



CONFIDENTIAL*

March 14th, 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 for lubricant production. In addition, significant inflationary pressures and capacity challenges have caused increased costs of transportation and production across all levels of the supply chain.

These market conditions have resulted in further increases in costs for additives, basestocks, transportation and manufacturing. As a result ExxonMobil will be implementing a finished lubricant price increase of up to 25% effective April 15, 2022. Different price treatment may apply to select products.

There is expectation that the market dynamics currently supporting increased raw material costs and inflationary pressures will continue.

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", written over a horizontal line.

Nathaniel V. Hedman

NA MBU Sales Manager
Attorney-in-Fact for ExxonMobil Oil Corporation