



Shell Aviation  
Shell Centre  
London  
SE1 7NA  
United Kingdom

16<sup>th</sup> Nov 2021

**RE: AEROSHELL PRODUCT RANGE PRICE INCREASE EFFECTIVE DATE 15<sup>th</sup> OF DECEMBER 2021**

Dear Valued Customer,

Effective 15<sup>th</sup> Dec 2021, Shell Aviation will be implementing price increases across its AeroShell product range. This increase is being initiated in response to increases in costs across Base Oils, Additives, Packaging and Logistics. We have absorbed much of these increases for the last several months.

The price increase will be applied to most product families and will be discussed with you via your Distributor Account Manager, from whom you will receive a full list of affected products and their revised prices.

In order to fulfil the critical operations of our customers and ensure equal supply opportunity across our customer base, Shell Aviation Lubricants reserves the right to cancel any orders exceeding 110% of the customer's monthly average over the last 12 months. This applies to orders placed from 15<sup>th</sup> November 2021 up to the date of the increase. Please note:

- Orders received after the standard local order cutoff time on 15<sup>th</sup> Dec 2021 will receive the new pricing.
- Orders must be for standard shipment or pickup. The requested delivery date cannot exceed the normal lead-time for any item on the order.

Thanks for your loyalty to our AeroShell brand and commitments to grow market share.

Yours faithfully,

**Saskia Boeve**  
General Manager Shell Aviation Lubricants