



Shell Aviation
Shell Centre
London SE1 7NA
United Kingdom

1st July 2022

RE: AEROSHELL PRODUCT RANGE PRICE INCREASE EFFECTIVE DATE 1st OF AUGUST 2022

Dear Valued Customer,

Effective 1st Aug 2022, 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 1st July 2022 up to the date of the increase. Please note:

- Orders received after the standard local order cutoff time on 1st August 2022 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