



November 17, 2021

Dear Phillips 66[®] Lubricants Marketer,

This letter is to advise you that Phillips 66 Lubricants will raise finished lubricants prices up to 15% with an effective date of December 20, 2021. Pricing will be evaluated on a product-by-product basis and individual products may fall outside of the price increase amount. This increase is being driven by recent increases in raw material and transportation costs that have occurred despite our best efforts to limit their impact on our product manufacturing.

We realize this price increase impacts both you and your customers. The advance notice provided is intended to allow reasonable time for you to communicate, as needed, to your customers. Segment-specific price increases will be provided by December 6, 2021. New customer-specific prices and list prices incorporating this increase will be available for download on Lubestream shortly thereafter.

We expect increased demand prior to the price change. To ensure a fair order fulfillment process, we will limit the volume Marketers can purchase to 100% of their monthly base volume from November 17, 2021 to December 19, 2021. Individual base volumes will be based on the average monthly volume purchased during the period of November 2020 through October 2021 with some pre-identified products not included in the base volume calculations. Please note that we will not provide additional shifts or load slots beyond our normal scheduling and business hours. Since load slots are limited, we encourage Marketers to place orders as soon as possible and keep changes to a minimum. New pricing will apply to all products shipped on or after December 20, 2021. If you have any questions about your base volume, please contact your Account Manager.

Also, in order to fairly meet the needs of all customers, we ask that Marketers place orders consistent with the historical needs of their customers. **Phillips 66 Lubricants reserves the right to limit purchases of any product if deemed to be excessive.**

Phillips 66 Lubricants remains committed to providing our customers with high quality products at competitive prices. As always, we thank you for your continued business, support and understanding.

Sincerely,

A handwritten signature in black ink, appearing to read "Dirk Macfarlane". The signature is fluid and cursive, with a long horizontal stroke at the end.

Dirk Macfarlane
Manager, Finished Lubricants