



CONFIDENTIAL*

January 22, 2018

Dear Distributor,

Effective February 26, 2018, ExxonMobil branded and unbranded PVL, CVL, IND and Marine lubricants and greases will increase in price by up to 6 percent. Different price treatment may apply to selected products.

We encourage you to place orders consistent with historical order patterns. ExxonMobil reserves the right to limit orders of individual products consistent with 100% of historical monthly average quantities.**

Your ExxonMobil contact will have more details on your specific account pricing and will be in contact with you soon.

You are an important customer to ExxonMobil, and we thank you for your continued business.

Sincerely,

A handwritten signature in black ink, appearing to read "N. Hedman", with a large, stylized flourish at the end.

On behalf of ExxonMobil Fuels & Lubricants Company
N. Hedman

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** For example, if a customer has purchased an average of 250 [gallons] of product each month for the preceding 12 months, and it wishes to order 350 [gallons], then it may purchase 250 [gallons] at its current price and 100 [gallons] at its new price.