



Castrol WD Communications

January 19th, 2021

Castrol Automotive & Heavy Duty Pricing Announcement

Dear Valued Customer,

BP Lubricants USA Inc. is committed to providing you with industry leading products, services, and expertise you need.

Effective February 22, 2021, certain Castrol and BP branded passenger car, commercial and synthetic finished lubricants will have a price increase of up to 15%. These pricing adjustments are primarily attributable to rising costs of base oils and other fluid based raw materials that occurred in 2020.

TES 295, 668, Radicool and BMW products are excluded from this pricing action.

Please note the following:

- All orders received after February 19, 2021 will be invoiced at the new price. Orders must be received by BP Lubricants USA Inc. by 5 pm central time on February 19, 2021 in order to receive the pre-increase price and will be shipped within the standard lead time.
- A detailed price list by product will be published and communicated in the coming weeks.
- We will allow a pre-buy up to 105% of your normal volume purchases for these impacted products through February 19, 2021. Those that exceed the 105%

threshold will be invoiced at the new prices. The 105% will be based on your average monthly purchases during July-December 2020.

- TES 295, TES 668 and BMW products will not count against the 105% allocation.
- All other terms and conditions remain unchanged.

As always, we sincerely appreciate and value your business. Should you have any questions, I encourage you to contact your Castrol Distributor Business Manager.

Thank you for your continued support.

Best Regards,

A handwritten signature in cursive script, reading "Andrew Della Bella".

Andrew Della Bella
PCO & HD US Distributor Sales Director