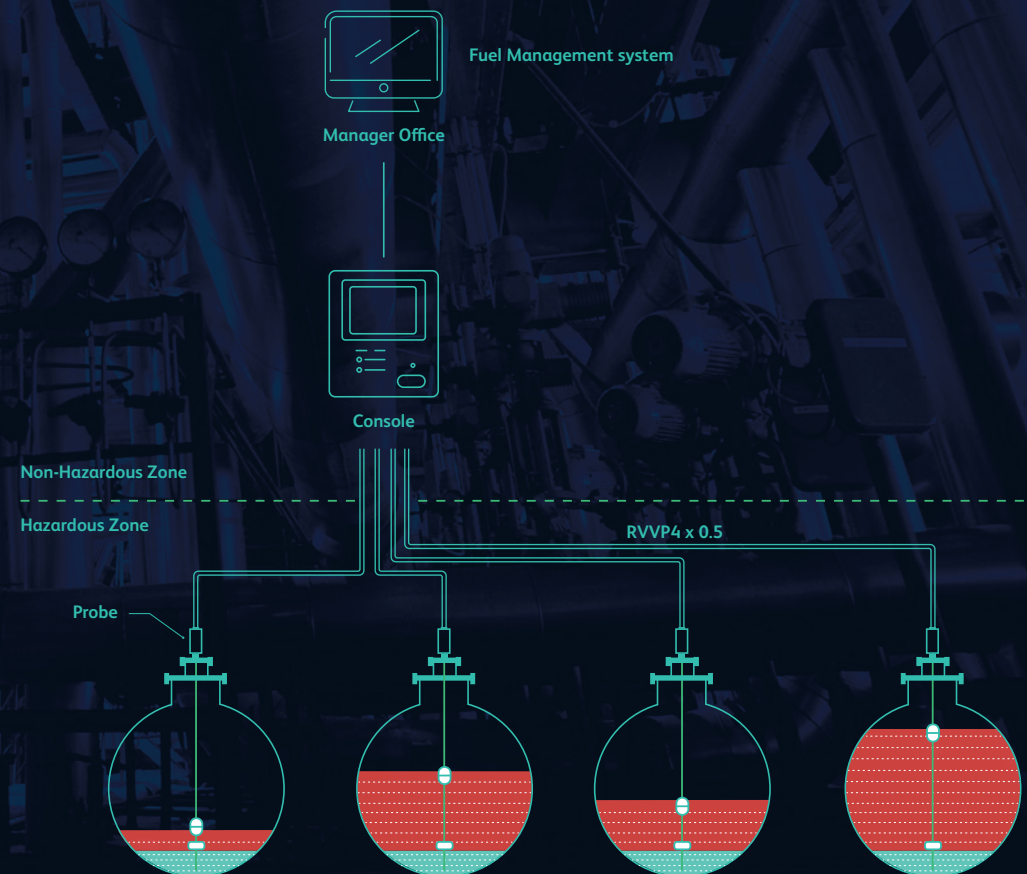
Identify and authorize vehicle

Monitor and control costs

Secure system from fuel theft

Automatic Tank Gauging (ATG) / Remote Tank Gauging (RTG)

Smart system that monitors tank fuel level, leaks and temperature for safety, ensures product availability to prevent dry-out, giving customers peace of mind.





Sustainability

Shaping the future of energy and optimizing our operations in a sustainable way is at the core of ENOC's long-term strategy as well as our daily business. Our focus on sustainability is not a separate added layer to a business strategy rather encompasses the economic, ecological and social dimension. We are proudly committed to the UAE's vision of promoting inclusive green economy to protect our natural and environmental resources and will play an active role to build the Emirates of the future gearing up 'Towards the next 50'.

As a part of our longstanding practices and commitment to sustainability, we have been focusing on improving the efficiencies of our operation, minimizing environmental impact and using the tools available to us to bring about positive economic change and introducing clean energy products and technologies for our customers.



HSE Policy

ENOC operates with the highest levels of health, safety and environment standards. We take pride in our adherence to a transparent and ethical code of conduct. All our operations such as our products, services, infrastructure are in line with HSE code of conduct that is transparent and ethical.