



**CONFIDENTIAL\***

September 26, 2023

Dear Valued ExxonMobil Distributor,

ExxonMobil continues to actively monitor the finished lubricants industry and are aware of recent changes to market conditions. While not guaranteed, we anticipate finished lubricant market factors will experience upward pressure for the foreseeable future. ExxonMobil has and will continue to monitor and evaluate market conditions and respond in a way that is deliberate and responsible to the markets in which we operate.

ExxonMobil will be implementing pricing increases of up to 10% beginning on November 1, 2023. Magnitude of adjustments will vary across products and regions.

Your ExxonMobil representative will be in contact with more details, but should you have any questions in the meantime, please do not hesitate to reach out to your representative.

We encourage you to place orders consistent with historical order patterns. ExxonMobil continues to reserve the right to limit orders of individual products, as needed.

As always, we value your business and thank you for your continued loyalty.

Sincerely,

A handwritten signature in blue ink, appearing to read "W Scott Howard".

Scott Howard

Director North American Lubricants  
Attorney-in-Fact for ExxonMobil Oil Corporation