



**CONFIDENTIAL\***

February 24, 2021

Dear Valued ExxonMobil Customer,

The market dynamics have been evolving driven by continued global and regional imbalances in the supply and demand of raw materials. Additionally, capacity and availability remain limited due to production challenges and lower than normal global refined products demand.

These market conditions have resulted in further increases in costs for raw materials, transportation and manufacturing. As a result ExxonMobil will be revising previously announced finished lubricant price increase from 15% to up to 20% effective April 1, 2021. Different price treatment may apply to select products.

We acknowledge that these are significant price increases in a challenging business environment but are much needed to ensure continued high supply reliability across our network as we remain committed to providing you with high-quality products, services and technology.

Your ExxonMobil representative will be in contact with details on your specific account pricing which may include reductions of specific allowances in place.

As always we value your business and thank you for your continued loyalty.

Sincerely,

A handwritten signature in black ink, appearing to read "N. Hedman", written over a horizontal line.

Nathaniel V. Hedman

NA MBU Sales Manager  
Attorney-in-Fact for ExxonMobil Oil Corporation

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