



Castrol WD Communications

February 12, 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 April 1, 2021, certain Castrol and BP branded passenger car, commercial and synthetic finished lubricants will have a price increase of up to 12%. These pricing adjustments are primarily attributable to rising costs of base oils, additives and packaging that occurred in January 2021.

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

Please note the following:

- All orders received after March 31, 2021 will be invoiced at the new price. Orders must be received by BP Lubricants USA Inc. by 5 pm CST on March 31, 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 on all orders received after 5pm CST February 19, 2021 through March 31, 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. 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 black ink, reading "Andrew Della Bella".

Andrew Della Bella

PCO & HD US Distributor Sales Director