

ExxonMobil Fuels & Lubricants Company
22777 Springwoods Village Parkway
Spring, TX 77389

ExxonMobil

CONFIDENTIAL*

March 25, 2019

Dear Valued ExxonMobil Distributor,

Effective May 6, 2019, ExxonMobil passenger vehicle, commercial vehicle, industrial, marine and aviation lubricants will increase in price by up to 6%. 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 Sales representative will be in contact with details on your specific account pricing.

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

Sincerely,



On behalf of ExxonMobil Fuels & Lubricants Company

Nathaniel V. 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.