

ExxonMobil Asia Pacific Pte. Ltd.
1 HarbourFront Place
#06-00 HarbourFront Tower One
Singapore 098633



25 March 2021

Equator Co., Ltd.
146 Khanh Hoi Street, Ward 6,
District 4, Ho Chi Minh City, Viet Nam

Dear Sir

UPDATE TO LUBRICANTS PRICE LIST (Effective from April 15, 2021)

2020 has been an unprecedented year for all of us, and the global impact of the COVID-19 pandemic continues to persist today.

After much consideration, we regret to inform that ExxonMobil Asia Pacific Pte Ltd (EMAPPL) will be increasing the prices of selected lubricant products by 8 - 12%, effective from **April 15, 2021** ("**Price Change Effective Date**").

Prior to the Price Change Effective Date, you may optimally manage your inventory by putting in place pre-lifting controls by setting order limits (volume). However, we shall limit order volumes to 120% of your normal monthly average volume.

We thank you for your understanding and support during these challenging times, and would like to assure you of our continuing commitment to provide your organization with outstanding lubricant products and services.

Please continue to engage your designated account manager should you need any clarifications.

Yours sincerely,

A handwritten signature in blue ink that reads "Damien".

Damien de Souza
Distributor Business Manager
South AP Inland Coastal Marine
ExxonMobil Asia Pacific Pte Ltd