

PRODUCT SOLUTIONS REPORTING DISCLOSURE

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BAYTOWN

ExxonMobil



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UPDATED REPORTING DISCLOSURE

- Product Solutions consolidates the world's largest integrated chemicals, fuels, and lubricants company
- New business is focused on growing high-value products, improving competitiveness, and leading in sustainability
- Providing greater transparency with re-segmented financials across three reporting segments: Energy Products, Chemical Products, and Specialty Products
 - Annual capex as well as quarterly earnings and volumes provided for 2017 – 1Q2022
 - Split of United States versus non-U.S. included

ENERGY PRODUCTS



CHEMICAL PRODUCTS



SPECIALTY PRODUCTS



UPDATED REPORTING SEGMENTATION

Product Solutions business to be reported in 3 segments beginning with 2Q22 results

1 Q22 REPORTING SEGMENTS

UPSTREAM

DOWNSTREAM

CHEMICAL

CORPORATE & FINANCING

2 Q22 REPORTING SEGMENTS

UPSTREAM

ENERGY PRODUCTS

CHEMICAL PRODUCTS

SPECIALTY PRODUCTS

CORPORATE & FINANCING

PRODUCT SOLUTIONS

- No change to Upstream or Corporate and Financing reporting segments
- Results for Low Carbon Solutions continue to be distributed across all reported segments

PRODUCT SOLUTIONS AMPLIFIES ADVANTAGES

Evolving our model to strengthen competitiveness

PRIOR STRUCTURE

DOWNSTREAM

- Fuels
- Finished lubricants
- Basestocks and waxes

CHEMICAL

- Olefins
- Polyethylene
- Polypropylene
- Intermediates
- Synthetics
- Aromatics
- Catalysts and licensing
- Elastomers and resins

CURRENT STRUCTURE, EFFECTIVE APRIL 1

ENERGY PRODUCTS

- Fuels
- Aromatics
- Catalysts and licensing

CHEMICAL PRODUCTS

- Olefins
- Polyethylene
- Polypropylene
- Intermediates

SPECIALTY PRODUCTS

- Finished lubricants
- Basestocks and waxes
- Synthetics
- Elastomers and resins

PRODUCT SOLUTIONS MODELING GUIDANCE

- Energy Products earnings driven by fuels refining margins
 - Fuels > 95% of combined segment sales volume
 - Leveraging existing manufacturing footprint to develop biofuels
- Chemical Products earnings primarily driven by polyethylene and polypropylene value chains; contribution from Intermediates tends to be less cyclical
 - Demand growth for chemical performance products outpacing the category
- Specialty Products earnings are predominantly driven by finished lubricants and lubes basestocks
 - Diverse product mix with opportunity to grow higher-value products; top line driven by GDP growth