# Castrol EDGE Euro Car going Forward - Less is More!

Efficient Product Range, Comprehensive European Car Parc Coverage



# European market

## **OPPORTUNITY**

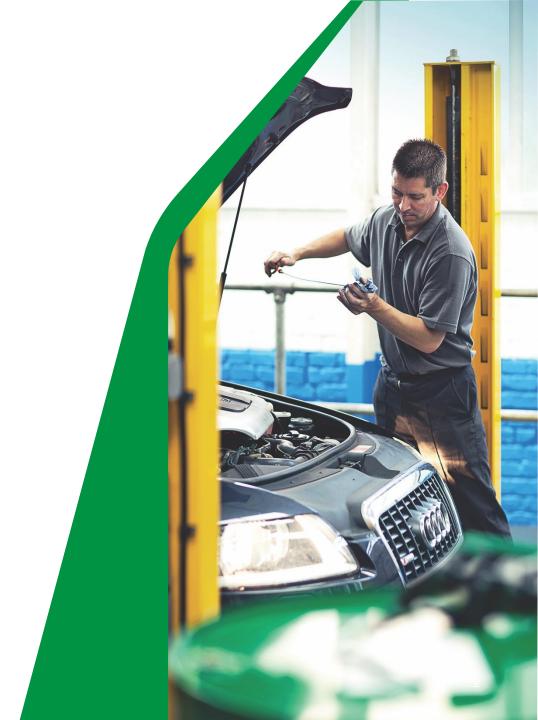
- 22.1M registered Euro vehicles
- 165M total liters / \$245M GM
- Euro lubricant market is all premium and driven by OEM spec
- Well aligned with EDGE targeting

### **PRIMARY SEGMENT**

Import Repair Shops
30K shops/2K L/per 60M liters total

# SECONDARY SEGMENT

**DIY Retailers** - EDGE Euro 5W-40, 5W-30, 0W-30



# Why Castrol EDGE Euro? 3 Key RTB's

The #1 brand among European auto technicians

**Mechanics advocacy** 

1



**Rich history with Euro OEMs** 

2

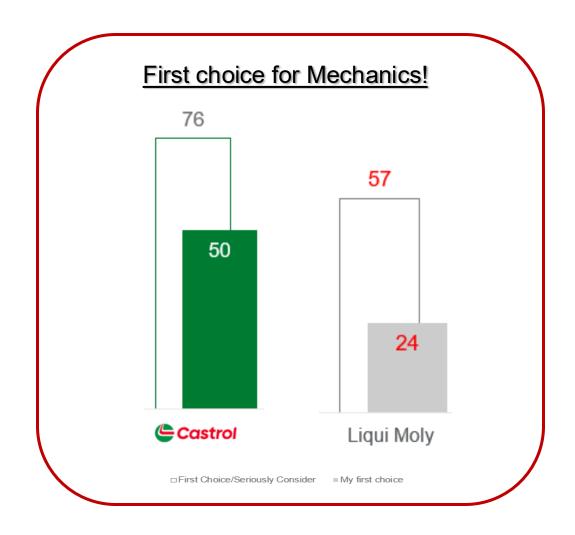


**Technical superiority** 

3



# Castrol is the #1 Brand among German Mechanics





Source: KANTAR Brand Health Report, 2023 (Germany)



# Almost half of the Euro Cars on the road in the US bear the OEM recommendation for Castrol on the oil cap

















| Partnership   | 2002 to<br>Present | 2002 to<br>Present | 2002 to<br>Present | 2020 – Present<br>2012 – 2017<br>2001-2004 | 2020 - Present<br>2012 - 2017<br>2001-2004 | 2025<br>2004 – 2020    | 2025<br>2004 – 2020    |
|---------------|--------------------|--------------------|--------------------|--|--|------------------------|------------------------|
| Factory Fill  | $\checkmark$       | <b>√</b>           | $\checkmark$       |  |  |                        |                        |
| Aftersales    | <b>√</b>           | <b>√</b>           | <b>√</b>           | GO produced by Castrol                     | GO produced by Castrol                     | GO produced by Castrol | GO produced by Castrol |
| Owners Manual | $\checkmark$       | $\checkmark$       | <b>✓</b>           | GO produced by Castrol                     | GO produced by Castrol                     | GO produced by Castrol | GO produced by Castrol |
|               |                    |                    |                    |  |  |                        |                        |













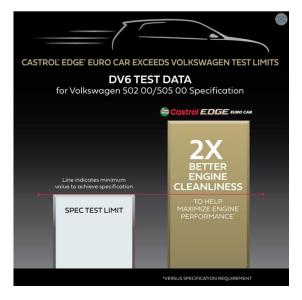




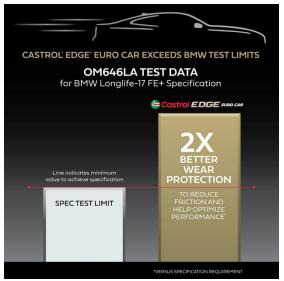


# **EDGE Euro Car exceeds test limits**

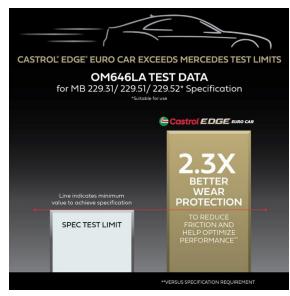




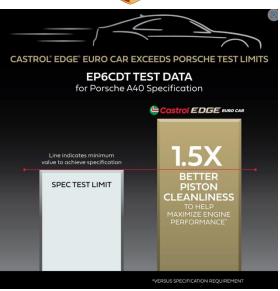












EDGE Euro 5W-40 A3/B4

Spec: 502 00/ 505 00

**EDGE Euro 0W-20 M** 

Spec: BMW LL 17 FE+

**EDGE Euro 0W-30 LL** 

Spec: MB 229.31/ 229.52/ 229.52

EDGE Euro 0W-40 A3/B4

**Spec: Porsche A40** 

https://www.castrol.com/en\_us/united-states/home/products/our-brands/automotive/castrol-edge-oils/castrol-edge-euro.html



# Portfolio News!

- ✓ NEW Hero Product
- ✓ NEW Pack Sizes
- ✓ MORE spec coverage
- ✓ UPDATED Labels/PDS docs



# Castrol EDGE Euro Car portfolio







# **EDGE Euro Car Transition Phases**

COMPLETED)

Phase 1 – Label and PDS updade only







0W- 20 TD

5W-40 A/3/B4

Phase 2 – New Product + transition of existing products



0W-20 M

Phase 3 – Labels and PDS updates + transition of existing products







5W-30 K

0W-30 LL

5W-40 M



Note: Retail will be following a different timing

# Castrol EDGE Euro Car 0W-20 M

### Pioneering technology

### **PRODUCT FEATURES**

World-class next-generation low viscosity multi application fluid with a unique specification profile

- Combining 4 approvals: approved for use in vehicles from leading manufacturers i.e. BMW, Mercedes-Benz, Volkswagen and Porsche.
- Replacing 3 products: EDGE 0W-20 LL IV, EDGE 0W-20 17 FE, EDGE 0W-20 V
- Add efficiency to the Euro Line and drive difference to the Workshop
- **2.2X better** engine cleanliness to help maximize engine performance as measured by the PV1481 Test
- **2.5X better** wear protection to reduce friction and optimize performance as measured by the OM646 LA Test
- **1.7X better** viscosity control to help engines run better for longer as measured by the OM646 LA Test

| SKU    | DESCRIPTION           | SIZE                  |
|--------|-----------------------|-----------------------|
| 16107C | EDGE Euro Car 0W-20 M | 260G U6/Tote          |
| 16107D | EDGE Euro Car 0W-20 M | 3X5US qt UC/ Quart    |
| 16107E | EDGE Euro Car 0W-20 M | 55G U6/Drum           |
| 16107F | EDGE Euro Car 0W-20 M | 6X1 US quart UC/Quart |
| 1610CD | EDGE Euro Car 0W-20 M | 5G ePODS US           |
| 2183AF | EDGE Euro Car 0W-20 M | Bulk                  |



# EDGE Euro Car 0W-20 M Superior Performance!





### **PV 1481 TEST**

for VW 508 00/509 00 Specification

2.2X
BETTER ENGINE
CLEANLINESS

SPEC TEST LIMIT

TO HELP MAXIMIZE ENGINE PERFORMANCE\*



#### 2.2X BETTER

engine cleanliness to help maximize engine performance



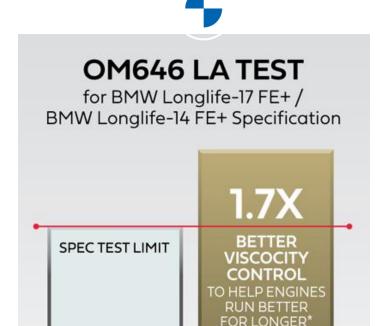


HELP OPTIMIZE

PERFORMANCE'

### 2.5X BETTER

wear protection to reduce friction and optimize performance



#### 1.7 BETTER

viscosity control to help engines run better for longer



# EDGE Euro Car 0W-20 M – Combination of multiple specs into one product (VW, BMW, MB, Porsche and Volvo)

**EXISTING FUTURE** 









VCC RBS0-2AE

**0W-20 LL IV** 

ACEA C5

✓ Porsche C20

VW 508 00/ VW 509 00

WSS-M2C956-A1

0W-20 LL 17 FE+

ACEA C5

✓ API SP

BMW Longlife-17 FE+



BMW, ALIDI, VIW, PORSCHE, MERCEDES-BENZES VOLVO M

Castrol

NEW

0W-20 M



# EDGE Euro Car 0W-20 M Timing

| New SKU Code | New Description       | Pack Size    | Bottle/Container<br>UPCA/EAN | Carton UPCA | Carton SCC  | Expected<br>Launching Date |
|--------------|-----------------------|--------------|------------------------------|-------------|-------------|----------------------------|
| 16107C       | EDGE Euro Car 0W-20 M | 260G /Tote   | 79191225325                  | NA          | NA          | Mid April                  |
| 16107D       | EDGE Euro Car 0W-20 M | 3X5US /Quart | 79191225028                  | 79191225035 | 79191225035 | Mid May                    |
| 16107E       | EDGE Euro Car 0W-20 M | 55G /Drum    | 79191225301                  | NA          | NA          | Мау                        |
| 16107F       | EDGE Euro Car 0W-20 M | 6X1 /Quart   | 79191225042                  | 79191225059 | 79191225059 | Mid May                    |
| 1610CD       | EDGE Euro Car 0W-20 M | 5G ePODS     | 79191225127                  | 79191225127 | 79191225127 | June                       |
| 2183AF       | EDGE Euro Car 0W-20 M | Bulk         | NA                           | NA          | NA          | Mid April                  |

# **Transition SKUs**

| SKU    | Description                     | New SKU Code | New Description                  | Pack Size |
|--------|---------------------------------|--------------|----------------------------------|-----------|
| 15DA5F | EDGE 0W-20 LL IV, 260G U6       | 16107C       | EDGE Euro Car 0W-20 M, 260G U6   | Tote      |
| 1606CE | EDGE 0W-20 LL IV, 3X5 QT U6     | 16107D       | EDGE Euro Car 0W-20 M, 3X5 QT U6 | Jugs      |
| 15DA5E | EDGE 0W-20 LL IV, 55G U6        | 16107E       | EDGE Euro Car 0W-20 M, 55G U6    | Drum      |
| 15DA5D | EDGE 0W-20 LL IV, 6X1USqt UC    | 16107F       | EDGE Euro Car 0W-20 M, 6X1 QT UC | Quart     |
| 2180AE | EDGE 0W-20 LL IV, Bulk          | 2183AF       | EDGE Euro Car 0W-20 M, BULK      | Bulk      |
| 15E71E | EDGE 0W-20 LL-17 FE+, 260 GA U6 | 16107C       | EDGE Euro Car 0W-20 M, 260G U6   | Tote      |
| 15E71C | EDGE 0W-20 LL-17 FE+, 3X5 QT UC | 16107D       | EDGE Euro Car 0W-20 M, 3X5 QT U6 | Jugs      |
| 15E71F | EDGE 0W-20 LL-17 FE+, 55 GA U6  | 16107E       | EDGE Euro Car 0W-20 M, 55G U6    | Drum      |
| 15E71D | EDGE 0W-20 LL-17 FE+, 6X1 QT U1 | 16107F       | EDGE Euro Car 0W-20 M, 6X1 QT UC | Quart     |
|        |                                 | 1610CD       | EDGE Euro Car 0W-20 M, 5G        | ePODS     |
| 15E6EF | EDGE 0W-20 V, 6X1QT UC          | 16107F       | EDGE Euro Car 0W-20 M, 6X1 QT UC | Quart     |



# Castrol EDGE Euro Car Turbo Diesel 0W-20 Label and PDS update – new specs!

### PRODUCT FEATURES

Castrol EDGE Euro Car Turbo Diesel 0W-20 is an advanced full synthetic for automotive gasoline and diesel vehicles.

- GM has transitioned the dexos2 (diesel) specification to dexos D. This spec will impact light duty GM diesel vehicles that require a 0W-20 grade (Chevy Silverado, GMC Forum, etc.).
- This is the **first dexos D** licensed fluid in the Castrol range.
- This product will be updated with GF-7
- Cover JLR 03.5006, MB 229.71 and Volvo RBS0-2AE
- GM, Chrysler, Fiat, MB, JLR and Volvo

4X BETTER wear protection to reduce friction and optimize performance as measured by the OM646LA test

**1.4X BETTER** fuel economy to help maintain engine power longer as measured by the C200K, C250CDI tests.

| SKU    | DESCRIPTION             | SIZE               |  |
|--------|-------------------------|--------------------|--|
| 15FE77 | EDGE Turbo Diesel 0W-20 | 260G U6/Tote       |  |
| 15FE78 | EDGE Turbo Diesel 0W-20 | 55G U6/Drum        |  |
| 15F215 | EDGE Turbo Diesel 0W-20 | 6X1 US qt UC/Quart |  |



# Products: EDGE 5W-40 A3/B4 and 5W-40 M will receive new specs (label and PDS) Consolidation of 3 products into 2. EDGE 5W-40 TD to be deleted

<u>EXISTING</u> <u>FUTURE</u>



**5W-40 Turbo Diesel** 

✓ ACEA C3

✓ API SN/CF

- 226.5 / 229.31 / 229.51
- √ 505 00 / 505 01
- ✓ WSS-M2C917-A
- ✓ Fiat 9.55535-S2
- ✓ RN 0700/0710



5W-40 A3/B4

- ✓ ACEA A3/B4
- ✓ API SP
- ✓ BMW Longlife-01
- ✓ MB-Approval 229.5
- ✓ MB 229.3/ 226.5 SFU
- ✓ VW 502 00 / 505 00
- ✓ Porsche A40
- ✓ RN 0700/0710
- ✓ MS 12991



5W-40 M

- ✓ ACEA C3
- ✓ API SN
- ✓ BMW Longlife-04
- ✓ VW 511 00
- ✓ Porsche C40
- ✓ Meets Fiat 9.55535-S2



5W-40 A3/B4



5W-40 M



# Castrol EDGE Euro Car 5W-40 A3/B4

### Label and PDS update — new specs!

### PRODUCT FEATURES

Castrol EDGE Euro Car 5W-40 A3/B4 is an advanced full synthetic designed for automotive gasoline and diesel vehicles.

- ▶ 5W-40 is very material for VW and Audi (VW 502 00/ 505 00)
  - **2X BETTER** engine cleanliness to help maximize engine performance as measured by the DV6 test.
  - **1.2X BETTER** viscosity control to help engines run better for longer as measured by the DV6 test.
- Partnership with VW and Audi on the Genuine oil
- BMW, MB, Audi, Volkswagen, Porsche, Renault, Chrysler and Fiat

| SKU    | DESCRIPTION      | SIZE                  |
|--------|------------------|-----------------------|
| 15D938 | EDGE 5W-40 A3/B4 | 260G U6/Tote          |
| 15D934 | EDGE 5W-40 A3/B4 | 3X5 US quart UM/Jug   |
| 15D936 | EDGE 5W-40 A3/B4 | 55G U6/Drum           |
| 15D939 | EDGE 5W-40 A3/B4 | 5G ePODS US           |
| 15D937 | EDGE 5W-40 A3/B4 | 6G E-Pack UC          |
| 217AB0 | EDGE 5W-40 A3/B4 | Bulk                  |
| 15D932 | EDGE 5W-40 A3/B4 | 6X1 US quart UC/Quart |



# Castrol EDGE Euro EDGE 5W-40 M

## Label and PDS update – new specs!

### PRODUCT FEATURES

Castrol EDGE Euro Car 5W-40 M is an advanced full synthetic for automotive diesel and gasoline engines.

- Cars from 2019 with Gasoline/light diesel engines.
- Porsche C40 and VW 511 ( newest specs)
- **1.5X BETTER** piston cleanliness to help maximize engine performance as measured by the OM646LA and EP6CDT test.
- 1.5X BETTER viscosity control to help engines run better for longer as measured by the DV6 Test
- **1.2X BETTER** wear protection to reduce friction and help optimize performance as measured by the OM646LA
- Partnership with VW and Audi on the Genuine oil
- Porsche, VW, BMW, MB, Fiat

| SKU    | DESCRIPTION  | SIZE             |  |  |
|--------|--------------|------------------|--|--|
| 16008D | EDGE 5W-40 M | 1 X 208 LT/ Drum |  |  |

Approved specifications:
ACEA C3
API SN
BMW Longlife-04
Meets Fiat 9.55535-S2
Porsche C40
VW 511 00
Recommended
specifications:
API CF
VW 505 01
Ford MSC917-A
MB 226.5/ 229.31/229.51/



# Products: EDGE 5W-30 K update with new specifications (label and PDS) Consolidation of 2 products into 1. EDGE 5W-30 A3/B4 to be deleted

EXISTING FUTURE (April 2025)



5W-30 A3/B4

- ✓ ACEA A3/B4
- ✓ API SL
- ✓ BMW Longlife-01
- ✓ MB-Approval 229.5
- ✓ VW 502 00 / 505 00



5W-30 K

- ✓ ACEA C3
- ✓ API SP
- ✓ BMW Longlife-04
- ✓ MB-Approval 229.51/ 229.52
- ✓ 229.31 SFU
- √ VW 504 00 / 507 00
- √ VW 505 00 SFU/ 505 01 SFU
- ✓ Porsche C30
- ✓ Renault RN 0700 / RN 0710



5W-30 K



# Castrol EDGE Euro Car 5W-30 K

# Label and PDS update – new specs!

### PRODUCT FEATURES

Castrol EDGE Euro Car 5W-30 K is an advanced full synthetic for automotive gasoline and diesel vehicles.

- Fluid that combines critical specs into one product. Improves efficiency at the shop
- Replaced 3 fluids: EDGE 5W-30 C3, EDGE 5W-30 LL, EDGE 5W-30 M -
- Cover ACEA A3/B4

**3X BETTER** wear protection to reduce friction and help optimize performance as measured by the OM646LA.

- **1.9X BETTER** engine cleanliness to help maximize engine performance as measured by the OM646LA.
- BMW, MB, Audi, Volkswagen, Porsche and Renault

| SKU    | DESCRIPTION  | SIZE                  |
|--------|--------------|-----------------------|
| 15E892 | EDGE 5W-30 K | 6X1 US quart UC/Quart |
| 15E891 | EDGE 5W-30 K | 3X5 US quart UC/Jug   |
| 15E895 | EDGE 5W-30 K | 5G ePODS US           |
| 15E894 | EDGE 5W-30 K | 55G U6/Drum           |
| 15E893 | EDGE 5W-30 K | 260G U6/Tote          |
| 217FF9 | EDGE 5W-30 K | Bulk                  |



# Products: EDGE 0W-30 LL update with new specifications (label and PDS) Consolidation of 2 products into 1. EDGE 0W-30 A3/B4 to be deleted

EXISTING FUTURE



0W-30 A3/B4

- ✓ ACEA A3/B4
- ✓ API SL
- ✓ BMW Longlife-01
- ✓ MB-Approval 229.5
- ✓ VW 502 00 / 505 00
- Renault RN 0700 / RN 0710
- ✓ BMW Longlife-01 FE SFU
- ✓ MB 229.3



0W-30 LL

- ✓ ACEA C3
- ✓ BMW Longlife-04
- ✓ MB-Approval 229.51/ 229.31
- ✓ VW 504 00 / 507 00
- ✓ Porsche C30



0W-30 LL



# Castrol EDGE Euro Car **0W-30** LL Label and PDS update – new specs!

### **PRODUCT FEATURES**

Castrol EDGE Euro Car 0W-30 LL is an advanced full synthetic for automotive gasoline and diesel vehicles.

- Very Material to Mercedes and BMW.
- 8.7X BETTER viscosity control to help engines run better for longer performance as measured by the DV6 Test
- **2.3X BETTER** wear protection to reduce friction and help optimize performance as measured by the OM646LA.
- 2.2X BETTER engine cleanliness to help maximize engine performance as measured by the OM646LA Bio test
- Recommended for ACEA A3/B4.
- More European OEMs will request using a 0Ws grade in their new cars.
- BMW, Porsche, Mercedes-Benz, Audi, Volkswagen, Volvo, Chrysler

| SKU    | DESCRIPTION   | SIZE                  |
|--------|---------------|-----------------------|
| 15DAA8 | EDGE 0W-30 LL | 260G U6/Tote          |
| 15DAA7 | EDGE 0W-30 LL | 55G U6/Drum           |
| 16108A | EDGE 0W-30 LL | 3X5USqt UM/Jug        |
| 15DAA6 | EDGE 0W-30 LL | 6X1 US quart UC/Quart |
| 1606CB | EDGE 0W-30 LL | 5G U6/ ePOD           |
| 2180B0 | EDGE 0W-30 LL | Bulk                  |



# Castrol EDGE Euro Car 0W-40 A3/B4

### PRODUCT FEATURES

Castrol EDGE Euro Car 0W-40 A3/B4 is an advanced full synthetic for automotive gasoline and diesel vehicles.

- ► EDGE Euro Car 0W-40 A3/B4 replaced EDGE 0W-40 PA
- 0W-40 viscosity is very material for Porsche
- **1.5X BETTER** viscosity control to help engines run better for longer as measured by DV6 test
- **1.5X BETTER** piston cleanliness to help maximize engine performance As measured in EP6CDT test.
- Audi, Volkswagen, BMW, Mercedes-Benz and Porsche

| SKU    | DESCRIPTION      | SIZE             |
|--------|------------------|------------------|
| 15B5FC | EDGE 0W-40 A3/B4 | 3X5USqt UM/Jug   |
| 1544B8 | EDGE 0W-40 A3/B4 | 55G U6/Drum      |
| 15BA87 | EDGE 0W-40 A3/B4 | 5G ePODS US      |
| 15D1D8 | EDGE 0W-40 A3/B4 | 6X1 US quarts UM |
| 217A7C | EDGE 0W-40 A3/B4 | Bulk             |

Approved specifications: ACEA A3/B4 **API SP** BMW Longlife-01 MB 229.5 Porsche A40 RN 0700 / RN 0710 VW 502 00/505 00 WSS-M2C937-A Recommended Spec: MS-12633 MS-A0921 MB 229.3 Castrol DI, BMW, VW, PORSCHE SAFOW-40 A3/B4

# Castrol EDGE Euro EDGE 10W-60

### PRODUCT FEATURES

Castrol EDGE Euro Car 10W-60 is an advanced full synthetic for vehicles where the manufacturer recommends an ACEAA3/B4, 10W-60 lubricant including Aston Martin V8 Vantage S, Ferrari F12 Berlinetta, Ferrari FF

- Approved for use where the manufacturer requires a VW 501 00 / 505 00 approved product including Audi R8 V10 GT, Bugatti Chiron, Bugatti Veyron
- Approved for use in Koenigsegg engines
- Approved for BMW M-Models
- BMW, Audi and, Volkswagen

**2X BETTER** wear protection to reduce friction and optimize performance as measured by OM646LA test

**6X BETTER** viscosity control to help engines run better for longer as measured in TU5JP-L4 test

| SKU |        | DESCRIPTION | SIZE            |
|-----|--------|-------------|-----------------|
|     | 15E99B | EDGE 10W-60 | 6X1 US quart U6 |
|     | 1607FC | EDGE 10W-60 | 3X5 jug         |

ACEA A3/B4
BMW M-Series
API SN/CF
VW 501 01/505 00



# Edge Euro – Simplified Portfolio – Less products, Same spec coverage











0W-20 M





0W-40 A3/B4

10W-60



0W- 20 TD







# JLR Specifications coverage with EDGE Pro SKUS

Cover the JLR Specs with EDGE Professional SKUs in the Aftermarket where we don't have EDGE











| Products:               | EDGE Pro EC 0W-20  | EDGE Pro A5   | EDGE Pro C1  | EDGE Pro 0W-30 E  | EDGE TD 0W-20   |
|-------------------------|--|---|--|---|---|
| Specs:                  | STJLR.51.5122  | STJLR.03.5003   | STJLR.03.5005  | STJLR.03.5007   | STJLR.03.5006   |
| SKUs:                   | 15DA2C – 6x1Qt<br>15DA2B – 55G Drum  | 15C894 – 6X1 Qt<br>15948B – 55G Drum  | 15F813 – 12X1 Lt   | 15F6AD- 12x1 Lt   | 15FE77 - 260G Tote<br>15FE78 - 55G Drum<br>15F215 - 6X1 Qt  |
| Additional information: | Spec used in the 2015<br>onward Jaguar 5.0L V8<br>and 3.0 Liter V6 gasoline<br>engines | Spec for: 4.2L and 4.4L V8 gasoline engines up to 2009. 3.2 liter V6 gasoline engines up to 2012, and the 2.0 liter turbocharged gasoline engines up to 2017. | Currently in the USA the Jaguar STJLR.03.5005 oil specification is only used in the Jaguar models equipped with the 3.0L V6 diesel engine. | Spec only used in the<br>Jaguar models equipped<br>with the 2.0 liter diesel<br>engine. | Spec for use in 2018<br>onward with Jaguar 5.0L<br>V8 and 3.0L V6 gasoline<br>engines. Also for use in<br>the 2018 onward Jaguar<br>2.0 liter turbocharged<br>gasoline engines. |

# Products: EDGE 5W-30 C1 to be deleted. JLR Spec will be covered with EDGE Professional C1

EXISTING FUTURE (March 2025)



EDGE 5W-30 C1 STJLR.03.5005 ACEA C1



EDGE Professional C1 STJLR.03.5005 ACEA C1



# Sales support Euro Welcome Branding kit Q2 2025

#### **Branding Welcome kit**

- ✓ Bay banner 96" x 36".
- ✓ Poster 18" x 24".
- ✓ Workshop flag 5' wide x 3' high.
- ✓ Metal sign 48" x 48".
- ✓ Counter mat 18" x 12".
- ✓ EDGE Spec brochure 3 pages, 8.5" x 11" each.
- ✓ Perforated window decal 24" x 36".
- ✓ EDGE Spec poster 36" x 24".
- ✓ EDGE hat



#### Workshop Flags



#### Counter Mat



#### Spec poster

| specincosyno                       | muscoec o  | 211 mont co. |         | the demo                                   | inding rec | quirements of high perf  | printance | European and us us  | Print.                    |  |                              |              |                   |              |
|------------------------------------|------------|--------------|---------|--|------------|--|-----------|---|---------------------------|--|------------------------------|--------------|-------------------|--------------|
| 8366 PRODUCT                       | V900971    | MARINE       | ACRA    | and.                                       |            | FORE   | HENER     | PAT/SARRS.ER  | MACRIES                   | AID/W  | . Deltar.                    | <b>PORCH</b> | OTHER CORPS       | F40          |
| District Seasons                   | - Deck     | 39554        | -       | _  |            | The second second  |           |   | _                         |  | -                            | _            |                   | Made         |
| 04                                 | mix        | 39374        |         |  | destint.   | MILPERNAL/WIS-PROPERT<br>MILPERNAL/WIS-PROPERT   |           | 16-697  |                           |  |                              |              |                   |              |
| 848                                | 196.00     | 16014        |         |  |            | WILHOUGH / WIE POCKE IS<br>WILL PRODUCE.   |           | House   |                           |  |                              |              |                   | date being   |
| 104                                | 18-31      | 36664        |         |  | -          | MATHEMATAN MEMBERS   |           | 16.4307   |                           |  |                              |              |                   | Barton, Sa   |
| - ma                               | 196.03     | 9994         |         |  |            |  |           |   |                           |  |                              |              |                   | Great No.    |
| 200                                | 100-40     | 10           |         |  |            |  |           |   |                           |  |                              |              |                   | -            |
| 048                                | 19010      | 19           |         |  |            |  |           |   |                           |  |                              |              |                   | tion and     |
| 000                                | 100.00     | 3664         | CI, CK  |  | modified.  | WELFELD A / WELFELD WITH THE PROPERTY OF THE P |           | Parameter de centra de  | 28/7                      |  | MARKEN                       |              |                   | 654          |
| 000                                | 19630      | 9994         | 0       |  | metical.   | WELFELDER / WELFELDER ET   |           | History   |                           |  |                              |              |                   | Mah          |
| 648                                | 59/0       | BISP4        | 4986.53 |  | and led    | NEW YORK PROPERTY.   | MO-M      | H6-0987/16-0567   |                           |  |                              |              |                   | 64 (6, 70    |
| SIGN SQUARES                       | 96-20      | 9994         |         |  |            | 807000-1/80 HOW-8  |           | Hi-last   |                           |  |                              |              |                   | Mr.g. lo     |
| and spread                         | Stead      | 99574        |         |  |            | WILHOUGH / WILHOOM &   |           | HS-400F   |                           |  |                              |              |                   | balling (set |
| SEE SQUARES                        | 59-30      | 9994         |         |  |            | NEWSON / NEWSON B  |           | MI-UNIT   |                           |  |                              |              |                   | 304.5        |
| STORY SHARE                        | 199.00     | Myse-e       |         |  |            |  |           |   |                           |  |                              |              |                   | 669          |
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#### Poster



Euro metal Sign (>1000 gallons)





# **EDGE Euro Product Transition – Q&A**

### 1. What is changing in the EDGE Euro Car product lineup?

We are introducing **EDGE 0W-20 M**, a new product with new SKUs. Additionally, some existing products will be **deleted**, and others will under a **soft transitions** with label and PDS updates.

### 2. Which products will be deleted?

The following products will be phased out:

- •EDGE 5W-30 A3/B4
- •EDGE 5W-30 C1
- •EDGE 5W-40 Turbo Diesel
- •EDGE 0W-30 A3/B4
- •EDGE 0W-20 LL 17FE
- •EDGE 0W-20 V
- •EDGE 0W-20 LL IV

### 3. What should customers do if they were using a deleted product?

Customers will need to **migrate** to new or existing SKUs that best match their requirements. The transition will be managed based on stock depletion and production schedules.



# **EDGE Euro Product Transition – Q&A**

### 4. Are there any changes to existing products?

Yes, some products will receive **label and PDS updates**, but their SKU numbers will remain unchanged. These soft transitions will align with production timing. The updated products are:

- •EDGE 5W-30 K
- EDGE 0W-20 Turbo Diesel
- •EDGE 0W-30 LL
- •EDGE 5W-40 A3/B4
- •EDGE 5W-40 M

#### 5. What does "soft transition" mean?

A soft transition means that **only the labels and PDS will be updated**, with no changes to the SKU numbers. The new labels will appear gradually as updated stock is produced.

### 6. How will the transition be managed?

The transition from deleted products to their replacements will occur **as existing stock depletes** and updated labeled products are introduced. Some variations in availability may happen during this period.

