

EXXON MOBIL CORPORATION

3Q18 INVESTOR RELATIONS DATA SUMMARY (PAGE 1 of 4)

<b><u>Earnings, \$M</u></b>	<b>3Q18</b>	<b>2Q18</b>	<b>1Q18</b>	<b>4Q17</b>	<b>3Q17</b>
<b>Upstream</b>					
United States	606	439	429	7,061	(238)
Non-U.S.	3,623	2,601	3,068	1,291	1,805
Total	4,229	3,040	3,497	8,352	1,567
<b>Downstream</b>					
United States	961	695	319	918	391
Non-U.S.	681	29	621	646	1,141
Total	1,642	724	940	1,564	1,532
<b>Chemical</b>					
United States	404	453	503	777	403
Non-U.S.	309	437	508	493	689
Total	713	890	1,011	1,270	1,092
<b>Corporate and financing</b>	(344)	(704)	(798)	(2,806)	(221)
<b>Net income attributable to ExxonMobil (U.S. GAAP)</b>	6,240	3,950	4,650	8,380	3,970
<b>Earnings per common share (U.S. GAAP)</b>	1.46	0.92	1.09	1.97	0.93
<b>Earnings per common share - assuming dilution (U.S. GAAP)</b>	1.46	0.92	1.09	1.97	0.93
<b>Exploration expenses, including dry holes</b>	292	332	287	703	284
<b><u>Capital and Exploration Expenditures, \$M</u></b>					
<b>Upstream</b>					
United States	2,040	1,752	1,248	1,158	1,098
Non-U.S.	3,290	3,103	2,511	6,457	2,077
Total	5,330	4,855	3,759	7,615	3,175
<b>Downstream</b>					
United States	297	346	218	264	181
Non-U.S.	422	884	396	518	430
Total	719	1,230	614	782	611
<b>Chemical</b>					
United States	411	414	343	389	392
Non-U.S.	115	119	122	167	1,791
Total	526	533	465	556	2,183
<b>Other</b>	11	9	29	46	18
<b>Total Capital and Exploration Expenditures</b>	6,586	6,627	4,867	8,999	5,987
<b><u>Effective Income Tax Rate, %</u></b>	34%	44%	40%	-139%	33%
<b><u>Common Shares Outstanding, millions</u></b>					
At quarter end	4,234	4,234	4,234	4,239	4,237
Average - assuming dilution	4,271	4,271	4,270	4,270	4,271
<b><u>Total Cash and Cash Equivalents, \$B</u></b>	5.7	3.4	4.1	3.2	4.3
<b><u>Total Debt, \$B</u></b>	40.0	41.2	40.6	42.3	40.6
<b><u>Cash Flow from Operations and Asset Sales, \$B</u></b>					
Net cash provided by operating activities	11.1	7.8	8.5	7.4	7.5
Proceeds associated with asset sales	1.5	0.3	1.4	1.4	0.9
Cash flow from operations and asset sales	12.6	8.1	9.9	8.8	8.4

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	<b>3Q18</b>	<b>2Q18</b>	<b>1Q18</b>	<b>4Q17</b>	<b>3Q17</b>
<b>Net production of crude oil, natural gas liquids, bitumen and synthetic oil, kbd</b>					
United States	555	543	523	525	500
Canada / Other Americas	454	391	427	426	423
Europe	127	136	145	155	172
Africa	387	410	376	403	441
Asia	706	686	706	690	683
Australia / Oceania	57	46	39	52	61
Total liquids production	2,286	2,212	2,216	2,251	2,280
<b>Natural gas production available for sale, mcf</b>					
United States	2,549	2,591	2,576	2,753	2,899
Canada / Other Americas	224	226	211	240	216
Europe	1,004	1,136	2,542	2,266	1,326
Africa	16	9	9	6	6
Asia	3,685	3,393	3,568	3,855	3,646
Australia / Oceania	1,523	1,258	1,132	1,321	1,492
Total natural gas production available for sale	9,001	8,613	10,038	10,441	9,585
<b>Total worldwide liquids and gas production, koe</b>	<b>3,786</b>	<b>3,647</b>	<b>3,889</b>	<b>3,991</b>	<b>3,878</b>
<b>Refinery throughput, kbd</b>					
United States	1,644	1,529	1,518	1,379	1,435
Canada	388	364	408	391	385
Europe	1,446	1,384	1,495	1,509	1,555
Asia Pacific	720	714	720	728	715
Other Non-U.S.	194	114	152	200	197
Total refinery throughput	4,392	4,105	4,293	4,207	4,287
<b>Petroleum product sales, kbd</b>					
United States	2,267	2,215	2,128	2,209	2,209
Canada	527	514	484	501	508
Europe	1,582	1,595	1,574	1,589	1,608
Asia Pacific	824	814	795	819	746
Other Non-U.S.	416	364	451	506	471
Total petroleum product sales	5,616	5,502	5,432	5,624	5,542
Gasolines, naphthas	2,255	2,216	2,215	2,353	2,266
Heating oils, kerosene, diesel	1,837	1,781	1,828	1,878	1,836
Aviation fuels	430	405	396	393	380
Heavy fuels	411	432	346	370	372
Specialty products	683	668	647	630	688
Total petroleum product sales	5,616	5,502	5,432	5,624	5,542
<b>Chemical prime product sales, kt</b>					
United States	2,445	2,411	2,391	2,399	2,294
Non-U.S.	4,232	4,441	4,277	4,383	4,152
Total chemical prime product sales	6,677	6,852	6,668	6,782	6,446

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<u>Earnings Factor Analysis, \$M</u>	<u>3Q18 vs. 3Q17</u>	<u>3Q18 vs. 2Q18</u>
<b>Upstream</b>		
Prior Period	1,567	3,040
Realization	2,580	270
Volume / Mix	50	450
Downtime Volume (Volume / Mix)	-80	130
Other	130	320
Other	30	470
Current Period	4,229	4,229
<b>Downstream</b>		
Prior Period	1,532	724
Margin	-110	150
Volume / Mix	210	440
Downtime / Maintenance (Volume / Mix)	-10	350
Other	220	90
Other	10	330
Downtime / Maintenance (Expenses)	-	110
Forex	-	140
Other	10	80
Current Period	1,642	1,642
<b>Chemical</b>		
Prior Period	1,092	890
Margin	-140	-20
Volume / Mix	20	-30
Downtime / Maintenance (Volume / Mix)	-10	-70
Other	30	40
Other	-260	-130
Downtime / Maintenance (Expenses)	-80	-70
Other	-180	-60
Current Period	713	713
<b>Upstream Volume Factor Analysis, koebd</b>		
Prior Period	3,878	3,647
Entitlements / Divestments	-155	-30
Downtime / Maintenance	-20	90
Growth / Decline / Other	85	80
Current Period	3,786	3,786
<b>Sources and Uses of Funds, \$B</b>		
	<u>3Q18</u>	
Beginning Cash	3.4	
Earnings	6.2	
Depreciation	4.7	
Working Capital / Other	0.2	
Proceeds Associated with Asset Sales	1.5	
PP&E Adds / Investments and Advances <sup>1</sup>	-5.4	
Shareholder Distributions	-3.5	
Debt / Other Financing	-1.4	
Ending Cash	5.7	

<sup>1</sup>PP&E Adds / Investments and Advances includes PP&E adds of (\$5.2B) and net advances of (\$0.2B)

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<b>Average Realization Data</b>	<b>3Q18</b>	<b>2Q18</b>	<b>1Q18</b>	<b>4Q17</b>	<b>3Q17</b>
<b>United States</b>					
ExxonMobil					
Crude (\$/b)	64.06	64.87	60.07	54.12	44.75
Natural Gas (\$/kcf)	2.75	2.57	2.91	2.70	2.82
Benchmarks					
WTI (\$/b)	69.71	68.00	62.88	55.35	48.16
ANS-WC (\$/b)	75.37	73.89	67.16	61.42	52.01
Henry Hub (\$/mbtu)	2.91	2.80	3.01	2.93	2.99
<b>Non-U.S.</b>					
ExxonMobil					
Crude (\$/b)	66.64	66.35	57.78	55.55	47.45
Natural Gas (\$/kcf)	7.36	6.88	6.70	5.77	5.26
European NG (\$/kcf)	6.73	6.93	6.60	6.04	5.21
Benchmarks					
Brent (\$/b)	75.27	74.35	66.76	61.39	52.08

The above numbers reflect ExxonMobil's current estimate of volumes and realizations given data available as of the end of the third quarter of 2018. Volumes and realizations may be adjusted when full statements on joint venture operations are received from outside operators. ExxonMobil management assumes no duty to update these estimates.