

Press Release

Addis Ababa December ...2015

Tata Motors and Total Lubricants sign a Global Partnership Agreement

In September 2015, Tata Motors and Total Lubricants signed an after-market partnership agreement to supply high performance Total branded lubricants, across the Tata Motors sales & service points in the International Markets. Total Lubricants with its global presence, operating in 150 countries, will support the Tata Motors service network and its customers to provide latest generation lubricants to enhance performance of Tata Motors Commercial vehicles.

Mr. Sanjeev Garg, Global Head-Customer Care, Commercial Vehicles, Tata Motors said, “Through our partnership with Total Lubricants, we at Tata Motors are committed to provide our customers with superior quality branded lubricants, developed specially for Tata Motors Commercial Vehicles. This will enable our customers to enhance the performance and lower the overall costs of operating the vehicles. We at Tata Motors are committed to offering our customers with world-class product and services.”

Mr. Phillipe Charleux, Vice President Total Lubricants, France, explained that, “this Agreement is the demonstration of the excellent relationships established between both companies. It also illustrates our commitment to sustainable growth in the global market place and in developing world class products and services to best satisfy our customer’s expectations.”

Through this partnership, Total Lubricants will also involve in enhancing the skill of the Tata Motors network and jointly support in the modernization of Tata Motors workshops across globe.

Total Ethiopia SC and Paul Ries and Sons Ethiopia Limited, Representative of TATA Commercial Vehicles in Ethiopia have long term partnership since 2002.

Following the global agreement the two companies agreed to strengthen their partnership, and Paul Ries and Sons Ethiopia Limited is delighted to recommend and provide TOTAL lubricants to TATA motors with in Ethiopia.

About Total and Total Lubricants:

Total is one of the largest integrated oil and gas companies in the world, with activities in more than 150 countries.

www.total.com

Total Lubricants markets lubricants in 150 countries and employs close to 5,000 people. It operates 45 production plants with annual sales of almost 2 million tons in 2014. www.lubricants.total.com

About Tata Motors:

Tata Motors is India's largest automobile company, with consolidated revenues of Rs.1, 88,818 crores(\$34.7billion)in 2012-13.

www.tatamotors.com

About Total Ethiopia

| [Total](#) Ethiopia S.C. was established in Ethiopia sixty-five years ago in **1950** under the name of TOTAL Mer Rouge and has been proudly serving the country since then.

| [Total](#) has also acquired Ex--MOBIL facilities and business in Ethiopia in the year 2006 and has successfully consolidated its activities. Today, the company has 173 operational service stations and four operational depots. Total Ethiopia SC is constructing a fully fledged fuels, LPG and lubricants depot having most modern technical and safety features, with a budget investment of more than 250 Million Birr in a 50,000 m² plot of land at Dukem town. Moreover, two aviation depots are also currently under construction in Lalibela and Shire.

Total Ethiopia is the first energy company to have full control of drivers on the road making use of on board computers & online GPS. It is also the first to implement electronic card payment system in retail stations in the country. Total Ethiopia is currently among the top fuel and lubricant market leaders in the country. Total Ethiopia is also a citizen company promoting actively road safety, fight against malaria, product quality and renewable energies, such as solar. www.totaletiohia.com

About Paul Ries and Sons Ethiopia Limited

The Company Paul Ries & Sons started operations in Aden in Yemen in 1865 and operations in Addis Ababa, Ethiopia in 1885. The Company was active in exporting Ethiopian coffee, hides/skins and beewax.

In 1959, the owners decided to restructure all their companies in Middle-East and Africa under the financial umbrella of an holding company named NEFC with a branch office in Geneva and Dubai. Since then, the company has been trading different brands of vehicles with efficient after sales service.

Today Paul Ries & Sons, the Authorized Distributor of TATA is representing the following products in Ethiopia:

- Since 1960 - Peugeot passenger cars.
- Since 1999 - TATA commercial vehicles.
- Since 2010 - SEM earth moving equipment based on Caterpillar technology (wheel loaders and soil compactors).
- FG Wilson Generators



Mr Phillippe Charleux, Vice President Total Lubrificants, France and Mr. Ganesh Shetty Head—Customer Care International Business, Tata Motors.



Tata Motors recommends TOTAL.