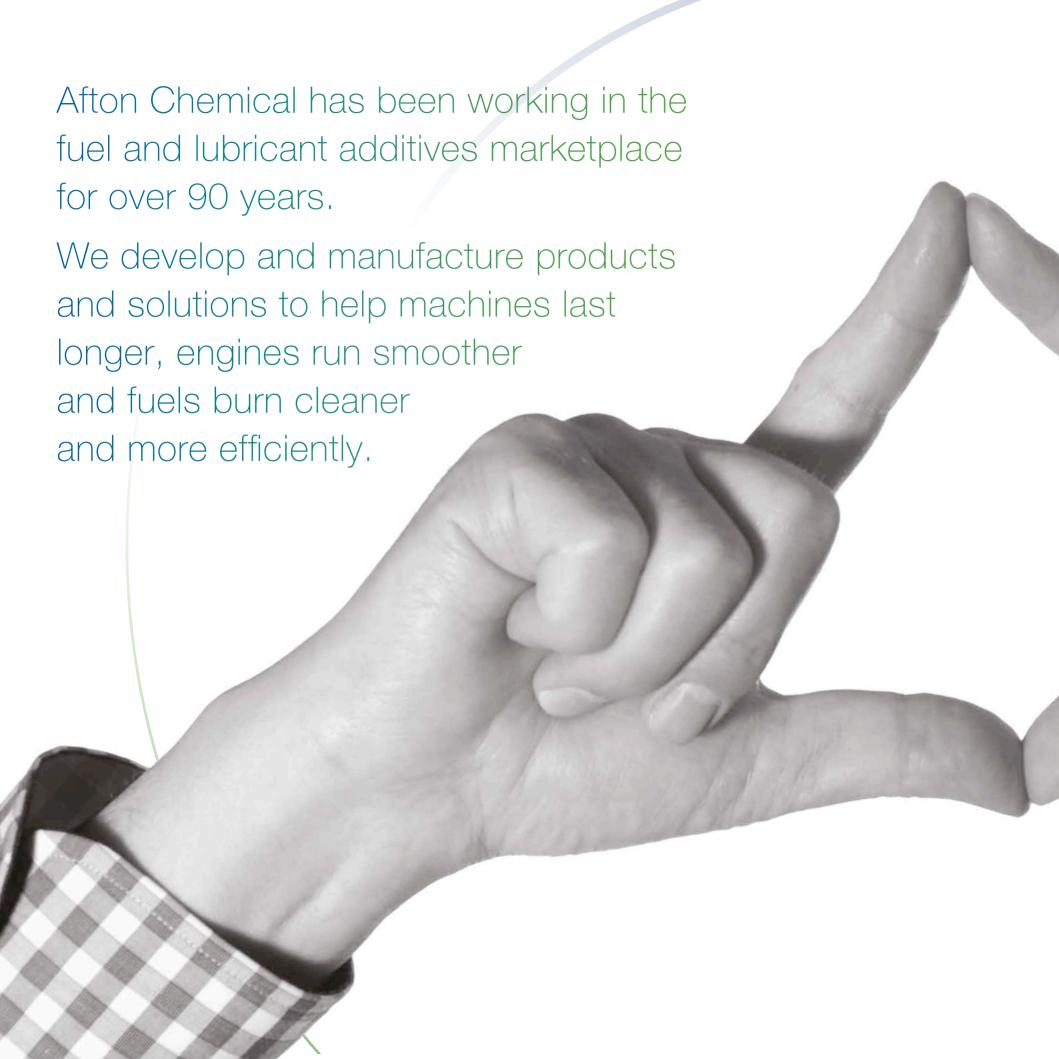


Passion for Solutions®



We have developed an open, flexible and collaborative way of working with our customers to understand their business needs and help them achieve their goals. This collaboration has led to a unique partnering style which has allowed us to develop longterm relationships and deliver so much more than our leading-edge technology. This brochure is designed to share how our Passion for Solutions® can benefit you. Front cover: Jon and Ann-Marie. This spread: Luis

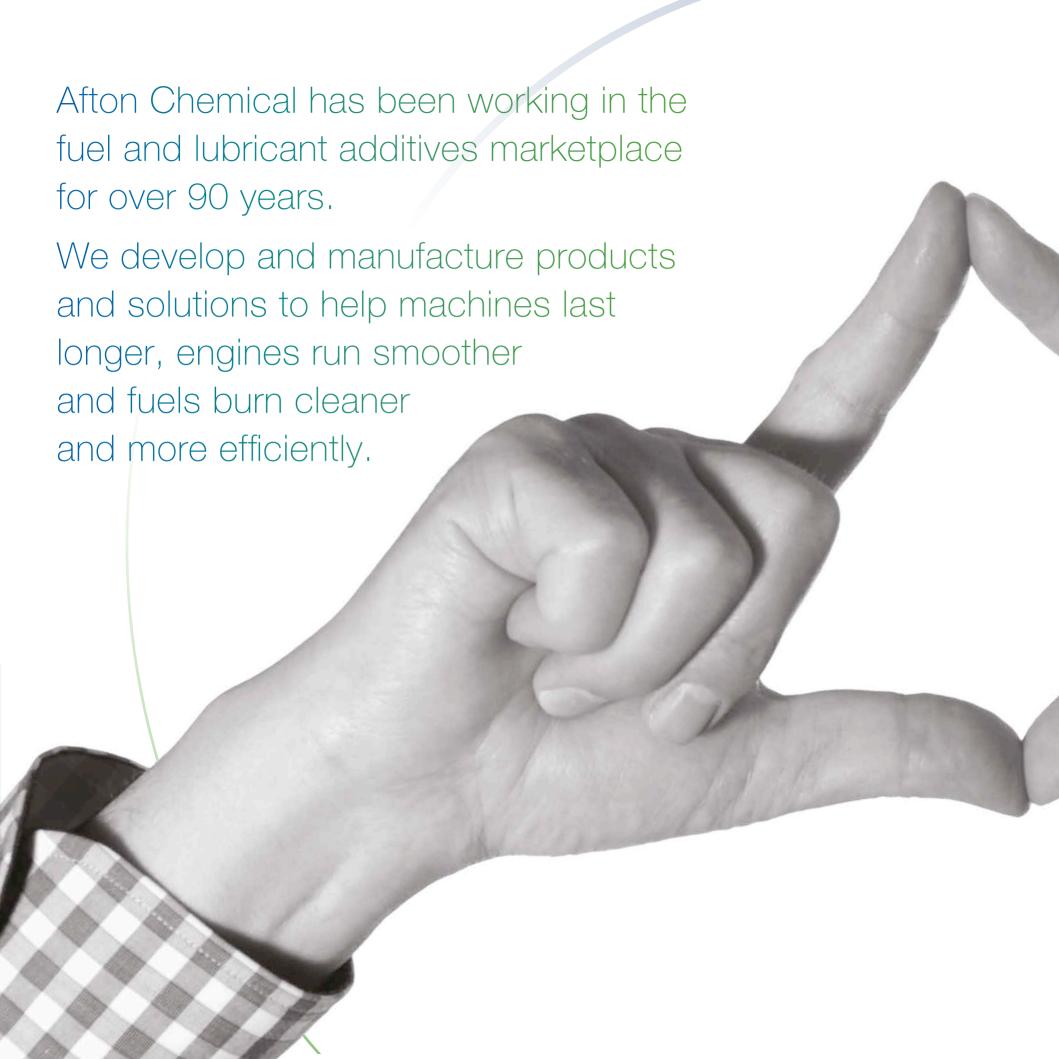






The values upon which the Company is founded form our Passion for Solutions® philosophy, and are symbolized by three corners of Afton's triangle.

The triangle represents the unique way we do business. It emphasizes that it is the inspiring and enthusiastic people who – when combined with our expert and innovative chemistry – deliver effective solutions for our customers, helping them achieve their business goals.





Passion for Solutions®

Our Passion for Solutions® philosophy and our unique approach to partnering means it is in our DNA to always offer more.

We are focussed on developing technology and meeting specifications, but also on providing the differentiation our customers need to stand out.

We recognize that the world is changing and the pace of business is getting faster. That's why we don't just provide our customers with a solution, we provide them with a competitive advantage.









Not just a solution... more a competitive advantage

We invest heavily in market research, collaborate extensively with leading industry bodies, OEMs and academic institutions to ensure we stay ahead of the game in anticipating future market needs.

This knowledge enables us to translate market insight into winning solutions for you.

Our desire to always offer more has led to us developing a unique range of services to complement our additive solutions. These include Supply, Marketing, Finance and Technology support, and we can collaborate with customers on short-term operational projects and long-term strategic initiatives.

By understanding your needs and your customers' needs, we work with you to develop solutions to help you stand out in your markets.



We believe we have something very special at Afton; enthusiasm which comes from our people, and grows into a passion for developing innovative solutions for our customers.

It is this unparalleled combination of people and chemistry which sets Afton apart.

Our customers like our values. They like the way we do business.



Our customers tell us we are:

More open

...because we share our market insight, global knowledge and technical resources, as well as more than 90 years of experience.

More flexible

...because we are not rigid in how we work with our customers. We listen, understand, and modify our approach to match the needs of each customer.

More collaborative

...because we offer a genuine partnership. One that can go as far as shared strategy development, technology development, funding, and joint governance.



innovative chemistry leads to customized solutions

Our lubricant and fuel additives are among the most widely used in the market today, and when you partner with Afton you are collaborating with the best chemists and experts in the industry.

We have the proven ability and enthusiasm to customize our core technology in a way that helps our customers achieve their business goals.

Our range of technology solutions cover:



Driveline Additives

Our family of transmission fluids, gear oil and off-road additives keeps everything from high performance vehicles to heavy construction equipment performing better and lasting longer.



Engine Oil Additives

Our experts develop additive formulations that are tailored to our customers' and the endusers' specific needs, whether they operate passenger cars, motorcycles or hard-working heavyduty trucks and equipment.





Fuel Additives

Our fuel additives improve the performance of everything from gasoline and diesel to jet fuel... and even provide cleaner-burning solutions for home and industrial heating oils.



Swati, Jeenal, Harshad and Syed



Industrial Additives

In a wide-ranging set of applications from industrial hydraulics to the challenging requirements of wind turbine and industrial gear, we can deliver unique solutions.

Innovative chemistry and passionate people = market changing solutions

Driveline Additives

First to introduce a multi-vehicle ATF which helped our customers rationalize their product line and provide proper protection for the wide variety of transmissions that existed at the time.

First to develop friction durable ATF for double clutch and multi-step transmissions which have enabled OEMs like Daimler, Ford, GM, VW and ZF to introduce more fuel efficient hardware.



With a history of innovative market-changing solutions, we offer the reassurance that comes with experience.

Engine Oil Additives

First to launch a unique polymer designed to reduce soot related wear and oil thickening in heavy-duty diesels with high Exhaust Gas Recirculation (EGR). This allowed all heavy-duty diesel OFMs to introduce emission reduction technology.

First to develop engine oils specifically designed to provide unique benefits such as engine clean-up, enhanced horsepower, and improved fuel economy. These novel products helped our customers increase margins and market share.

Fuel Additives

First to formulate gasoline additives to address the unique needs of direct injection engines.

First to identify and address field operation issues related to diesel fuel filters operability and internal injector deposits above and beyond established industry tests.

Industrial Additives

First with a best in class turbine additive package containing unique stay clean technology giving unsurpassed sludge and varnish control combined with excellent oxidation performance.

First to offer a zinc free hydraulic additive carrying the Parker Denison HF-O approval in a multigrade formulation.

Global reach and local Knowledge

We continue to expand geographically and invest in production capability, R&D facilities and talented team members so we can react faster and deliver solutions sooner.

A supply chain you can rely on

We have manufacturing capabilities and a flexible supply network across all regions of the world, including our new plants in Singapore and San Juan del Rio, Mexico. These facilities have expanded Afton's capacity to meet our customers' growth ambitions in Asia Pacific, Middle East and Latin American markets. It also enhances our proven ability to provide security of supply to all our customers worldwide.









Unrivalled R&D and testing facilities

Our facilities across the world enable customized research in all areas of performance. We conduct industry tests to meet OEM approvals and ensure credibility, but also design our own tests and field trials to create compelling data and differentiation for our customers.







Our Application Solutions Center (ASC) supports our customers around the globe to help bring their differentiated technology claims to life. Our Ashland Technical Center near Richmond, Virginia, USA is part of the ASC and is where we conduct unique tests to produce leading-edge research and unique performance claims with state-of-the-art equipment. This research has led to advancements in fuel economy, engine cleanliness, deposit control and emissions reduction.



Always acting safely and responsibly

We believe that safety should always come first.

Which is why one of our core values is to conduct all of our operations in a manner which protects our employees, the communities in which we operate and the environment.

As a founding member of the Responsible Care® initiative – a global program developed by the American Chemistry Council – we have become award-winning participants, widely recognized for reducing and preventing injury.

We are proud of our outstanding health, safety and environmental performances as part of our commitment to spreading the Responsible Care® ethic globally across our company.

People and Passion









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