

Fourth quarter 2018 earnings call

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ExxonMobil



Cautionary statement

- Statements of future events or conditions in this presentation or the subsequent discussion period are forward-looking statements. Actual future results, including financial and operating performance; demand growth and mix; ExxonMobil's volume/production growth and mix; the amount and mix of capital expenditures; resource recoveries; production rates; rates of return; development costs; project plans, timing, costs, and capacities; drilling programs and efficiency improvements; product sales and mix; dividend and share purchase levels; cash and debt balances; corporate and financing expenses; and the impact of technology could differ materially due to a number of factors including global or regional changes in oil or gas prices, differentials, or other market or economic conditions affecting the oil, gas, and petrochemical industries and the demand for our products; reservoir performance; the outcome and timing of exploration and development projects; timely completion of construction projects; war and other political or security disturbances; changes in law or government operations or regulation, including trade, sanctions, tax and environmental regulations; the outcome of commercial negotiations; the impact of fiscal and commercial terms; opportunities for investments or divestments that may arise; the actions of competitors and customers; the outcome of future research efforts; unexpected technological developments; unforeseen technical difficulties; and other factors discussed here and under the heading "Factors Affecting Future Results" in the Investors section of our web site at exxonmobil.com. Any forward-looking statements regarding future earnings, cash flows, returns, volumes, new projects, or market strategies are as of the March 7, 2018 Analyst Meeting except as specifically updated on this webcast. All forward-looking statements are based on management's knowledge and reasonable expectations and we assume no duty to update these statements as of any future date.
- Forward-looking statements in this release regarding future earnings, cash flows, returns, volumes, new projects, market strategies, or key milestones refer to plans outlined at ExxonMobil's Analyst Meeting held on March 7, 2018, except for our first quarter outlook on page 14 and 2019 perspectives on page 23. The growth figures presented at that meeting are not forecasts of actual future results but were intended to help quantify future potential and goals of management plans and initiatives. See the complete March 7, 2018 presentation available in archive form (including the Cautionary Statement and Supplemental Information included with that presentation) on the Investors page of our website at www.exxonmobil.com for more detailed information. That material includes a description of the assumptions underlying these potential growth estimates including a flat real oil price of \$60 Brent per barrel (which is not intended to be a forecast of future prices), downstream and chemical margins consistent with 2017 levels, and future gas prices consistent with our internal company plans, as well as a reconciliation of adjusted 2017 earnings used as a baseline.

Developments since third quarter 2018

Upstream

- Brent and WTI decreased by \$7.51 and \$10.62, respectively
- Global gas realizations increased by \$1.05; Henry Hub up \$0.74
- Continued production growth in Permian; up 12% relative to third quarter, 93% versus 4Q17
- Made 10th discovery in Guyana; resource estimate increased to greater than 5 BOEB
- Secured offtake commitments for Rovuma LNG project in Mozambique; FID on track

Downstream

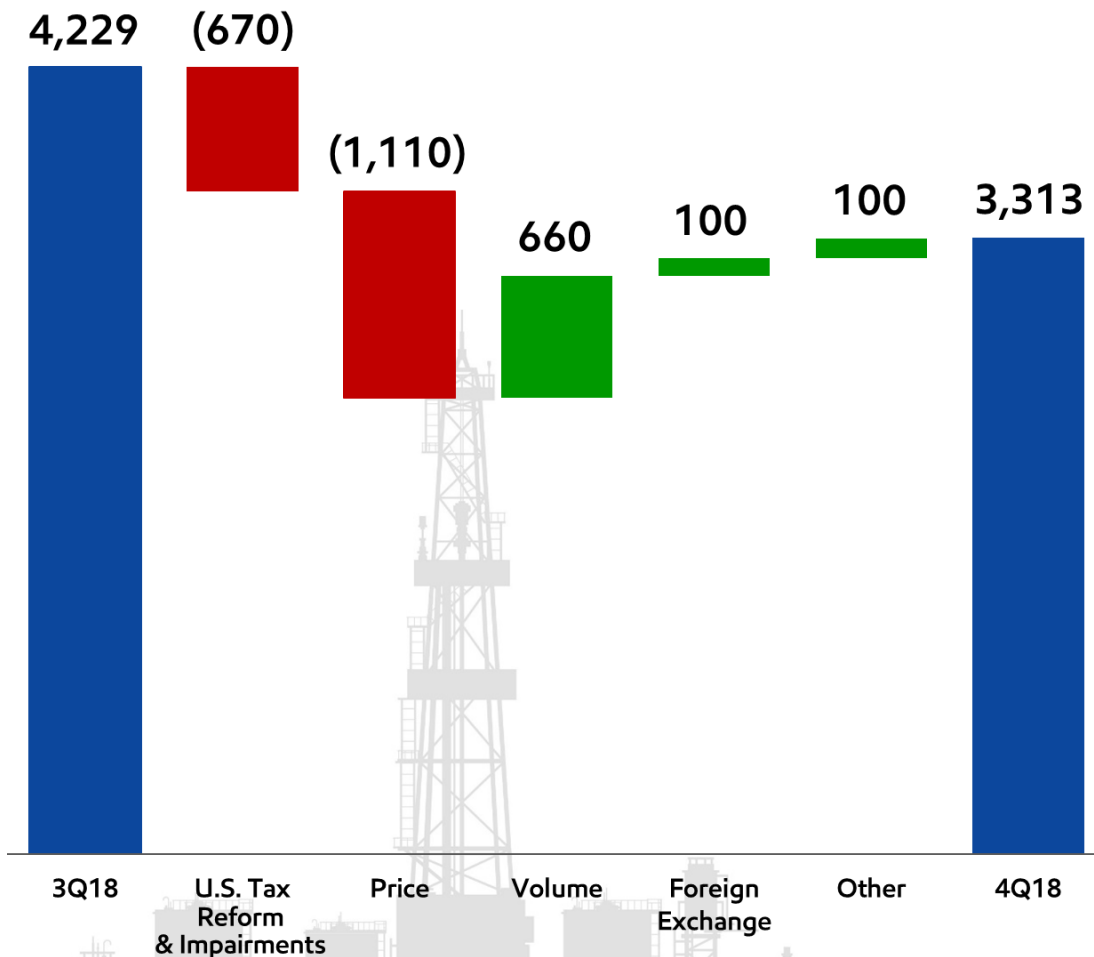
- Industry refining margins weakened globally
- Captured benefit from North American differentials with logistics and manufacturing integration
- Successfully started up Rotterdam advanced hydrocracker
- Completed divestments of Augusta refinery, related terminals and Germany retail assets
- Margins weakened with supply length from recent capacity additions

Chemical

- Completed Singapore turnaround
- Progressed integration of Jurong acquisition with Singapore petrochemical complex

Upstream earnings – 4Q18 vs. 3Q18

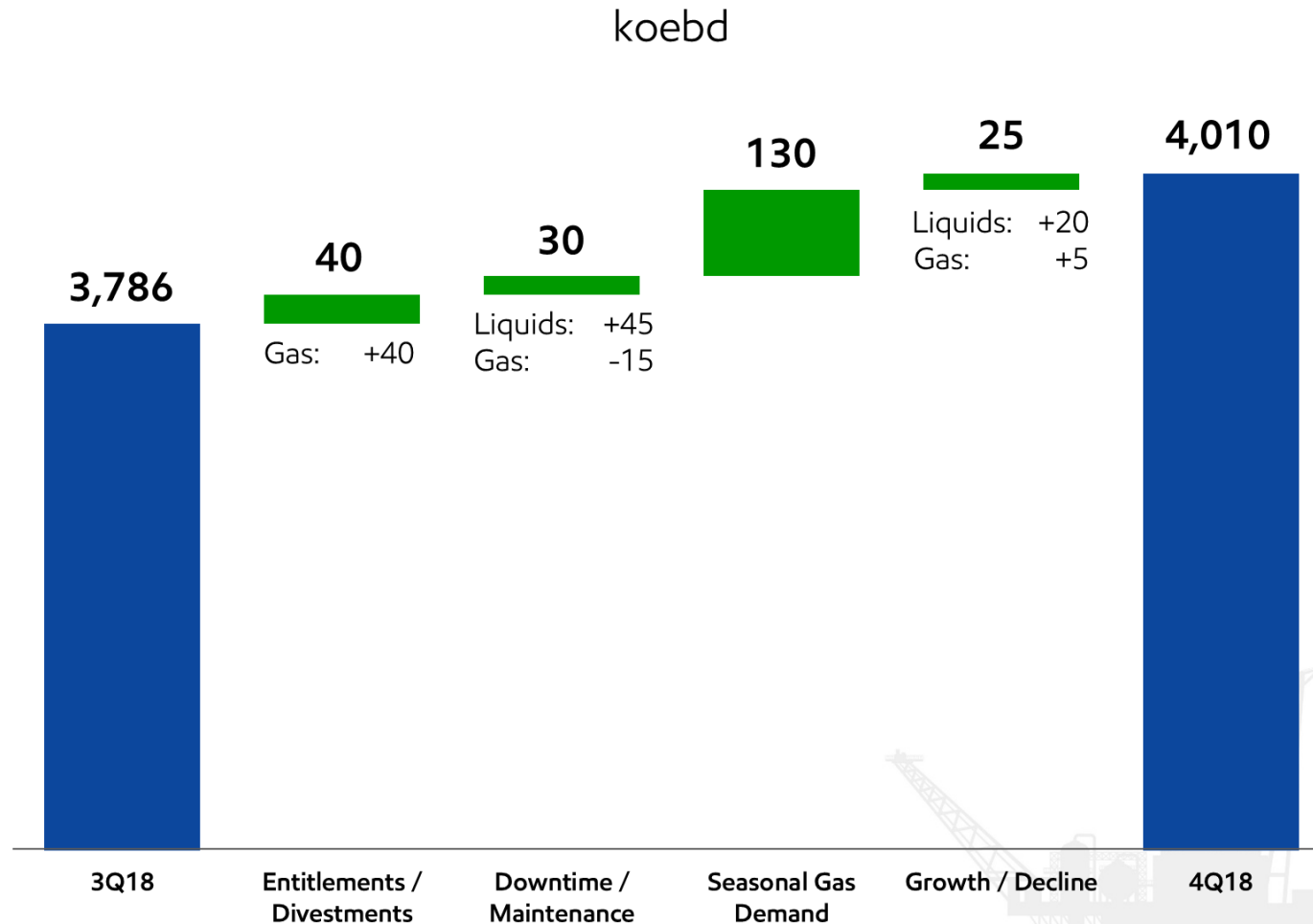
Millions of Dollars



Crude realizations declined 18%; positive contribution from seasonal gas demand and liquids growth

- Absence of favorable U.S. tax reform impacts; impairments of \$400M
- Lower crude realizations with decline in markers; North American logistics benefited Downstream
- Gas realizations up 18%, with stronger LNG prices and seasonal demand
- Liquids growth in Permian and seasonal gas demand
- Favorable foreign exchange effects
- Other includes asset sale gains and favorable tax items, partly offset by higher exploration expenses

Upstream volumes – 4Q18 vs. 3Q18

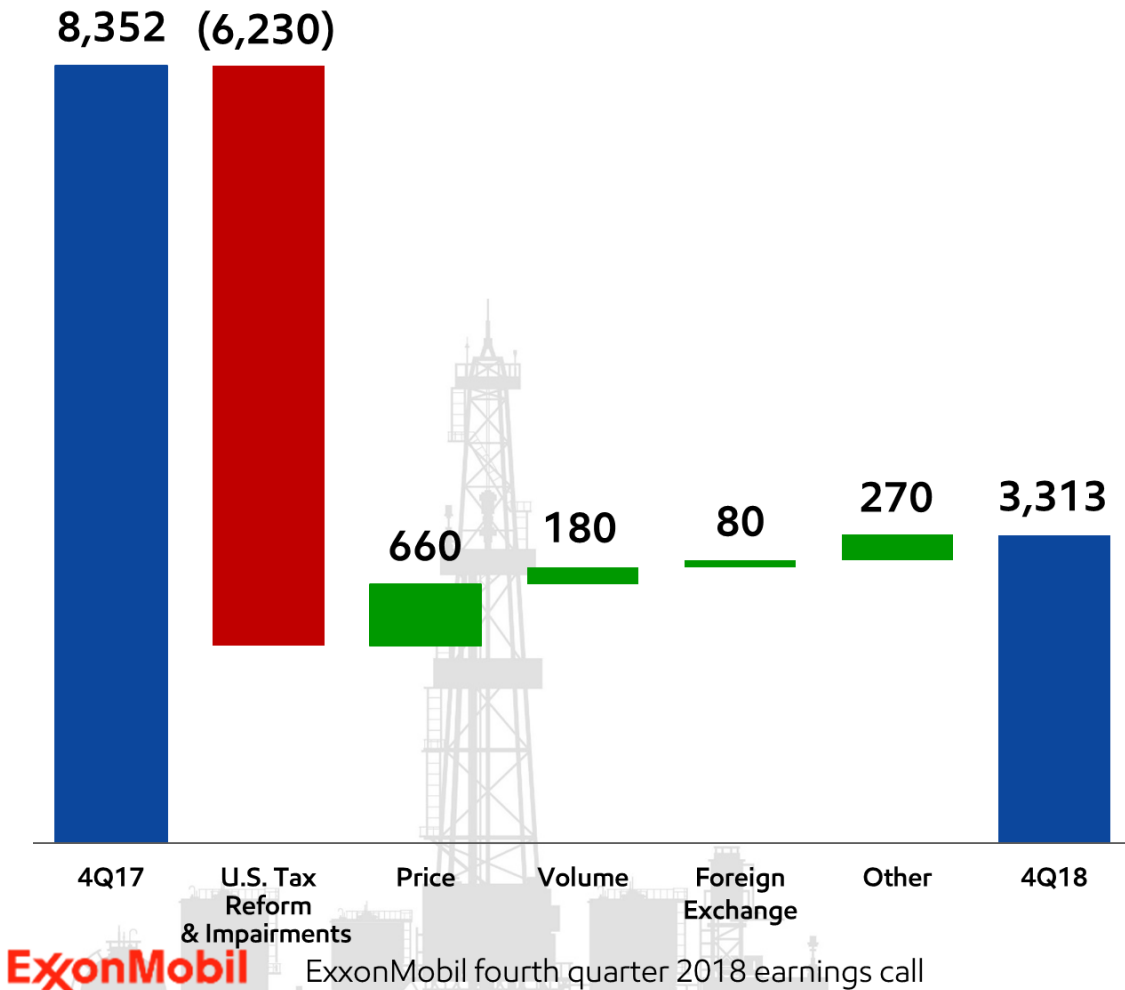


Volumes up 5%, excluding entitlements and divestments, driven by seasonal gas demand and liquids growth

- Liquids increased 3%
- Natural gas up 11%
- Absence of Syncrude downtime
- Gas increased with seasonal demand
- Liquids growth, driven primarily by Permian, more than offset decline

Upstream earnings – 4Q18 vs. 4Q17

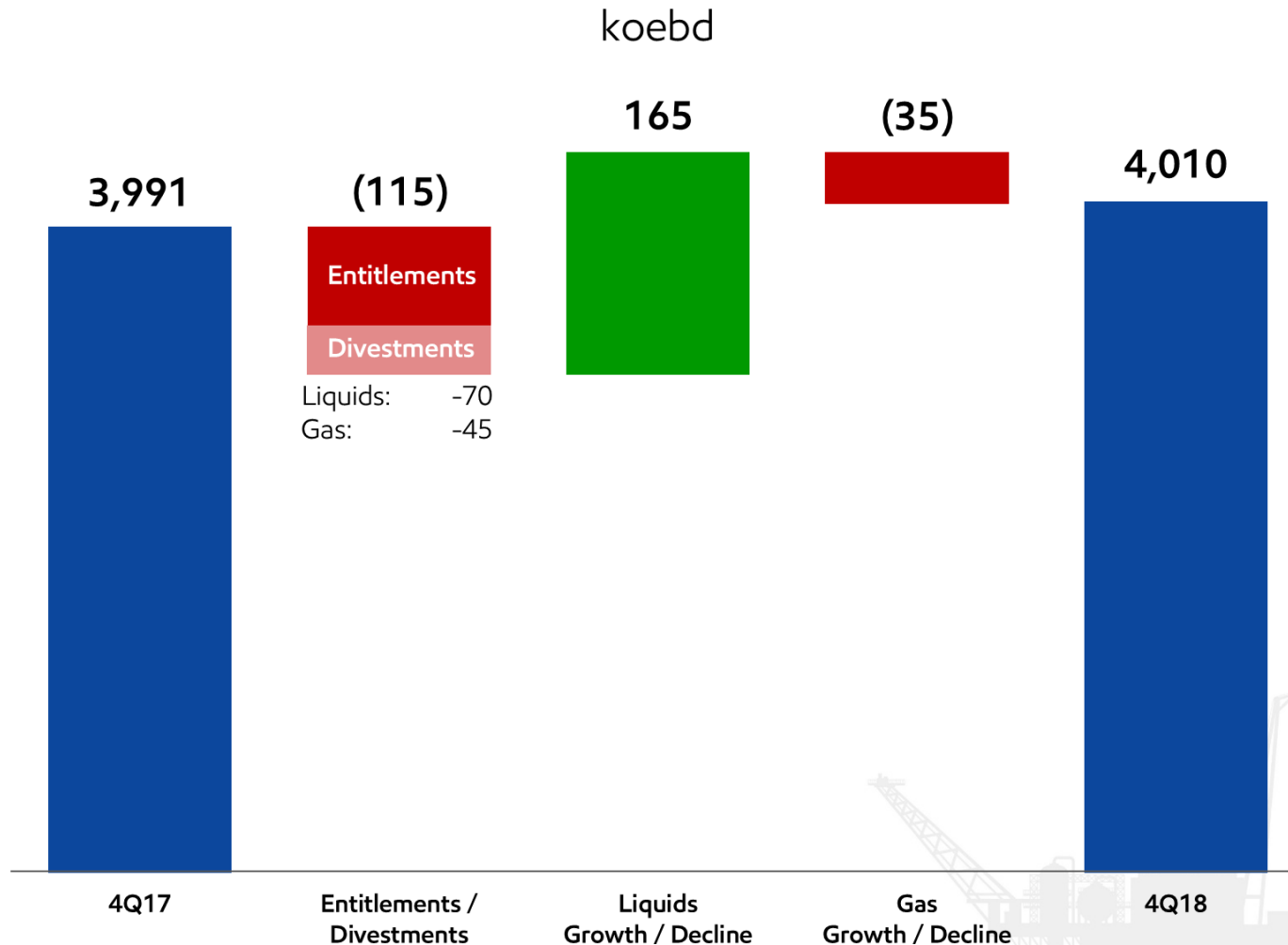
Millions of Dollars



Continued liquids growth, stronger gas realizations

- Absence of favorable U.S. tax reform impacts, lower impairments
- Gas realizations increased \$2/kcf, partly offset by lower crude realizations due to wider differentials
- North American logistics value in Downstream
- Liquids growth driven by Permian and Hebron
- Favorable foreign exchange effects
- Other includes favorable tax impacts and absence of unfavorable one-time items, partly offset by higher operating and exploration expenses

Upstream volumes – 4Q18 vs. 4Q17

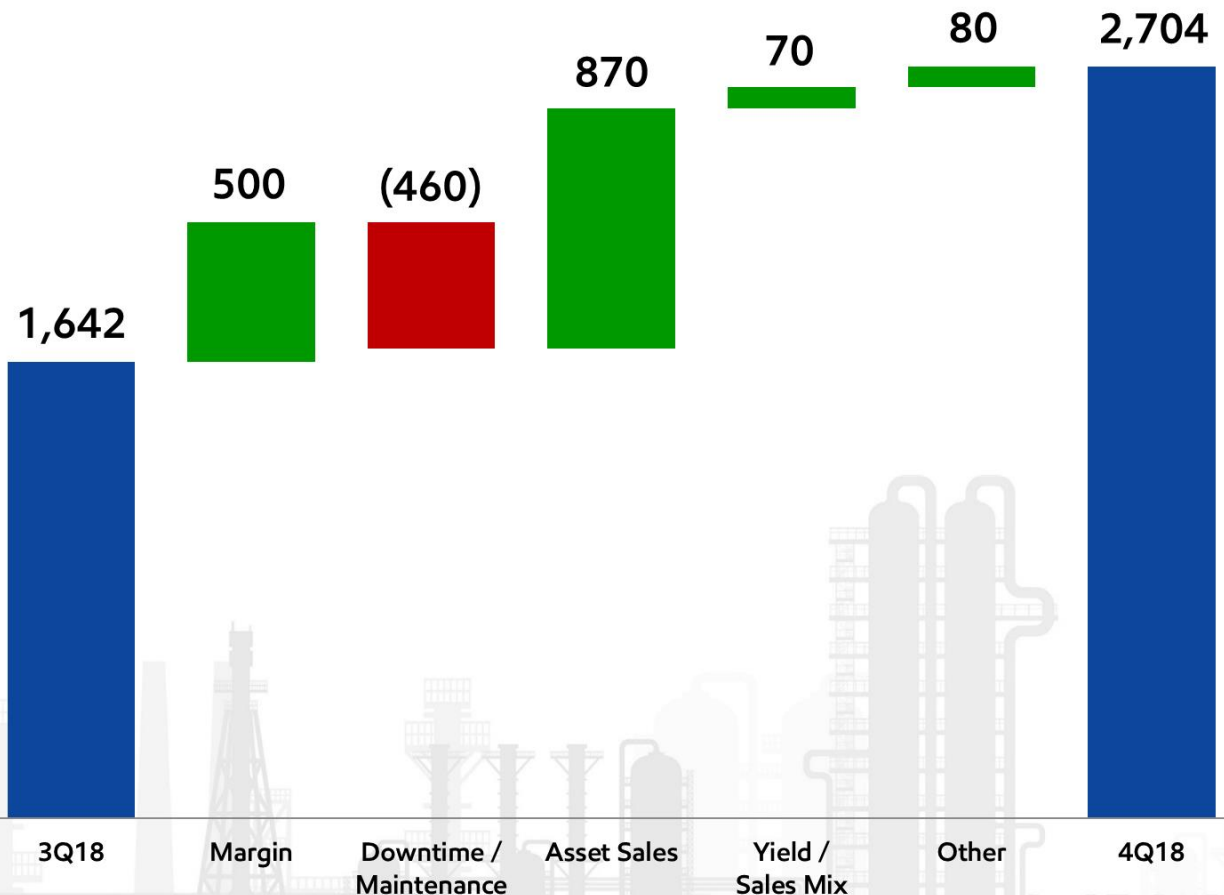


Liquids up 7%, excluding entitlements and divestments

- Lower entitlements with higher prices; portfolio highgraded with Norway and U.S. Rockies divestments
- Liquids growth from Permian and Hebron, more than offset decline
- Lower seasonal gas demand

Downstream earnings – 4Q18 vs. 3Q18

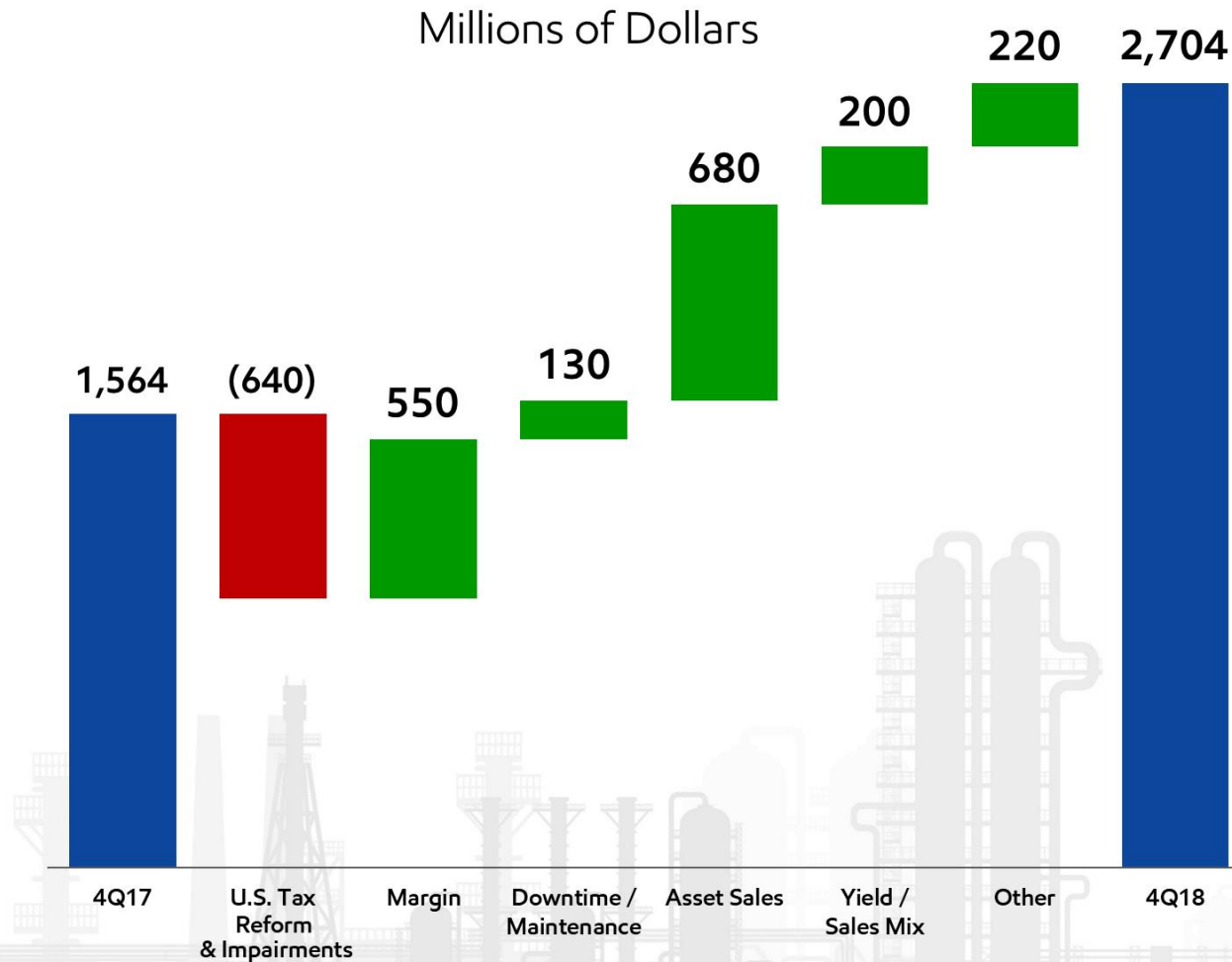
Millions of Dollars



Benefited from North American integration and portfolio highgrading

- Captured value from North American differentials with logistics and manufacturing integration, partly offset by lower refining margins
- Higher scheduled maintenance
- Divestment of Germany retail assets and Augusta refinery and fuels terminals
- Improvements in yield / sales mix, partly offset by related expenses
- Other items include favorable inventory impacts and tax items

Downstream earnings – 4Q18 vs. 4Q17

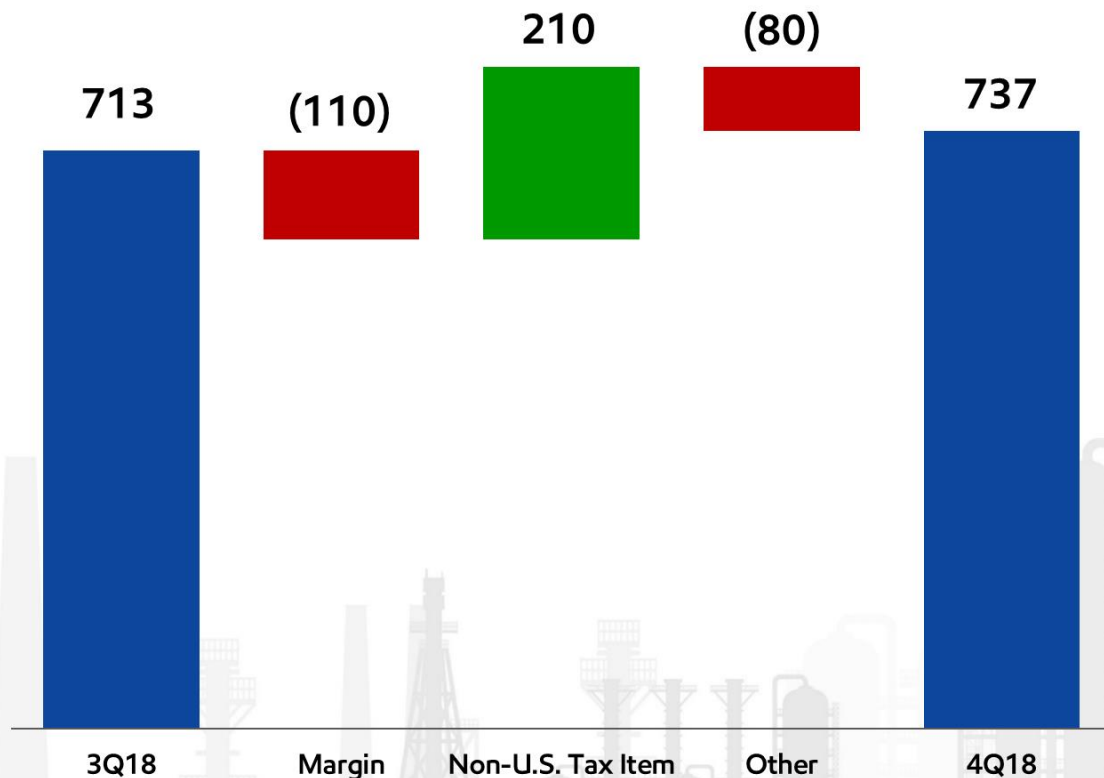


Maximized value from integration and portfolio highgrading

- Absence of favorable U.S. tax reform impacts
- Captured value from North American differentials with logistics and manufacturing integration, partly offset by lower refining margins
- Improved reliability performance, partly offset by higher scheduled maintenance
- Divestment of Germany retail assets and Augusta refinery and fuels terminals
- Improvements in yield / sales mix, partly offset by related expenses
- Other items include favorable inventory impacts and tax items

Chemical earnings – 4Q18 vs. 3Q18

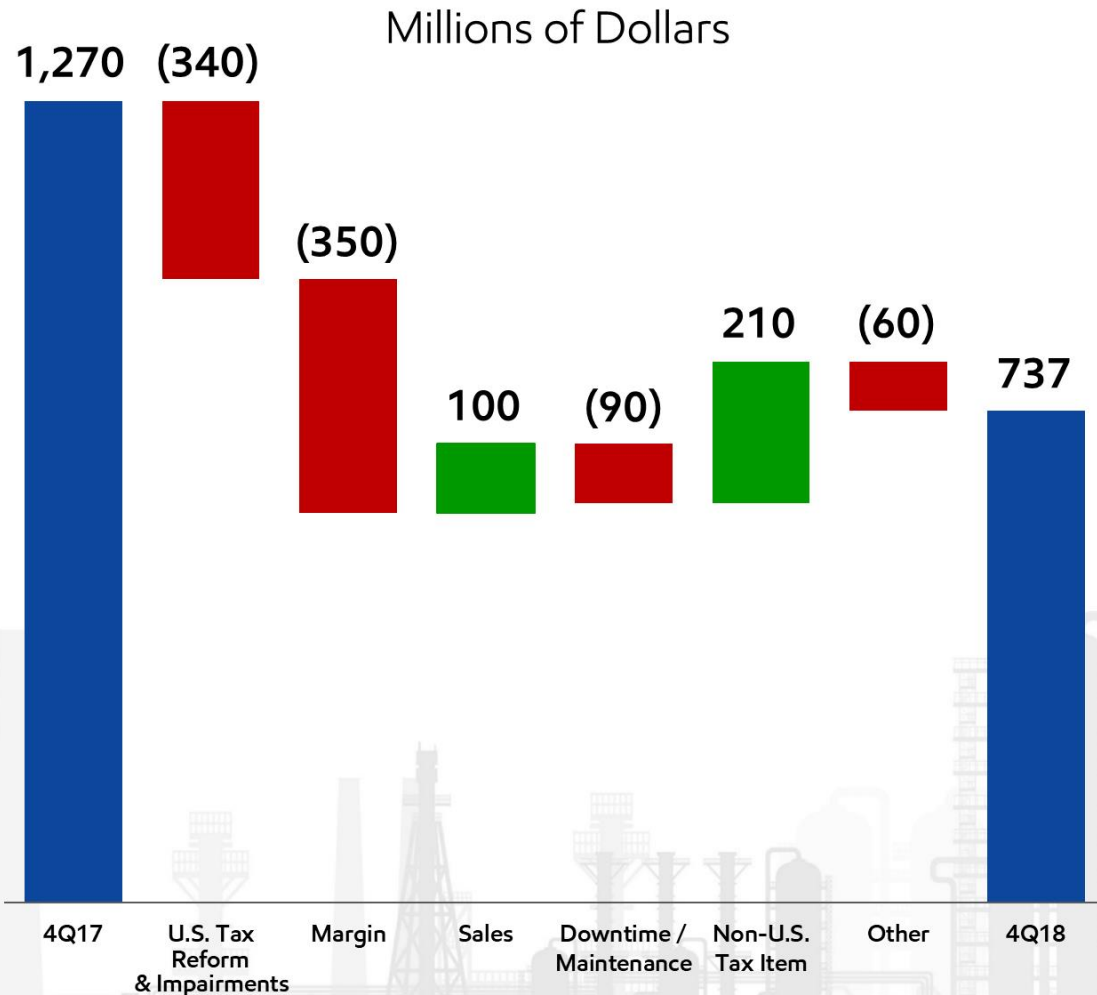
Millions of Dollars



Weaker margins due to capacity additions; positioned for growing demand

- Lower polyolefins margins due to lengthening industry supply
- Favorable non-U.S. tax item
- Other items include higher expenses for new assets and growth initiatives

Chemical earnings – 4Q18 vs. 4Q17



Weaker margins; increased sales from new assets

- Absence of favorable U.S. tax reform impacts
- Lower polyolefins margins due to lengthening industry supply
- Increased polyethylene sales from new assets
- Higher planned maintenance, primarily due to Singapore turnaround
- Favorable non-U.S. tax item
- Other includes expenses for new assets and growth initiatives

2018 cash profile

	4Q18	2018
Beginning Cash	5.7	3.2
Earnings	6.0	20.8
Depreciation	5.0	18.7
Working Capital	(1.3)	(1.4)
Other	(1.1)	(2.1)
Cash Flow from Operating Activities	8.6	36.0
Proceeds Associated with Asset Sales	0.9	4.1
Cash Flow from Operations and Asset Sales	9.5	40.1
PP&E Adds / Investments and Advances ¹	(6.5)	(20.6)
Shareholder Distributions	(3.5)	(13.8)
Debt / Other Financing	(2.2)	(5.9)
Ending Cash	3.0	3.0

Billions of dollars unless specified otherwise

¹ Includes PP&E Adds of (\$6.1B) and net investments/advances of (\$0.4B) for 4Q18; includes PP&E Adds of (\$19.6B) and net investments/advances of (\$1.0B) for 2018

Fourth quarter key themes

- Depreciation includes asset impairments of \$0.7 billion
- Working capital driven by inventory build from planned maintenance, and seasonal timing of tax payments
- Other includes adjustment for asset sales gains (Germany, Augusta)
- PP&E adds includes ramp up in Permian activity
- Debt reduced by \$2.3 billion

2018 summary

Financial Highlights	2018	2017
Earnings ¹	21	15
Cash Flow from Operations and Asset Sales ²	40	33
CAPEX	26	23
Free Cash Flow ³	20	14
Shareholder Distributions	14	13
Debt	38	42

Billions of dollars unless specified otherwise

¹ Excludes U.S. Tax Reform and Impairments

² Includes Proceeds Associated with Asset Sales; see slide 12 for reconciliation and Supplemental Information for definition

³ See Supplemental Information for reconciliation and definition

- Earnings¹ increased \$6 billion with higher prices and value from North American integration
- Generated strongest cash flow from operations and asset sales since 2014
- Capex includes incremental acquisitions in Brazil and Indonesia
- Covered distributions and reduced debt with free cash flow
 - Annual dividend growth of 6%
 - Strengthened financial capacity with \$4.5 billion in debt reduction

First quarter 2019 outlook

Upstream

- Volumes consistent with fourth quarter

Downstream

- Lower industry refining margins
- Narrowed North American differentials
- Scheduled maintenance similar to fourth quarter 2018

Chemical

- Supply length continues to impact margins

Corporate

- Corporate and financing expected to be \$700 - \$900 million
- No significant asset sales expected

Management perspectives

Darren Woods
Chairman of the Board and Chief Executive Officer

ExxonMobil



2018 perspectives



Delivered on commitments

Strong financial performance

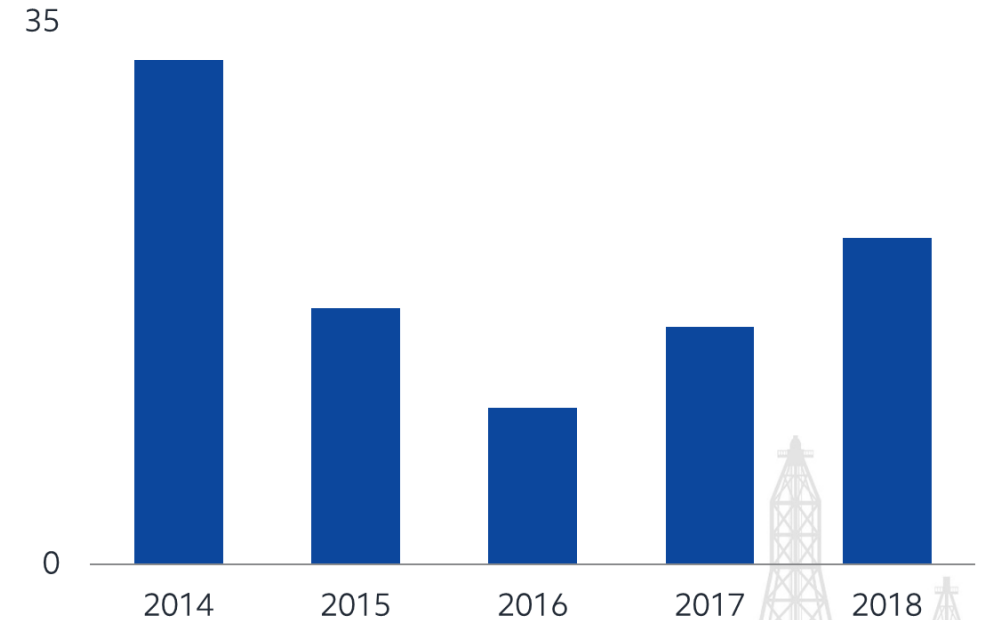
Grew dividends for 36th consecutive year

Progressed advantaged investments, extended upside

Achieved project milestones

Earnings¹

Billion USD



¹ Excludes U.S. Tax Reform and Impairments

2018 perspectives

Delivered on commitments



Strong financial performance

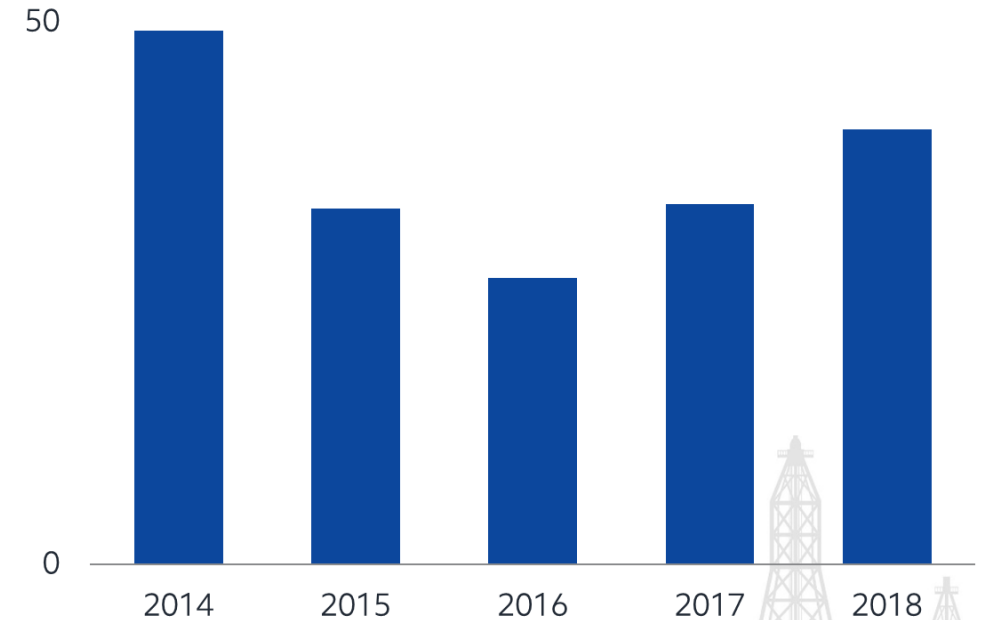
Grew dividends for 36th consecutive year

Progressed advantaged investments, extended upside

Achieved project milestones

Cash flow from operations and asset sales

Billion USD



2018 perspectives

Delivered on commitments

Strong financial performance

✓ Grew dividends for 36th consecutive year

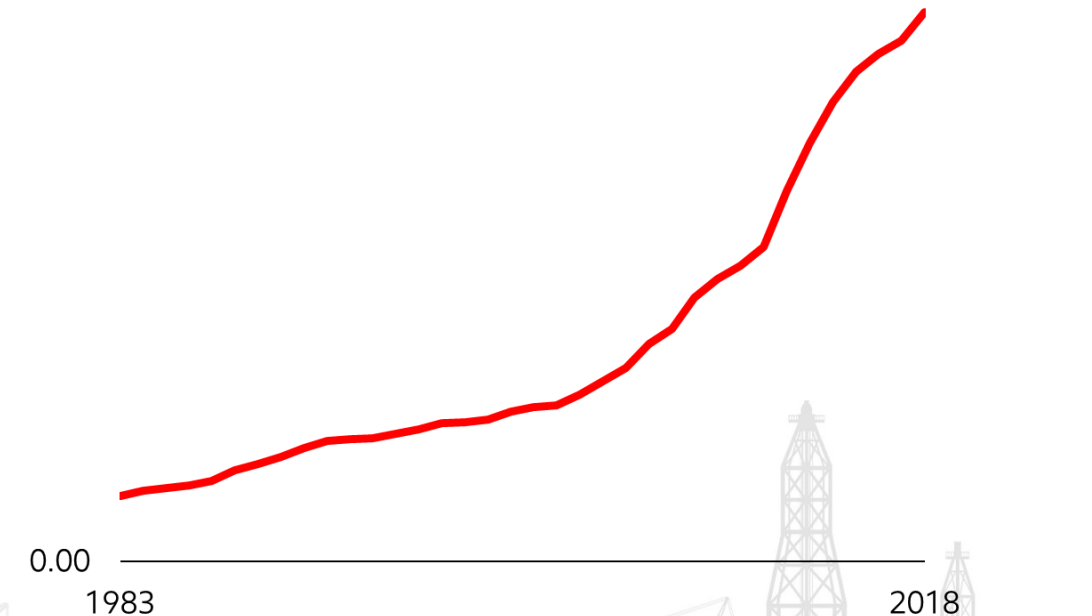
Progressed advantaged investments, extended upside

Achieved project milestones

Dividend history

Per share USD, 1983 - 2018

3.50



2018 perspectives

Delivered on commitments

Strong financial performance

Grew dividends for 36th consecutive year

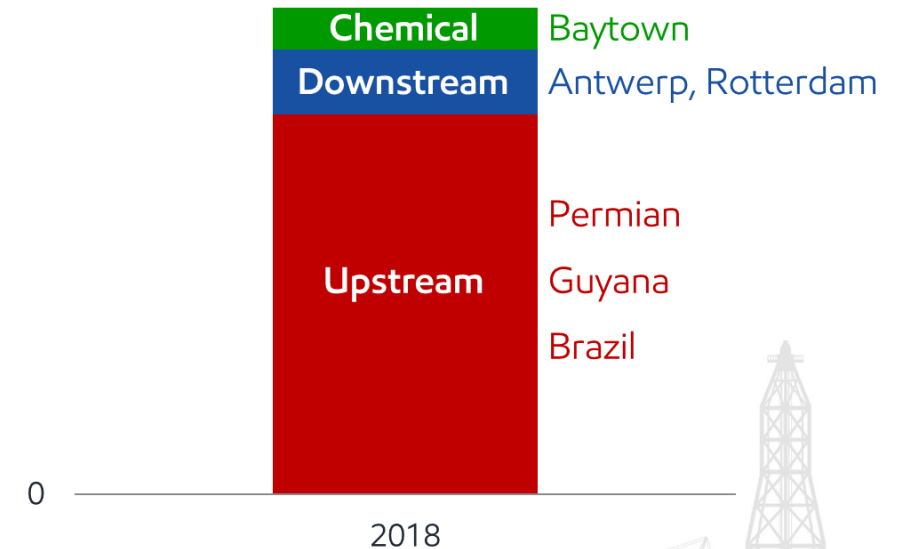
✓ Progressed advantaged investments, extended upside

Achieved project milestones

Capex by business

Billion USD

30



2018 perspectives

Delivered on commitments

Strong financial performance

Grew dividends for 36th consecutive year

Progressed advantaged investments, extended upside



Achieved project milestones

2018 project milestones

March 2018 Investor Day

Upstream

- Guyana: > 3.2 BOEB resource, 500 KBD by 2025
- Brazil: 1.4 million net acres
- Permian: 600 KBD by 2025
- LNG: PNG, Mozambique

Downstream

- Invest in Permian midstream infrastructure
- Start up 6 major refining investments by 2025

Chemical

- Invest in 13 new facilities, 7 online by YE 2018
- Deliver 30% sales growth by 2025

Update

> 5 BOEB, 750 KBD by 2025
2.3 million net acres
Ahead of plan, accelerating value
FIDs on track; Golden Pass

300 KBD, Plains JV
3 online, 3 on schedule

7 online, 6 on schedule
6% growth in 2018

Rotterdam advanced hydrocracker



- Advantaged investment with > 20% expected return¹
- Proprietary process and catalyst technology; first in the world
- +~20 kbd low-sulfur distillate, +~20 kbd Group II basestocks
- Doubles earnings for site; optimizes European circuit
- Production ramping up per plan

¹ See Supplemental Information for definition

2019 perspectives

Upstream

- Anticipate FID for next phases of Guyana development and LNG projects
- Liza Phase 1 FPSO expected to arrive in Guyana in third quarter
- Large-scale, innovative development approach accelerating Permian value

Downstream

- Progress Beaumont light-crude expansion and Permian long-haul pipeline
- Fully leverage Rotterdam advanced hydrocracker, Antwerp coker, Beaumont hydrofiner
- Increase new market penetration

Chemical

- Beaumont polyethylene expansion mid-year start-up
- Progress Baytown *Vistamaxx* and linear alpha olefins projects
- Grow sales and new product applications

Corporate

- Fully leverage enhanced upstream and centralized project organizations to support value growth
- Expect 2019 capex of \$30B, capture upside value in Permian and Guyana



Q&A

Supplemental information

Fourth quarter 2018 identified earnings items

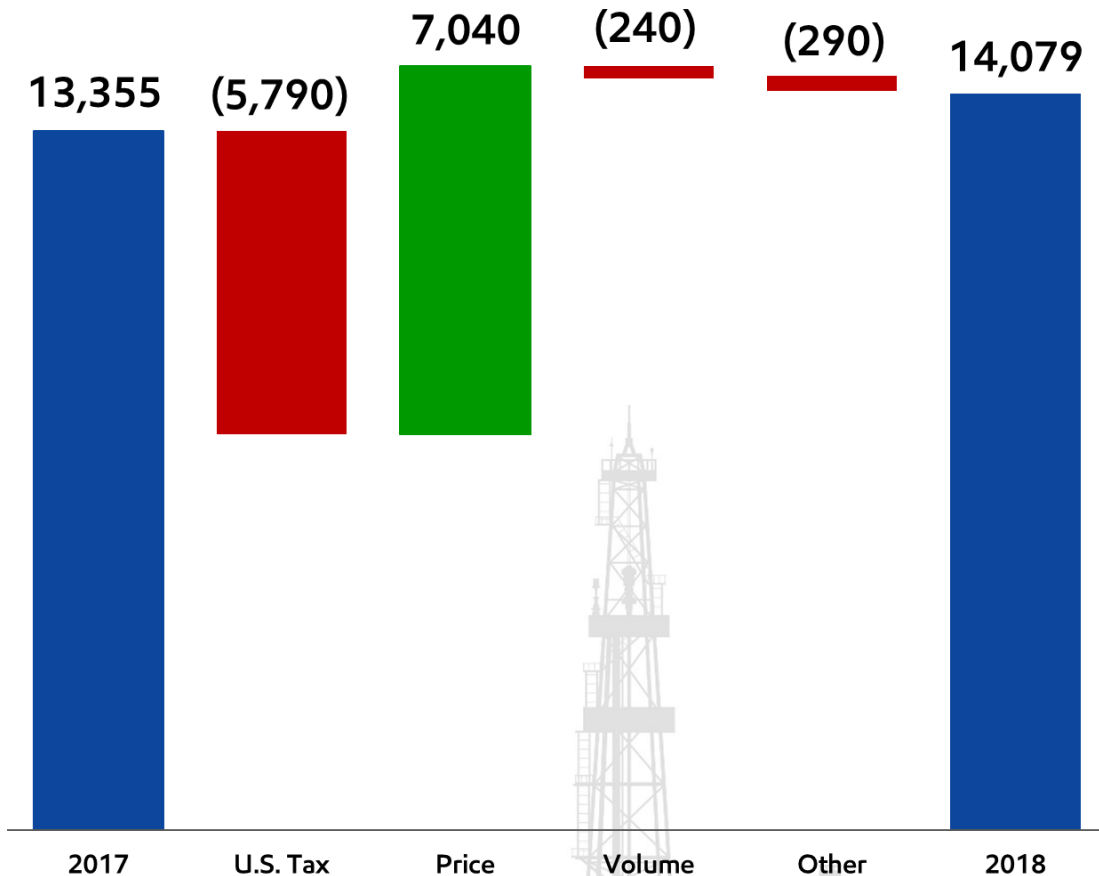
	U/S	D/S	Chem	C&F	Total
U.S. GAAP earnings	3.3	2.7	0.7	(0.8)	6.0
Germany and Augusta divestments	-	0.9	-	-	0.9
Non-U.S. tax item	-	0.1	0.2	-	0.3
Impairments	(0.4)	-	-	-	(0.4)
Earnings excluding identified items¹	3.7	1.8	0.5	(0.8)	5.2

Billions of dollars unless specified otherwise

¹ Earnings excluding identified items are earnings excluding significant non-operational events. We believe this information is useful to assist investors in assessing the performance of our ongoing business operations.

Upstream earnings – 2018 vs. 2017

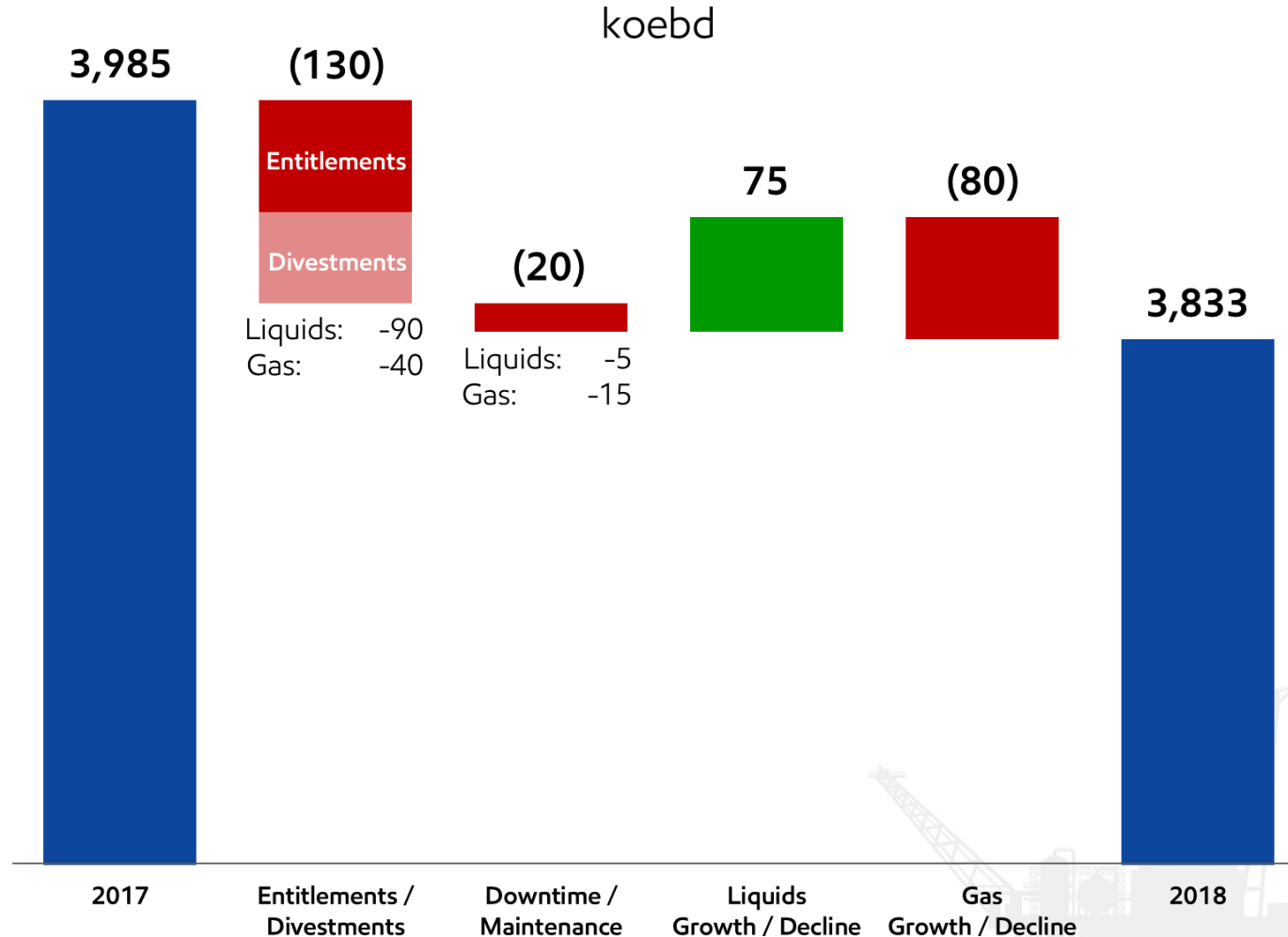
Millions of Dollars



Stronger earnings with higher prices and liquids growth

- Absence of favorable U.S. tax reform impacts, lower impairments
- Crude realizations increased 26%; gas realizations up 28%
- PNG earthquake impacts, higher scheduled maintenance and lower entitlements, partly offset by liquids growth
- Other includes higher operating and exploration expenses, partly offset by one-time items and asset sales gains

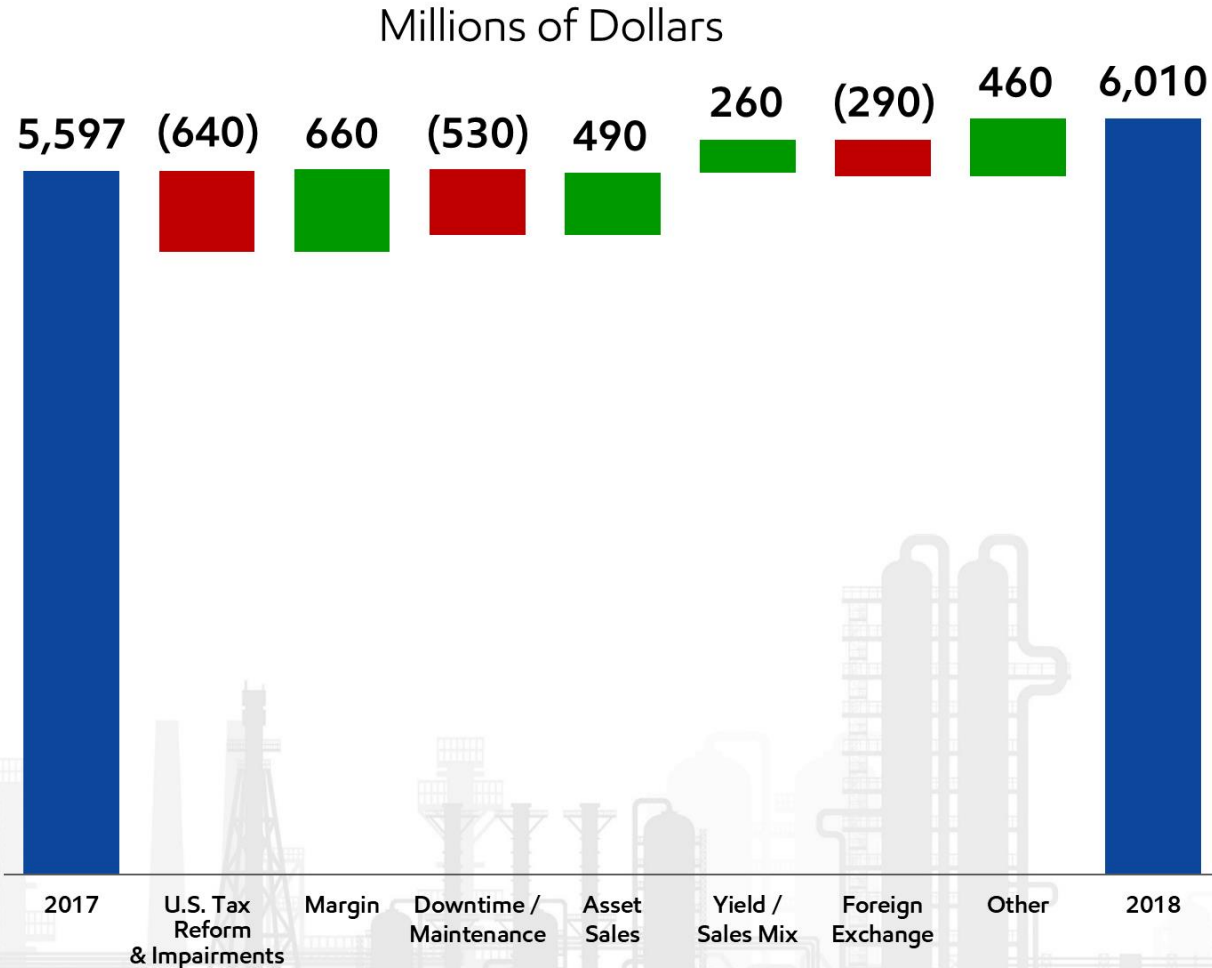
Upstream volumes – 2018 vs. 2017



Liquids growth of 3%, excluding entitlements and divestments, more than offset decline

- Lower entitlements with higher prices; portfolio highgraded with divestments
- Downtime driven by scheduled maintenance and PNG earthquake
- Liquids growth driven by Permian and Hebron
- Gas decline mostly in U.S. unconventional, aligned with value focus

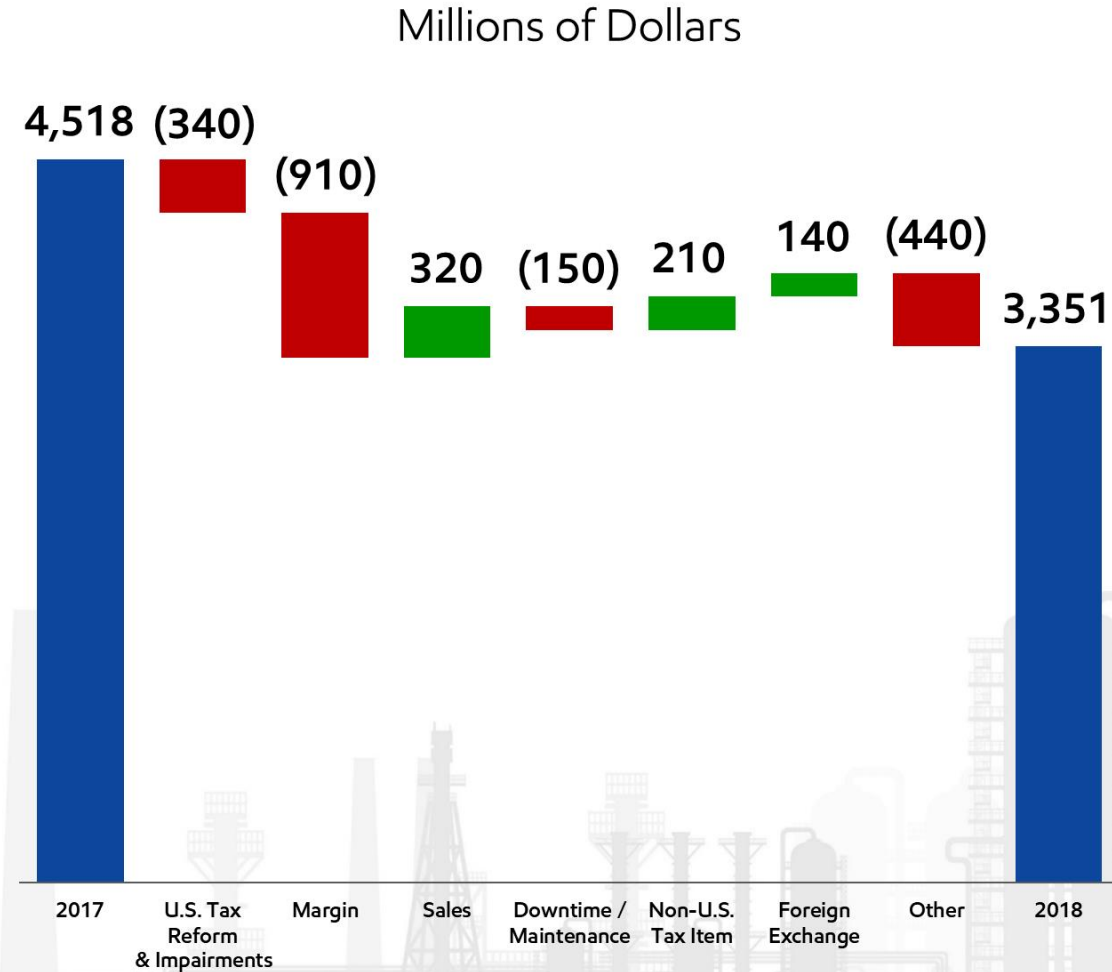
Downstream earnings – 2018 vs. 2017



Maximized value from integration and portfolio highgrading

- Absence of favorable U.S. tax reform impacts
- Captured value from North American differentials with logistics and manufacturing integration, partly offset by lower lubricants margins
- Higher downtime due to scheduled maintenance, partly offset by absence of Hurricane Harvey impacts
- Asset sale gains from divestment of Germany retail assets and Augusta refinery and terminals
- Improvements in yield / sales mix, partly offset by related expenses
- Unfavorable foreign exchange impacts
- Other items include favorable inventory impacts and tax items

Chemical earnings – 2018 vs. 2017



Weaker margins; sales growth of higher-value products; increased planned maintenance

- Absence of favorable U.S. tax reform impacts
- Lower polyolefins margins due to lengthening industry supply
- Increased polyethylene sales from new assets
- Higher planned maintenance, mainly due to Singapore turnaround
- Favorable non-U.S. tax item
- Other items include expenses for new assets and growth initiatives

Supplemental information

	4Q18	4Q17	3Q18	2018	2017
Cash Flow from Operating Activities	8.6	7.4	11.1	36.0	30.1
Proceeds Associated with Asset Sales	0.9	1.4	1.5	4.1	3.1
PP&E Adds / Investments & Advances ¹	(6.5)	(7.9)	(5.4)	(20.6)	(18.9)
Free Cash Flow²	3.0	0.9	7.2	19.6	14.3
Shareholder Distributions	(3.5)	(3.3)	(3.5)	(13.8)	(13.0)
Surplus / (Deficit) Cash²	(0.5)	(2.4)	3.7	5.8	1.3

Billions of dollars unless specified otherwise

¹ Includes PP&E Adds of (\$6.1B) and net investments/advances of (\$0.4B) for 4Q18; includes PP&E Adds of (\$4.5B) and net investments/advances of (\$3.4B) for 4Q17; includes PP&E Adds of (\$5.2B) and net investments/advances of (\$0.2B) for 3Q18; includes PP&E Adds of (\$19.6B) and net investments/advances of (\$1.0B) for 2018; includes PP&E Adds of (\$15.4B) and net investments/advances of (\$3.5B) for 2017

² See slide 32 for definition

Supplemental information

Definitions

Free cash flow. Free cash flow is cash flow from operations and asset sales less additions to property, plant and equipment, and additional investments and advances, plus other investing activities, including collection of advances. This measure is useful when evaluating cash available for financing activities, including shareholder distributions, after investment in the business.

Project. The term “project” as used in this presentation can refer to a variety of different activities and does not necessarily have the same meaning as in any government payment transparency reports.

Resources, resource base, and recoverable resources. Along with similar terms used, these refer to the total remaining estimated quantities of oil and natural gas that are expected to be ultimately recoverable. ExxonMobil refers to new discoveries and acquisitions of discovered resources as resource additions. The resource base includes quantities of oil and natural gas that are not yet classified as proved reserves, but that are expected to be ultimately moved into the proved reserves category and produced in the future. The term “resource base” is not intended to correspond to SEC definitions such as “probable” or “possible” reserves. The term “in-place” refers to those quantities of oil and natural gas estimated to be contained in known accumulations and includes recoverable and unrecoverable amounts.

Returns, investment returns, project returns. Unless referring specifically to ROCE, references to returns, investment returns, project returns, and similar terms mean discounted cash flow returns based on current company estimates. Future investment returns exclude prior exploration and acquisition costs.

Surplus cash. Surplus cash is calculated by subtracting Distributions to shareholders from Free cash flow. We believe this measure is useful to investors when evaluating cash available for certain financing activities, including debt reduction or incremental shareholder distributions.