



CONFIDENTIAL*

March 22, 2018

Dear Distributor,

Effective April 23, 2018, ExxonMobil branded and unbranded PVL, CVL, IND, Marine & Aviation lubricants and greases will increase in price by up to 10 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 horizontal line underneath.

On behalf of ExxonMobil Fuels & Lubricants Company
N. Hedman

*This letter contains confidential information for receipt and use solely for the addressee(s). If you have received this letter (or copy of it) in error, please delete and/or destroy it and kindly notify the sender.

** For example, if a customer has purchased an average of 250 [gallons] of product each month for the preceding 6 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.