



**CONFIDENTIAL\***

April 16, 2019

Dear Valued ExxonMobil Distributor,

Effective May 29, 2019, ExxonMobil passenger vehicle, commercial vehicle, industrial, marine and aviation lubricants will increase in price by up to 8%. Different price treatment may apply to selected products.

This price increase is in addition to the 6% increase that was announced on March 25, 2019 with an original effective date of May 6, 2019. In order to ease the administrative burden associated with changing prices, we will defer the May 6<sup>th</sup>, 6% increase and make both [increases](#) effective on May 29<sup>th</sup>. The cumulative price increase, to be effective on May 29<sup>th</sup>, will be up to 14%.

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 partner to ExxonMobil and we thank you for your continued business.

Sincerely,

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

Nathaniel V. Hedman

NA MBU Sales Manager

\*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.