



**CONFIDENTIAL\***

February 7, 2022

Dear Valued ExxonMobil Distributor,

The market dynamics have been evolving - driven by continued global and regional imbalances in the supply and demand of raw materials. Additionally, capacity and availability remain limited due to production challenges.

These market conditions have resulted in further increases in costs for raw materials, transportation and manufacturing. As a result ExxonMobil will be implementing a finished lubricant price increase of up to 15% effective March 16, 2022. 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, as needed.

Your ExxonMobil representative will be in contact with details on your specific account pricing which may include reductions of specific allowances in place.

As always 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 Sales Manager  
Attorney-in-Fact for ExxonMobil Oil Corporation