



**CONFIDENTIAL\***

September 18, 2020

Dear Valued ExxonMobil Distributor,

The market dynamics over the past several weeks have continued to evolve and there has been a steady increase in finished lubricant demand with the global market recovery. These market conditions are coupled with tightening base stock supply, base stock producer posted price increases, and rising costs for raw materials, transportation and manufacturing.

Due to these market conditions, ExxonMobil will be raising finished lubricant prices in the US by up to 8% effective November 1, 2020. Different price treatment may apply to select 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 representative will be in contact with details on your specific account pricing which may include reductions of specific allowances in place.

We value your business and thank you for your continued loyalty.

Sincerely,

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

Nathaniel V. Hedman

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

\*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 in 2019, and it wishes to order 350 [gallons] prior to the effective date of the price change, then it may purchase 250 [gallons] at its current price, but the additional 100 [gallons] will, in ExxonMobil's sole discretion, be at the new price.