

2013 Analyst Meeting

New York Stock Exchange

March 6, 2013



ExxonMobil

Taking on the world's toughest energy challenges.™

Cautionary Statement

Forward-Looking Statements. Outlooks, projections, estimates, targets, business plans, and other 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 production growth and mix; the amount and mix of capital expenditures; future distributions; resource additions and recoveries; finding and development costs; project plans, timing, costs, and capacities; efficiency gains; cost efficiencies; integration benefits; product sales and mix; and the impact of technology could differ materially due to a number of factors. These include changes in oil or gas prices or other market conditions affecting the oil, gas, and petrochemical industries; reservoir performance; timely completion of development projects; war and other political or security disturbances; changes in law or government regulation; the outcome of commercial negotiations; the actions of competitors and customers; unexpected technological developments; the occurrence and duration of economic recessions; 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. See also Item 1A of ExxonMobil's 2012 Form 10-K. Forward-looking statements are based on management's knowledge and reasonable expectations on the date hereof, and we assume no duty to update these statements as of any future date.

Frequently Used Terms. References to resources, resource base, recoverable resources, and similar terms include quantities of oil and gas that are not yet classified as proved reserves but that we believe will likely be moved into the proved reserves category and produced in the future. "Proved reserves" in this presentation are presented using the SEC pricing basis in effect for the year presented, except for the calculation of 19 straight years of at least 100-percent replacement; oil sands and equity company reserves are included for all periods. For definitions of, and information regarding, reserves, return on average capital employed, cash flow from operations and asset sales, free cash flow, and other terms used in this presentation, including information required by SEC Regulation G, see the "Frequently Used Terms" posted on the *Investors* section of our Web site. The Financial and Operating Review on our Web site also shows ExxonMobil's net interest in specific projects.

The term "project" as used in this presentation does not necessarily have the same meaning as under SEC Rule 13q-1 relating to government payment reporting. For example, a single project for purposes of the rule may encompass numerous properties, agreements, investments, developments, phases, work efforts, activities and components, each of which we may also informally describe herein as a "project."

Agenda

9 AM	Welcome	David Rosenthal , Vice President, Investor Relations
	Corporate Overview	 Rex Tillerson , Chairman and CEO
	Business Overview	
	Strategic Overview	
	Upstream	
	Downstream and Chemical	Mike Dolan , Senior Vice President
	Break	
	Summary	Rex Tillerson , Chairman and CEO
11 AM	Q&A	
12 PM	Meeting Concludes	

Corporate Overview

Rex Tillerson

Chairman and CEO



ExxonMobil

Key Messages

- Risk management is fundamental to our business
- Continued strong financial and operating results
- Major project start-ups drive volume growth for 2013 – 2017
- Portfolio of opportunities for long-term profitable growth
- ExxonMobil strategy delivers superior returns over the long term

2012 Results

Strong results across key financial and non-financial parameters



- Strong industry safety performance
- Rigorous environmental management
- Superior financial / operating results
  - Earnings \$44.9B
  - ROCE 25.4%
  - Cash flow from operations and assets sales \$63.8B
- Disciplined capex \$39.8B
- Unmatched shareholder distributions* \$30.1B
- Reserves replacement** 115%

* Includes dividends and share purchases to reduce shares outstanding.

** Includes asset sales.

Risk Management

Risk management is fundamental to our business



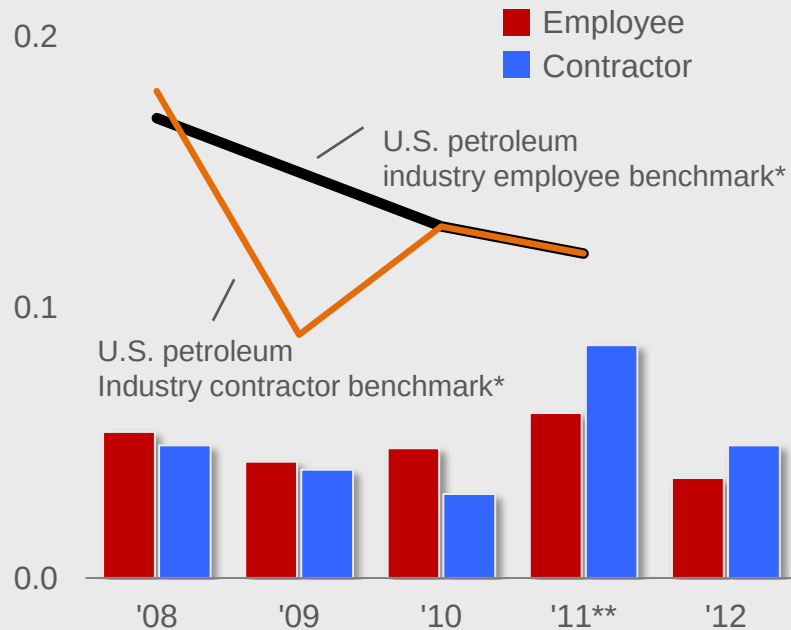
- Well-developed and clearly-defined policies and procedures
  - Management accountability
  - High standards
  - Employee and contractor training
- Rigorously applied systems
  - Operations Integrity Management Systems (OIMS)

Safety

Safety performance improved versus 2011

Lost Time Incident Rate

Incidents per 200K hours



* 2012 industry data not available.

** XTO included beginning in 2011.

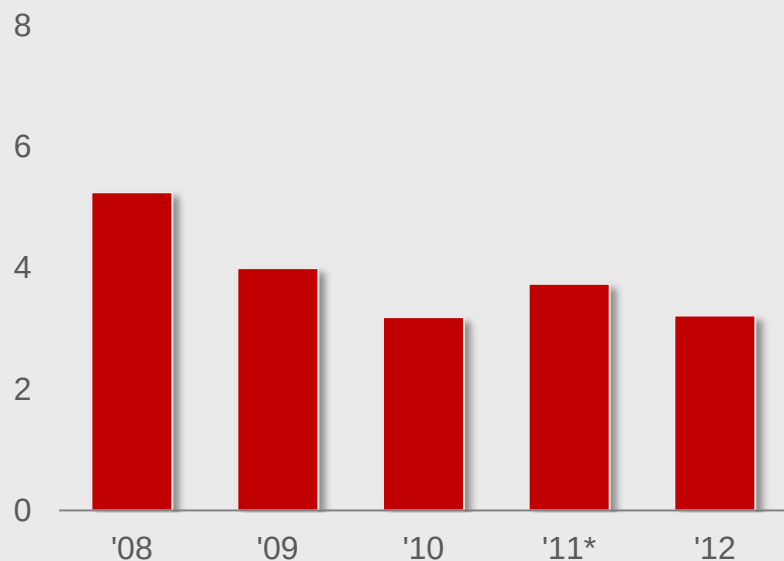
- Our vision: *Nobody Gets Hurt*
- Emphasis on personnel and process safety risk
- Committed to continuously improving safety performance

Environmental Performance

Committed to reducing environmental impact

Hydrocarbon Flaring from Upstream Oil & Gas Production

Million metric tons



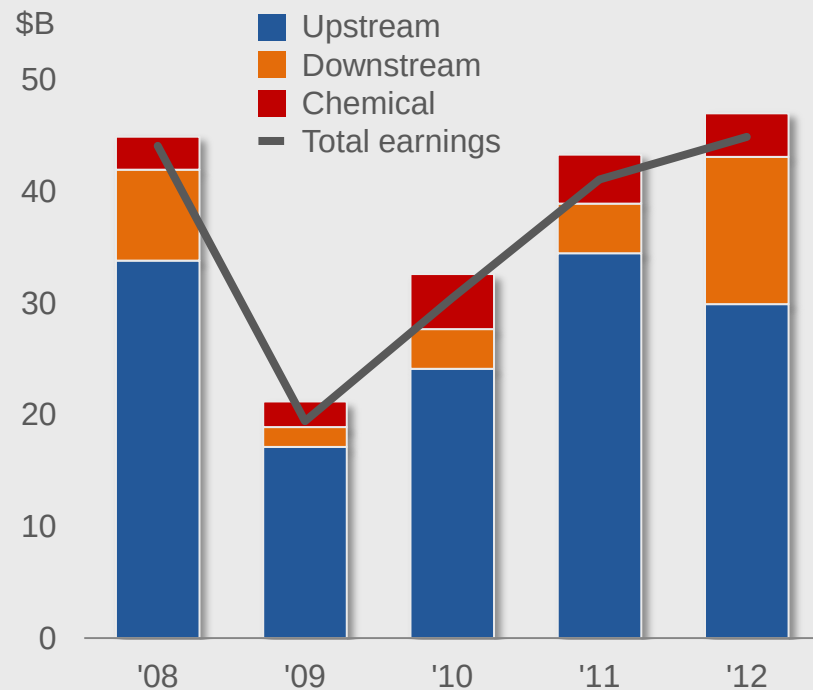
* XTO included beginning in 2011.

- Strong environmental management
- Improving energy efficiency
- Reducing flaring, emissions, releases
- *Protect Tomorrow. Today.*

Earnings

Earnings of \$44.9B in 2012, an increase of 9% over 2011

Earnings Excluding Special Items



- Strong performance across all business lines
- Leveraging integration advantages
- Maximizing value of asset base

Upstream Earnings per Barrel

Managing the Upstream portfolio to improve earnings per barrel

Earnings per OEB*

\$/OEB

30

25

20

15

10

5

'08

'09

'10

'11

'12

CVX

XOM
RDS

BP

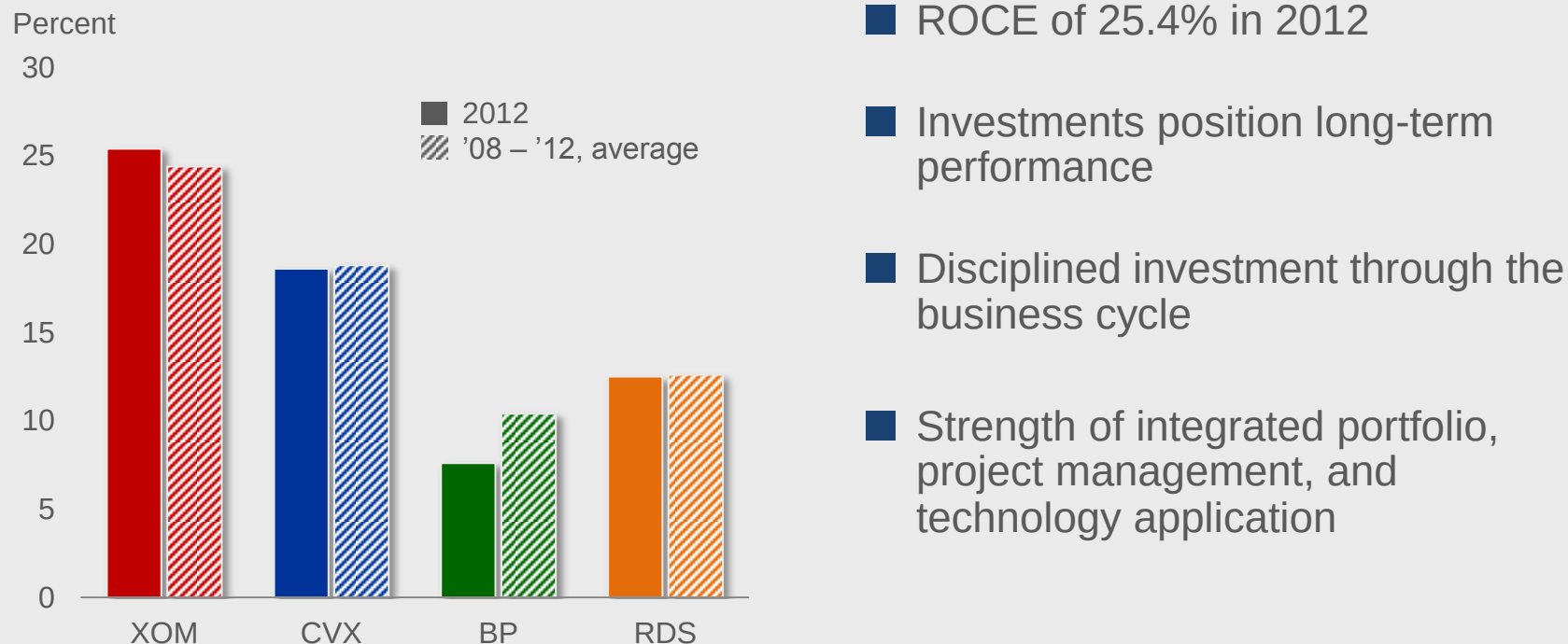
- Current asset mix impacting results in the short term
- Plans in place to maximize value
- Disciplined and consistent approach over the long term
- Ongoing portfolio management

* Competitor data estimated on a consistent basis with ExxonMobil and based on public information.

Return on Capital Employed

Proven business model continues to deliver ROCE leadership

Return on Average Capital Employed*



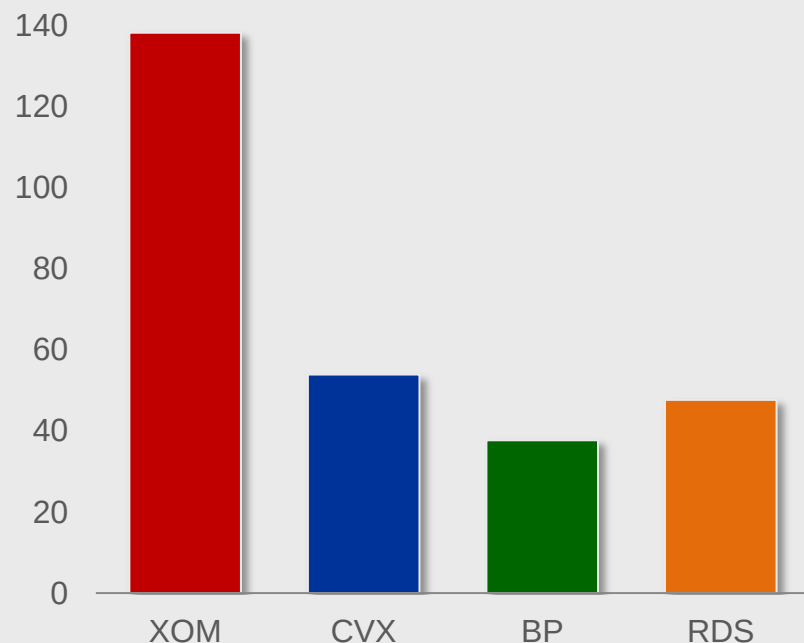
* Competitor data estimated on a consistent basis with ExxonMobil and based on public information.

Free Cash Flow

Superior cash flow provides investment and distribution flexibility

Total Free Cash Flow*

\$B, cumulative '08 – '12



* Competitor data estimated on a consistent basis with ExxonMobil and based on public information.

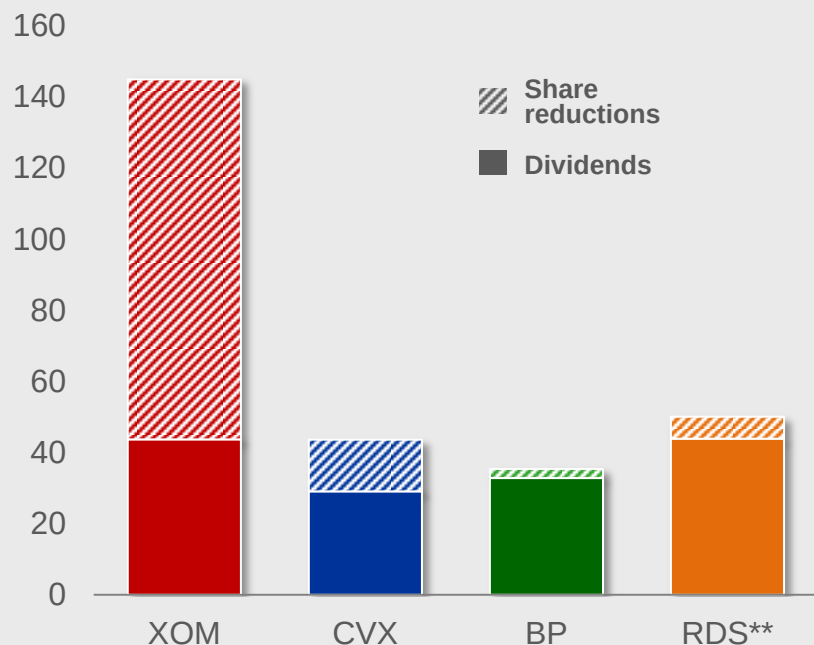
- Funded attractive investment opportunities
- Generated free cash flow of \$138B since beginning of 2008
- Provides capacity for unmatched shareholder distributions

Unmatched Shareholder Distributions

Industry-leading shareholder distributions

Shareholder Distributions*

\$B, cumulative '08 – '12



* Competitor data estimated on a consistent basis with ExxonMobil and based on public information.

** Includes share repurchases related to Scrip Dividend Programme.

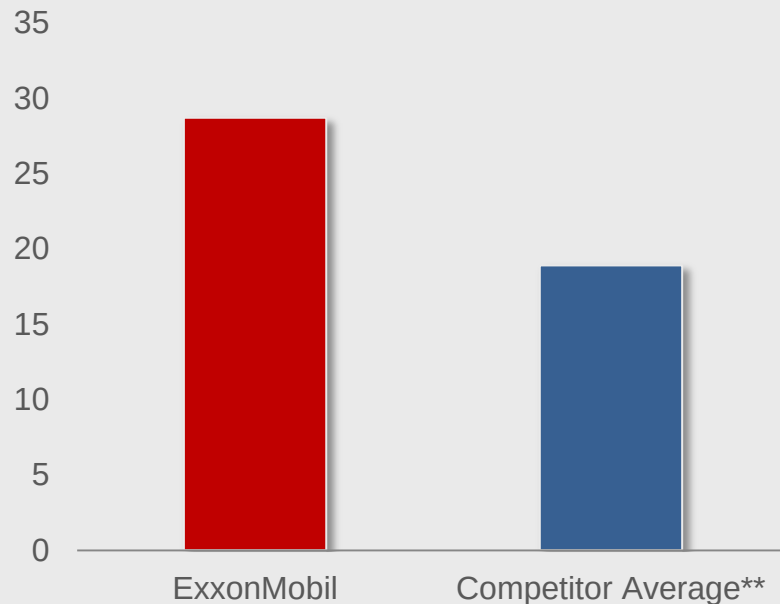
- Total shareholder distributions of \$145 billion
  - Higher than competitors combined
- 4.5 billion shares outstanding
  - Reduced from 7.0 billion post Exxon-Mobil merger and 5.1 billion post XTO acquisition
- Dividends per share increased 59% since beginning of 2008
  - 21% per-share increase in 2Q '12
  - 30 years of consecutive per-share dividend increases

Distribution Yield

Industry-leading shareholder distributions

Distribution Yield*

Percent, dividends and share repurchases, '08 – '12



* Yield based on 2007 year-end market capitalization.

** RDS, BP, and CVX. Competitor data estimated on a consistent basis with ExxonMobil and based on public information.

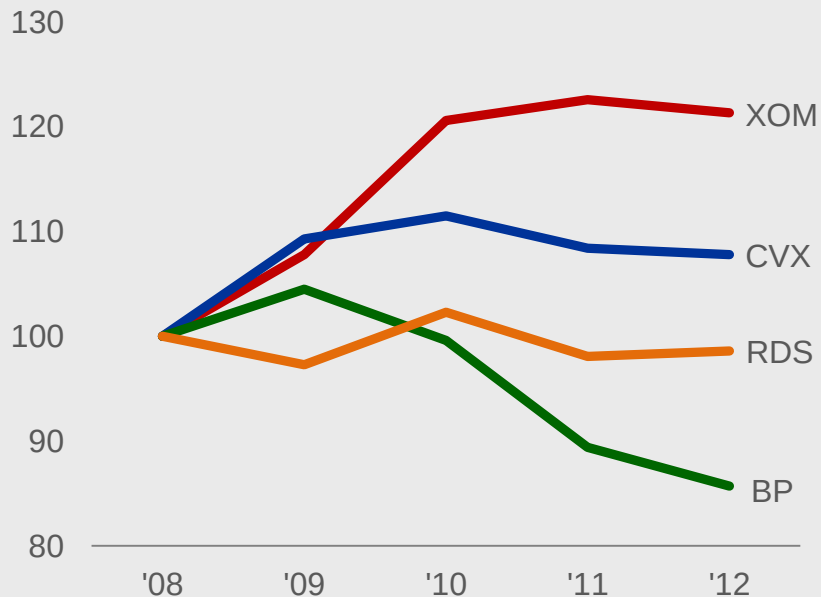
- Total distribution yield of 29% since beginning of 2008
  - Nearest competitor at 23%
- Average annual distribution yield of 7.2%
  - Competitor average of 4.7%
- Maintained strong financial position

Increasing Ownership

Enhanced per-share interest in ExxonMobil production

Production Growth per Share*

Indexed growth, '08 – '12



■ Each share has an interest in 21% more production volumes

■ Annualized production growth per share of 5%

- Nearest competitor at about 2%

■ Reflects benefit of share purchases

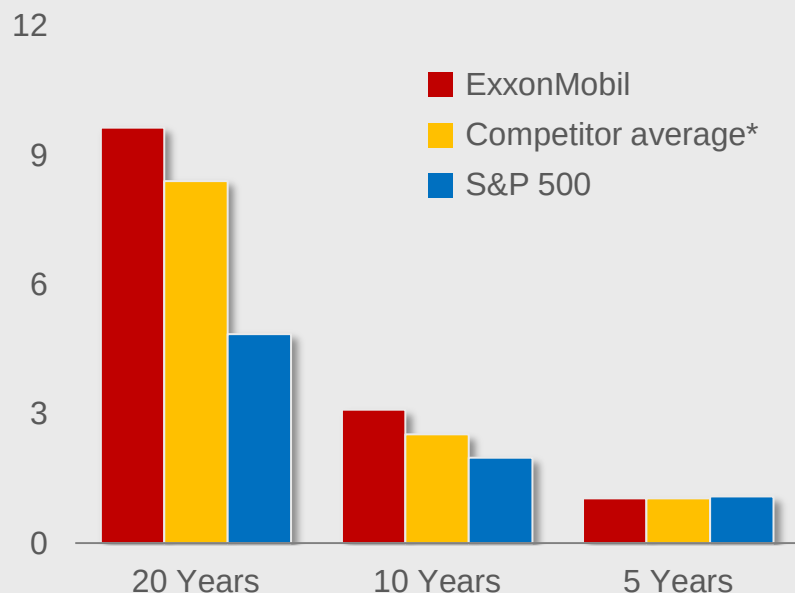
* Competitor data estimated on a consistent basis with ExxonMobil and based on public information.

Share Performance

Long-term performance exceeds competitor average and S&P 500

Shareholder Returns

\$K, value of \$1,000 invested (as of YE 2012)



* RDS, BP, and CVX. Competitor data estimated on a consistent basis with ExxonMobil and based on public information.

- Financial results and stock market returns best viewed over long term
- Reflects strong financial and operating performance
- Competitive advantages maximize shareholder value

Business Overview

Rex Tillerson

Chairman and CEO



ExxonMobil

Business Environment

Global environment offers a broad mix of challenges and opportunities

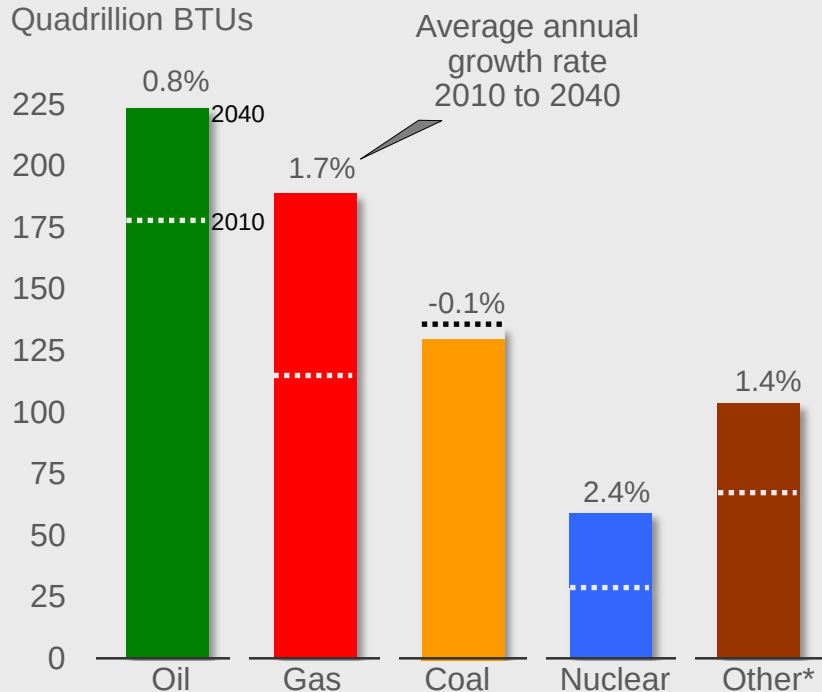
- Near-term economic growth remains sluggish with risks persisting in the OECD
- Developing economies show signs of stabilizing after slowdown in 2012
- Significant regulatory initiatives continue while climate policies remain uncertain
- Long-term outlook for energy and petrochemical demand remains robust

Energy Demand to 2040

Global energy demand expected to grow about 35% by 2040

Energy Demand

Quadrillion BTUs



- Mix gradually shifts with oil and natural gas remaining prominent
- Higher oil demand driven by expanding transportation needs
- Strong growth in natural gas led by power generation needs
- Pace of demand growth moderated by efficiency gains across the world

Source: ExxonMobil 2013 Outlook for Energy

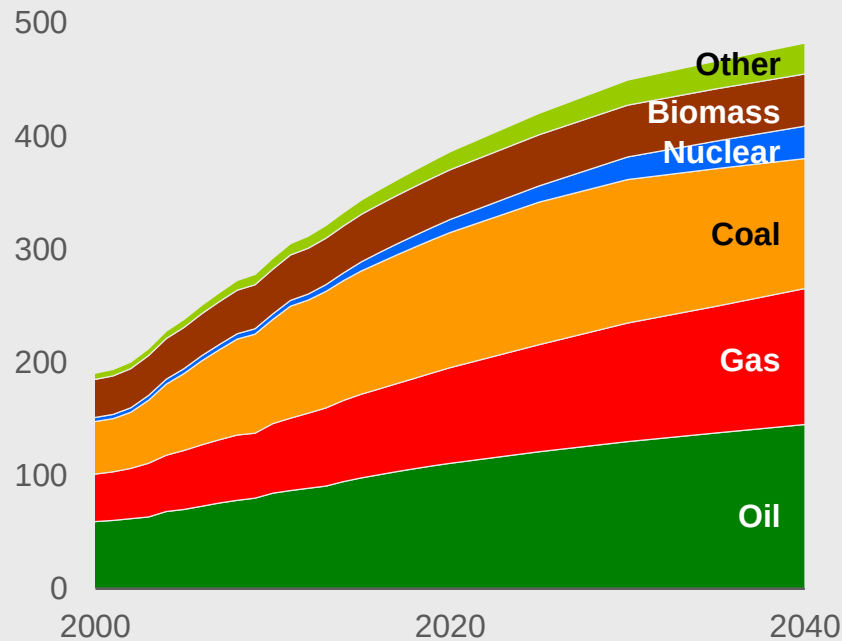
* Other includes hydro, geothermal, biomass, wind, solar, and biofuels.

Developing Economies Lead Growth

Asia Pacific demand accounts for close to 60% of global increase

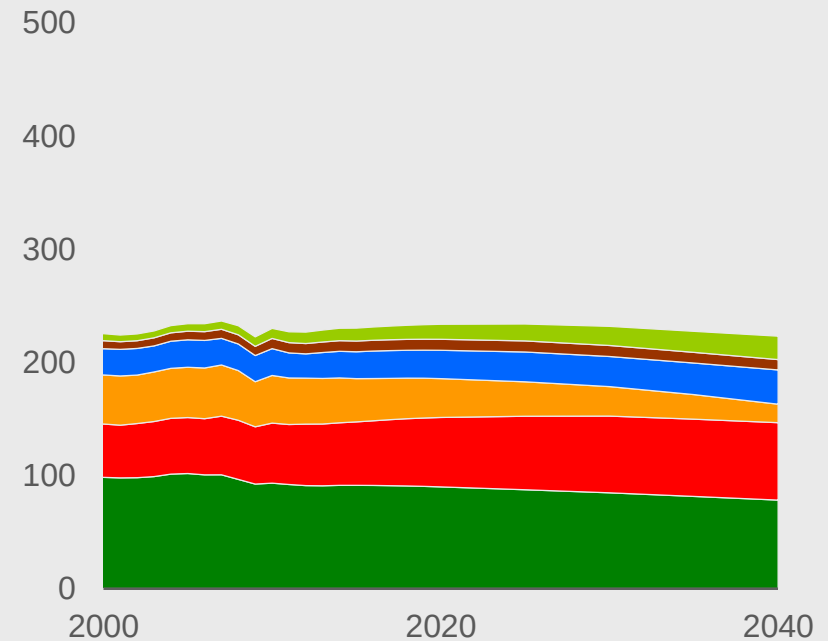
Non-OECD Countries*

Quadrillion BTUs



OECD Countries

Quadrillion BTUs



Source: ExxonMobil 2013 Outlook for Energy

* OECD: Organization for Economic Co-operation and Development

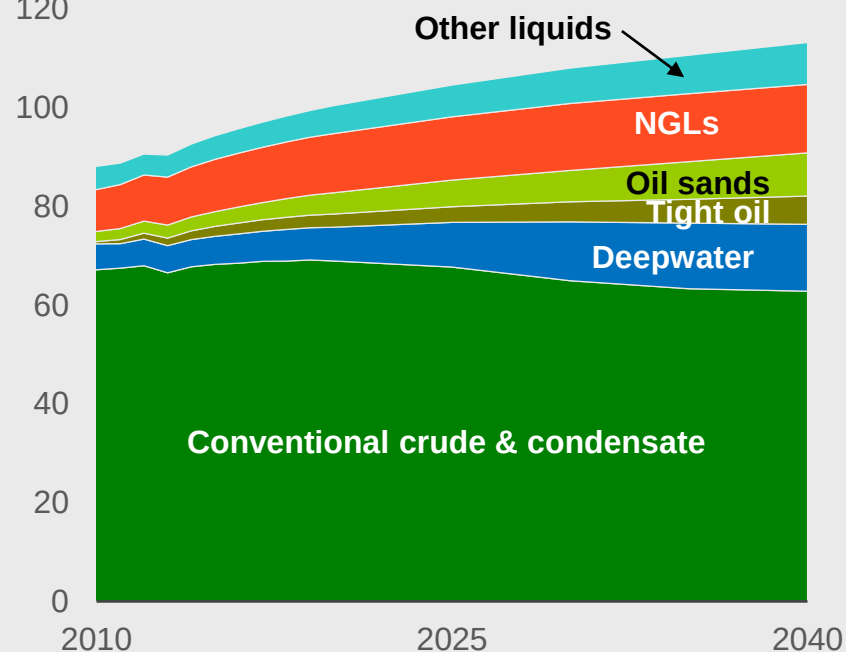
Liquids and Gas Supplies Expand and Diversify

Advances in technology enable growth from unconventional resources

Liquids

MOEBD

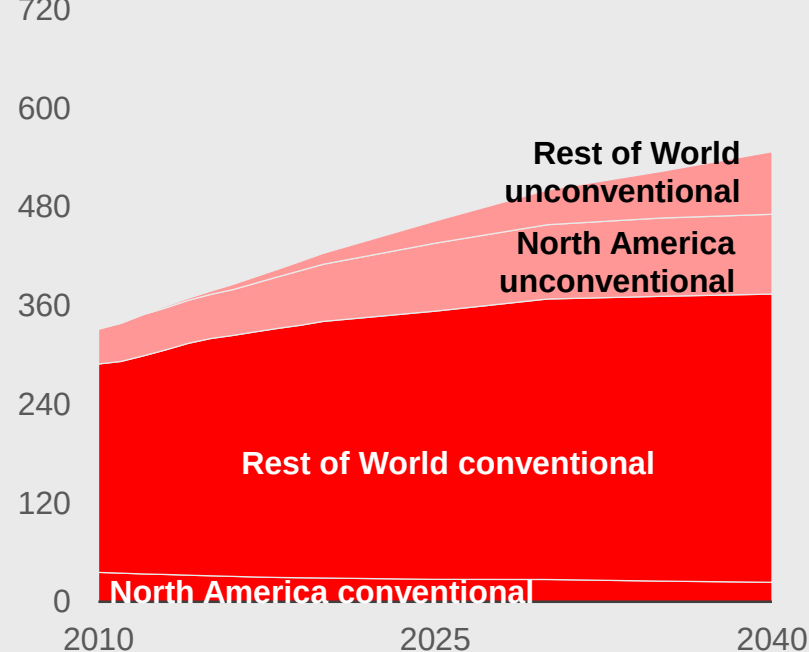
120



Gas

BCFD

720



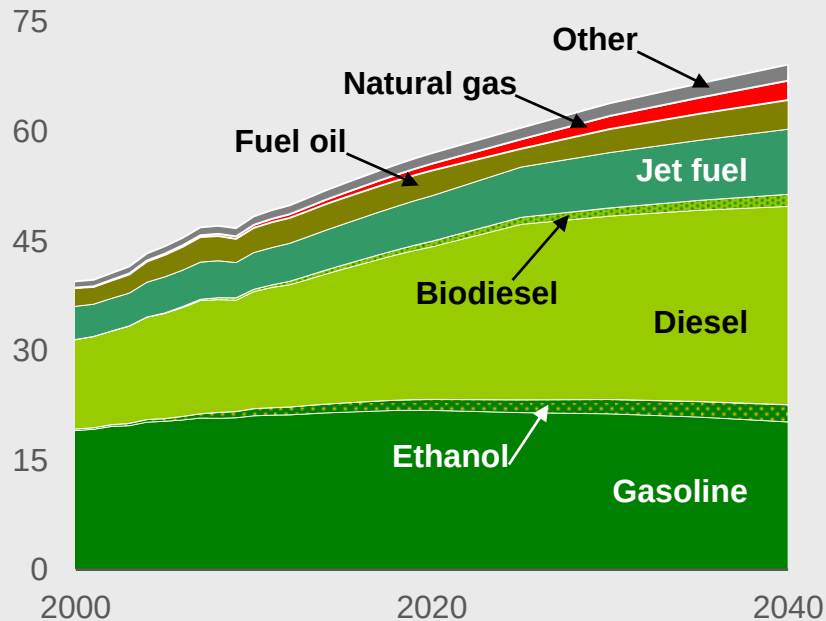
Source: ExxonMobil 2013 Outlook for Energy

Transportation Product Demand

Diesel will surpass gasoline as the number one transportation fuel

Global Demand

MOEBD



Source: ExxonMobil 2013 Outlook for Energy

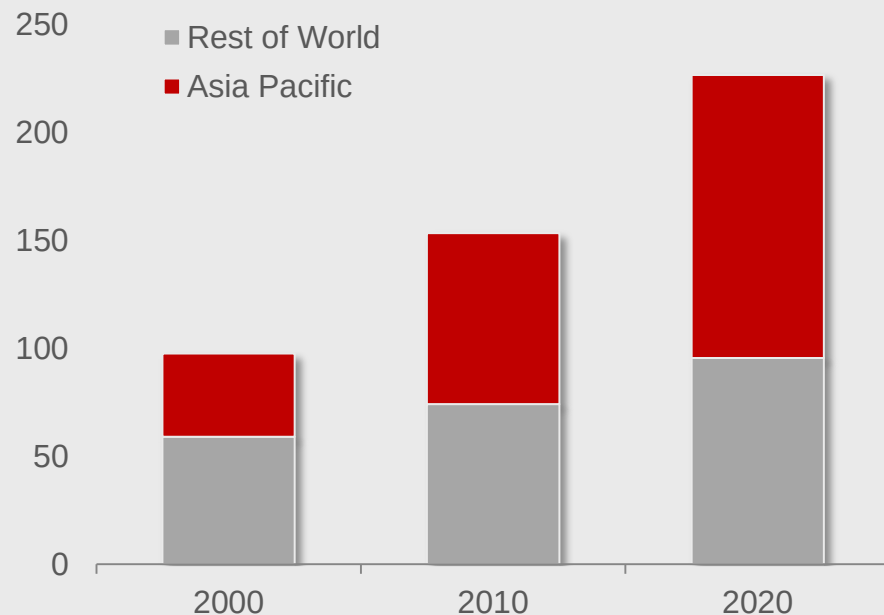
- Transportation product mix will shift as demand rises more than 40%
- Demand for diesel driven by expanding commercial activity
- Gasoline demand will be relatively flat, reflecting fuel economy gains

Global Chemical Demand

Chemical demand growth driven by Asia Pacific

Global Chemical Demand*

Million metric tons



- Demand growth above GDP's as standards of living improve
- Two-thirds of growth in Asia Pacific
- Chemicals provide cost and material attribute advantages

Sources: IHS Chemical and ExxonMobil estimates

* Chemical demand shown is polyethylene, polypropylene, and paraxylene.

The Energy Challenge

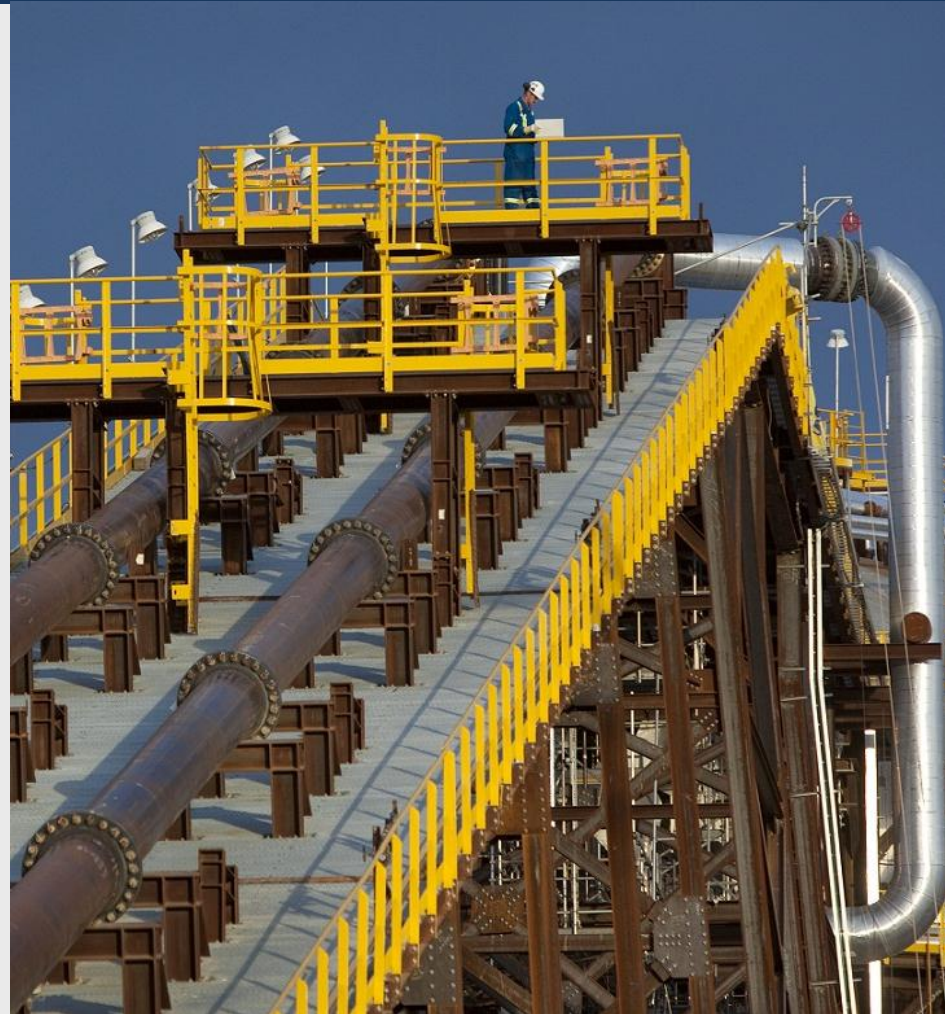
Meeting the world's growing energy needs safely and responsibly

- Requires an abundance of diverse, reliable, and affordable supplies
- Demands a commitment to innovation and technology
- Requires access to high-quality resources
- Calls for unprecedented levels of investment and expanding trade
- Requires sound, stable government policies
- Demands effective risk management and operational excellence

Strategic Overview

Rex Tillerson

Chairman and CEO



ExxonMobil

Key Elements of ExxonMobil Strategy

Best-in-class Upstream, Downstream, and Chemical businesses

- Effective risk management, safety, and operational excellence
- Integrated business model
- Disciplined processes
- World-class assets across all business lines
- Focus on profitability and returns
- Long-term approach

Upstream

Rex Tillerson

Chairman and CEO



ExxonMobil

Leading Upstream Business

Consistent execution of strategy delivers long-term value

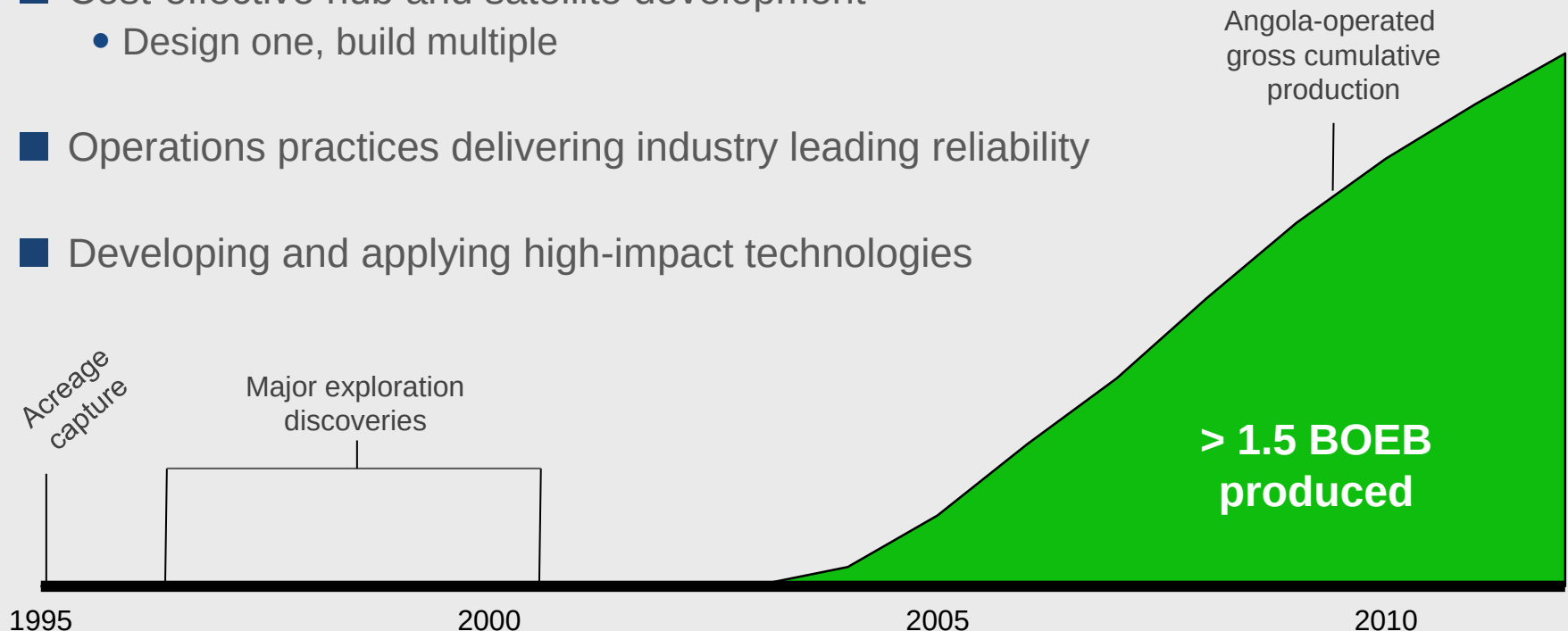


- Industry-leading capabilities
- Successful track record of developing best-in-class resources
- Positioned for sustained growth
- Intense focus on profitability and differentiation from competition

Leading Deepwater Capability

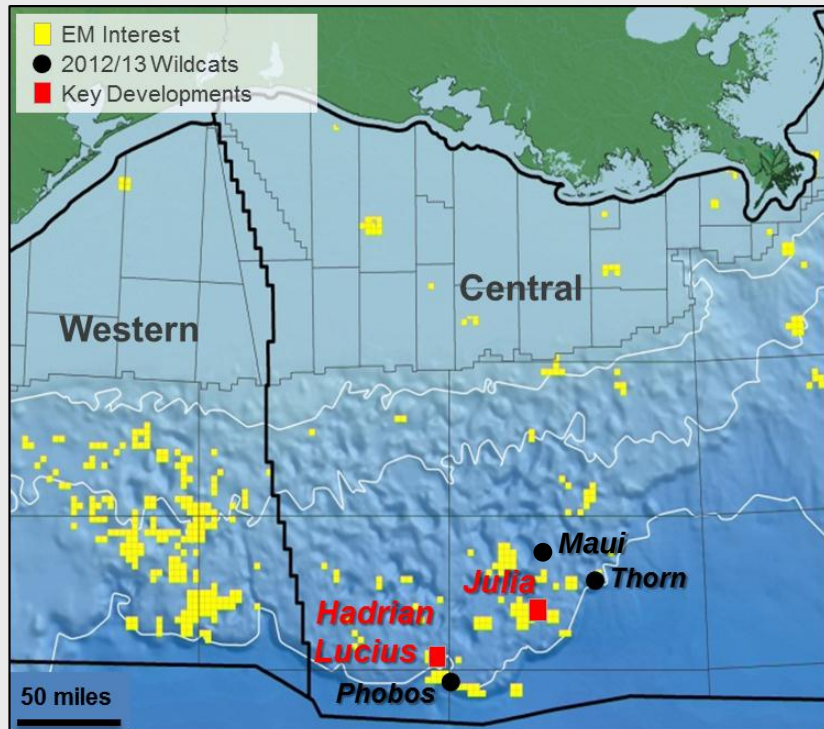
Transformed frontier acreage to large-scale production

- Identified and captured high-quality acreage
- Cost-effective hub and satellite development
  - Design one, build multiple
- Operations practices delivering industry leading reliability
- Developing and applying high-impact technologies



New Developments - Gulf of Mexico

Applying expertise to 1.7 million acres in the Gulf of Mexico



- Lucius and Hadrian South projects progressing toward 2014 start-up
- Hadrian North appraisal drilling
- Julia project long-lead items on order; engineering underway
- Exploration drilling and seismic activity ongoing
- Marine Well Containment System delivery in 2013

Leading LNG Capability

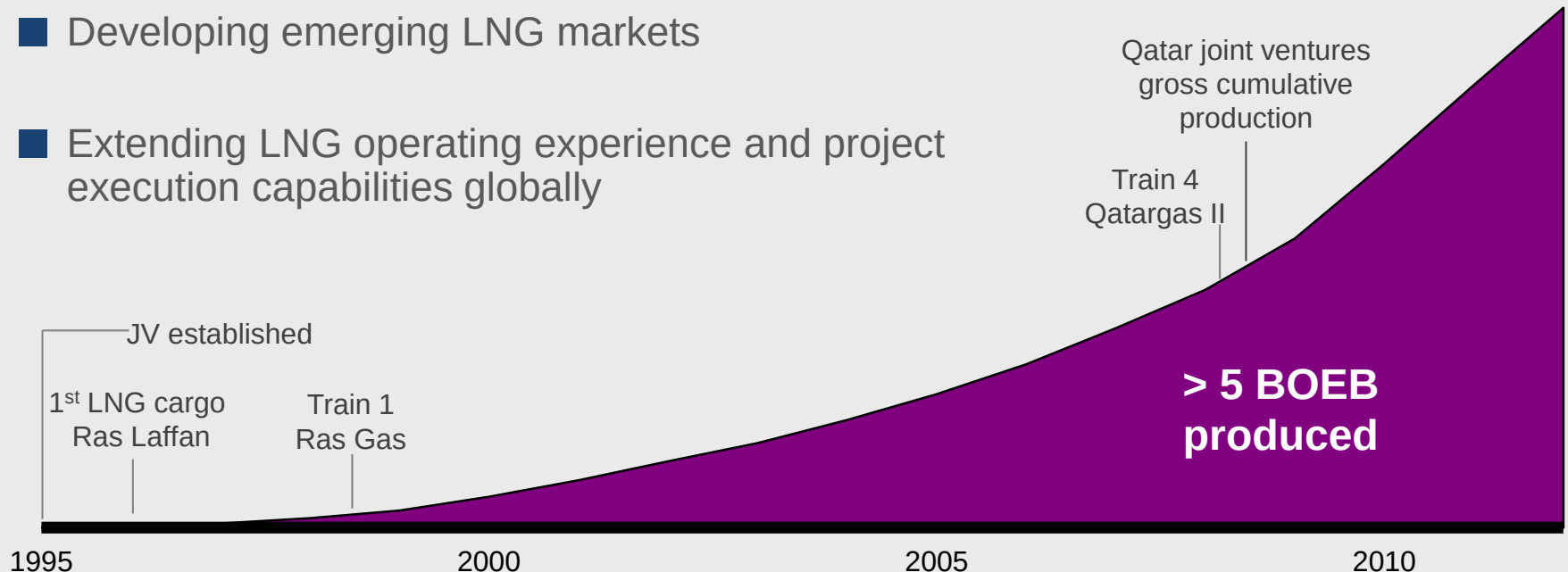
Commercialized world's largest gas field via LNG with Qatar Petroleum

■ Developing and applying high-impact technologies

- Multiple industry “firsts”
- Economies of scale across value chain

■ Developing emerging LNG markets

■ Extending LNG operating experience and project execution capabilities globally



New Developments - Papua New Guinea

Applying global LNG experience and project execution capabilities

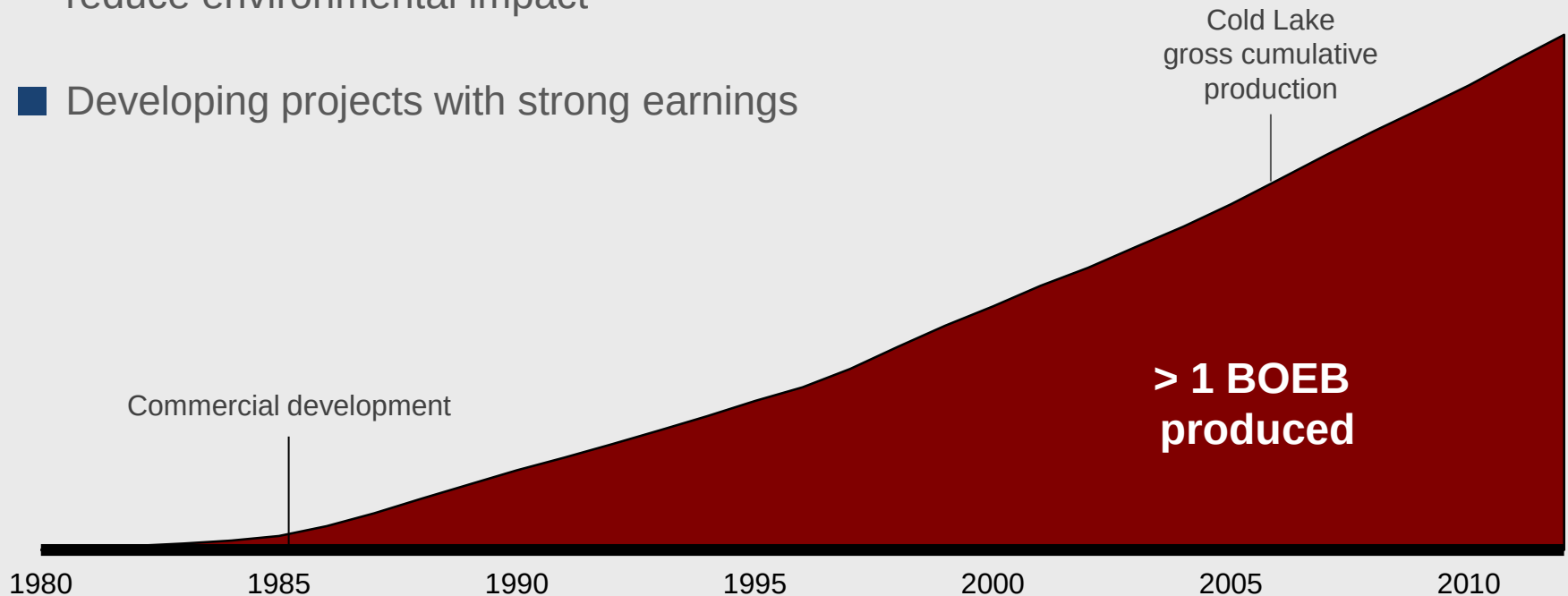


- High-quality 9 TCF resource
- Two-train 6.9 MTA LNG plant
- On schedule for start-up in 2014
- Adding resource for a potential third train

Leading Oil Sands / Heavy Oil Capability

High-quality resources and enabling technologies deliver long-term value

- Premier portfolio of long-plateau volumes
- Enabling technologies improve recoveries and reduce environmental impact
- Developing projects with strong earnings



New Developments - Kearl

Long-life resource begins production



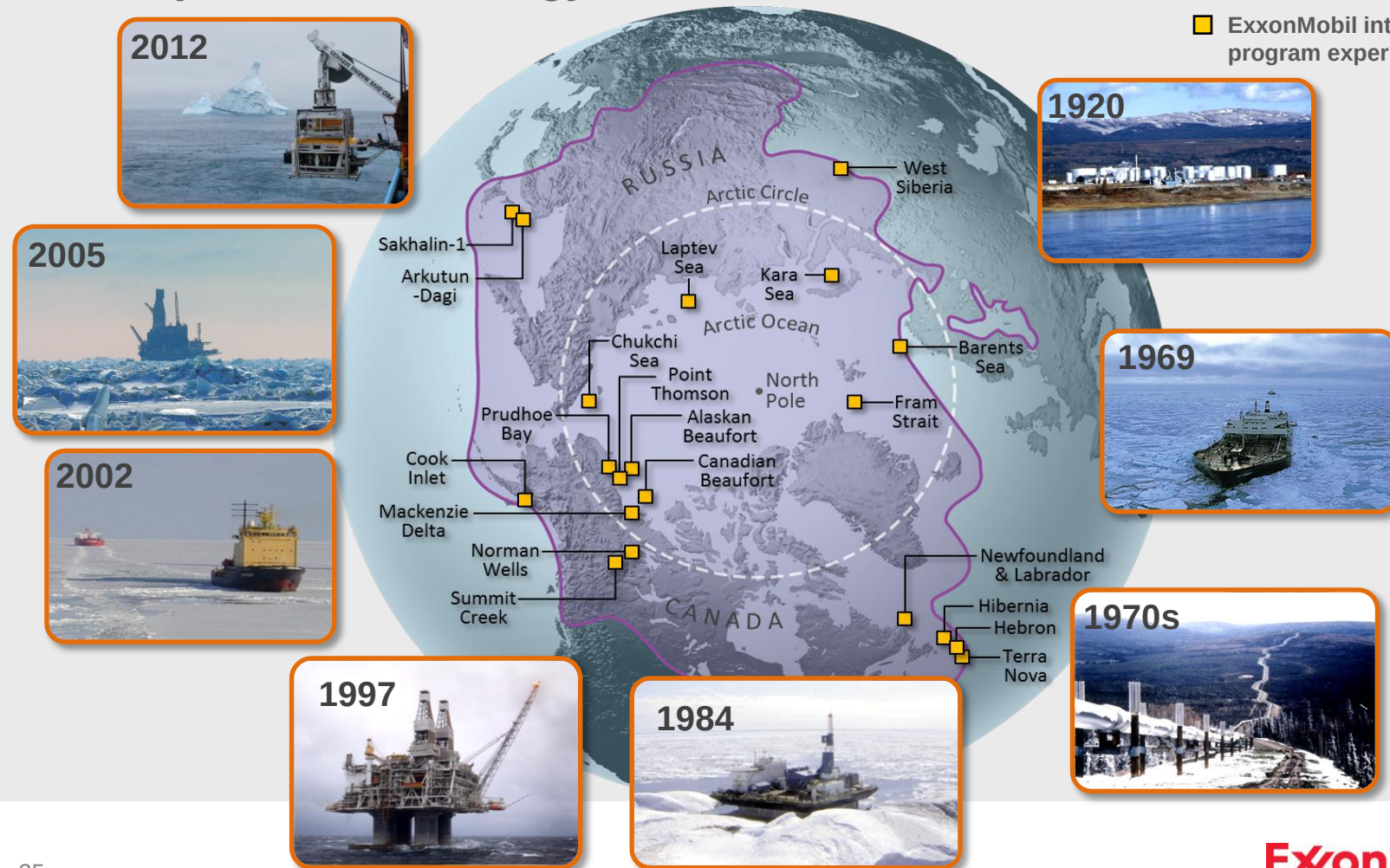
- Facility start-up 1Q 2013
- Proprietary technology
- Long-term plateau production
- Expansion project execution in progress ~30% complete

Leading Arctic Capability

Over 90 years of technology innovation in the Arctic

■ Arctic-like conditions

■ ExxonMobil interest & field program experience



New Developments - Sakhalin and Hebron

Applying proven arctic capabilities to progress additional developments



Sakhalin

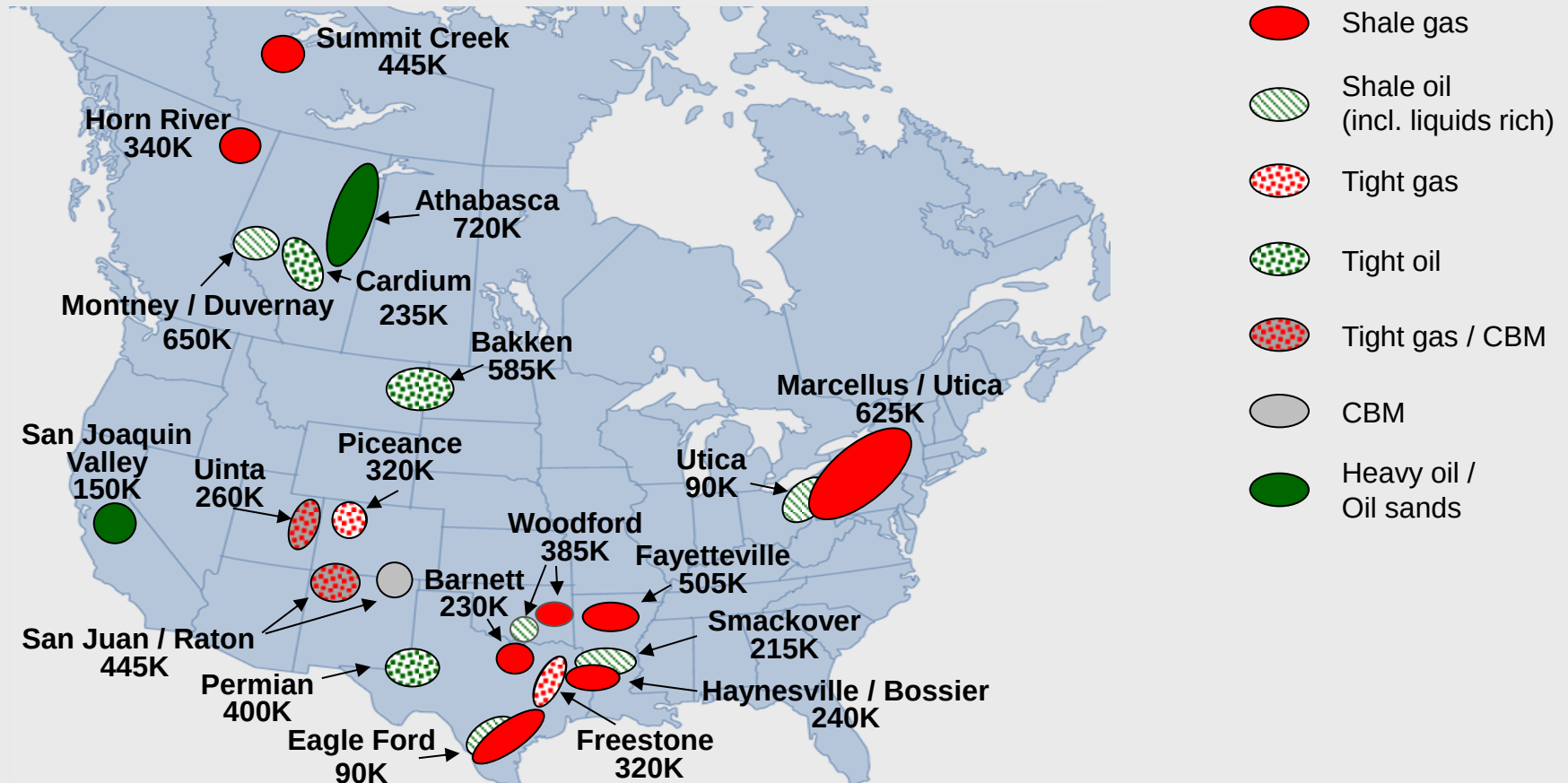
- Arkutun-Dagi
  - Gravity-based structure complete
  - Topsides fabrication in progress
  - On schedule for 2014 start-up
- Chayvo Onshore Expansion start-up

Hebron

- Project sanctioned
- Develops 700 MBO
- Execution under way

Leading Unconventional Capability

Unmatched position in unconventional plays in North America

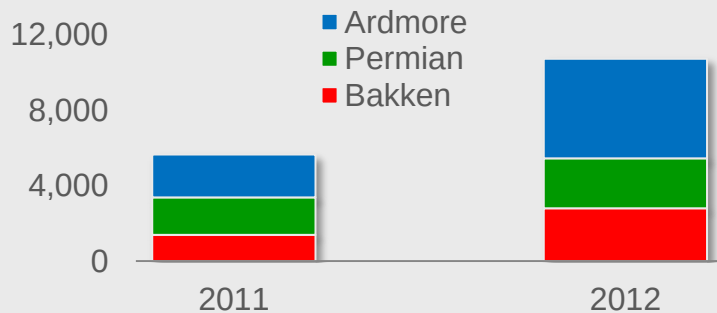


Expanding Liquids-Rich Position

Leading position in major plays drives significant liquids growth

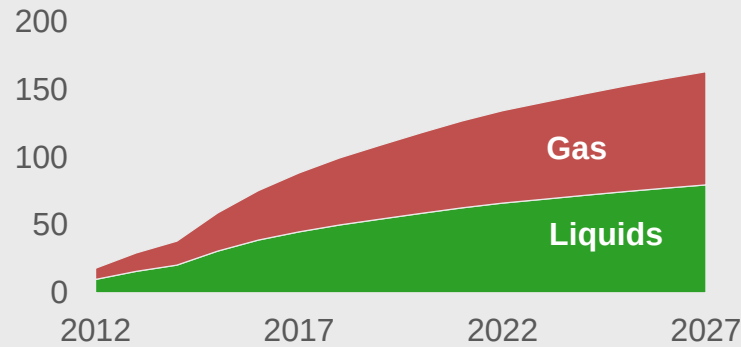
U.S. Liquids-Rich Plays

Drillwell inventory



Woodford Ardmore Development Scenario

KOEBC



Woodford Ardmore

- > 1.5 BOEB resource potential
- Most active unconventional play
- Infrastructure build-out progressing

Bakken

- Growing core liquids position
- 0.9 BOEB resource
- Strategic bolt-on acquisition

Permian

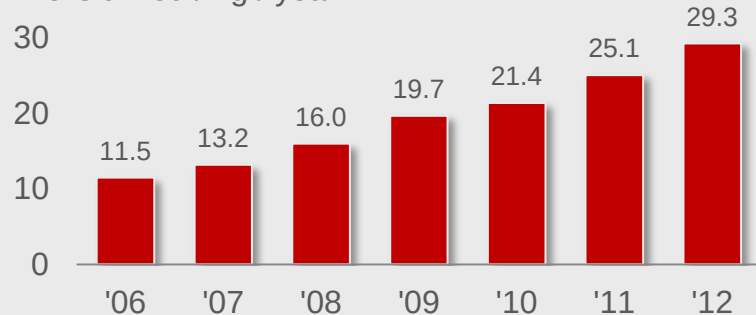
- Leading producer and acreage holder

Operational Excellence

Driving down costs and increasing recovery

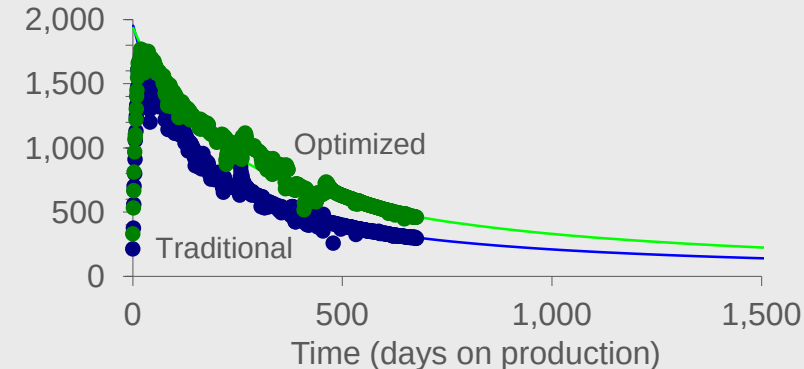
Barnett

Wells drilled / rig / year



Completion Optimization - Haynesville

Rate, MCF per 1,000 feet



- Consistent increase in wells per rig year yields reduction in drilling costs
- Continuing to extract value even with increasing well complexity
- Optimized completions yield higher recoveries
- Approach applied to global portfolio

2013 – 2017 Production growth

Major project start-ups deliver significant volume growth



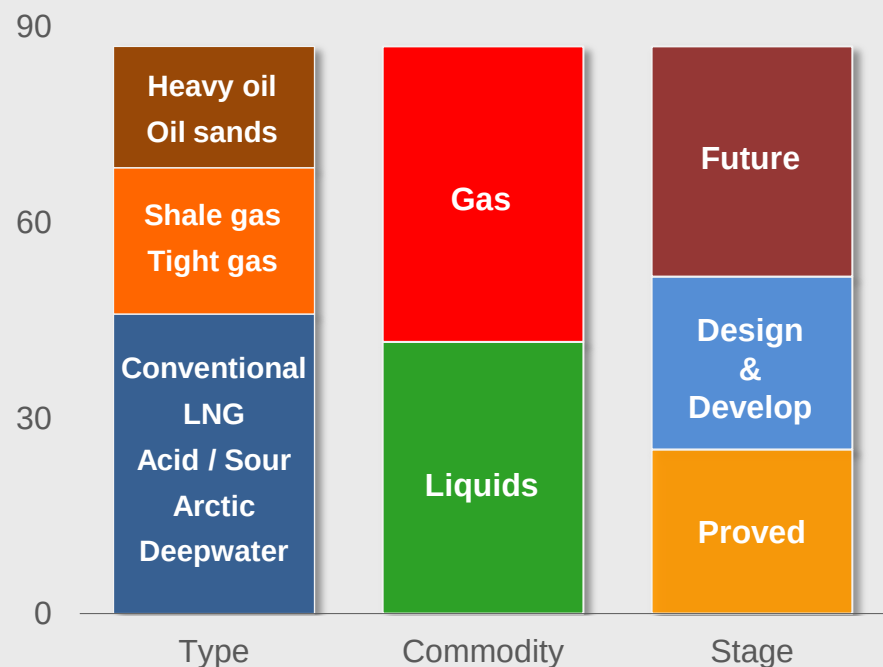
- Continued development of resource base
- Adding 1 MOEBD net by 2017
- Significant growth in liquids and liquids-linked gas

Resource Base

87 BOEB – delivering today, positioning for tomorrow

Resource Base

BOEB



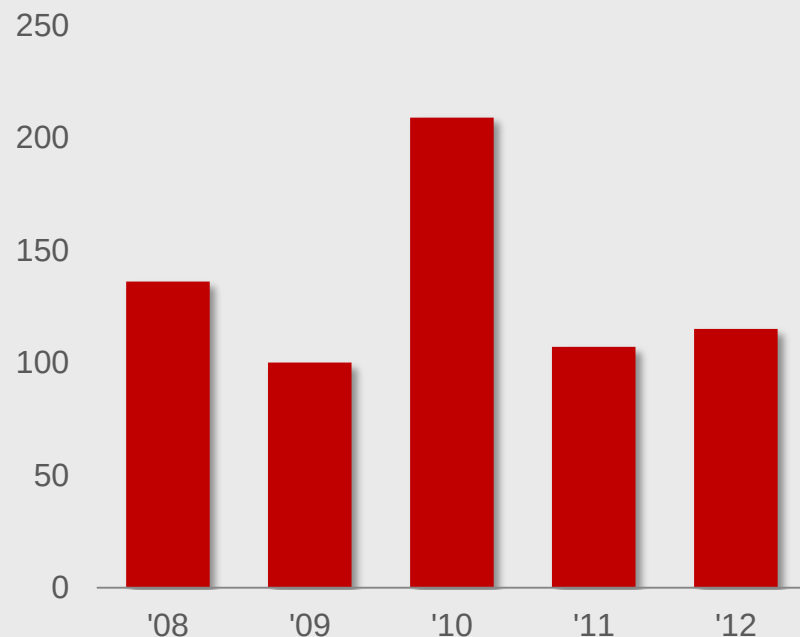
- Large, diverse, and well-balanced portfolio of assets
- 25 BOEB proved reserves – current operations and projects in construction
- 27 BOEB – in design and development stages
- 35 BOEB – future development

Reserves Replacement & Resource Additions

Consistently replacing reserves and adding quality resources

Proved Reserves Replacement*

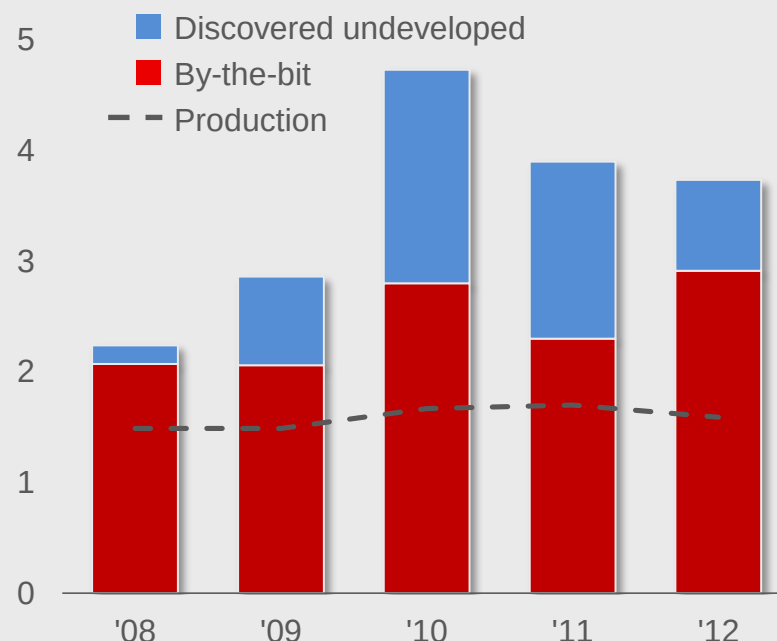
Percent



* Reserves replacement based on SEC pricing bases and including asset sales, except as noted in the Cautionary Statement.

Annual Resource Additions**

BOEB



** Excludes XTO acquisition and the proved portion of discovered undeveloped additions.

Projects Delivering Volume Growth

31 major project start-ups between 2012 and 2017



**Deepwater
Angola Satellites**



**LNG
Papua New Guinea**



**Conventional
Banyu Urip**



**LNG
Gorgon Jansz**



**Conventional
Nigeria Satellites**



**Arctic
Arkutun-Dagi**



**Conventional
Telok**



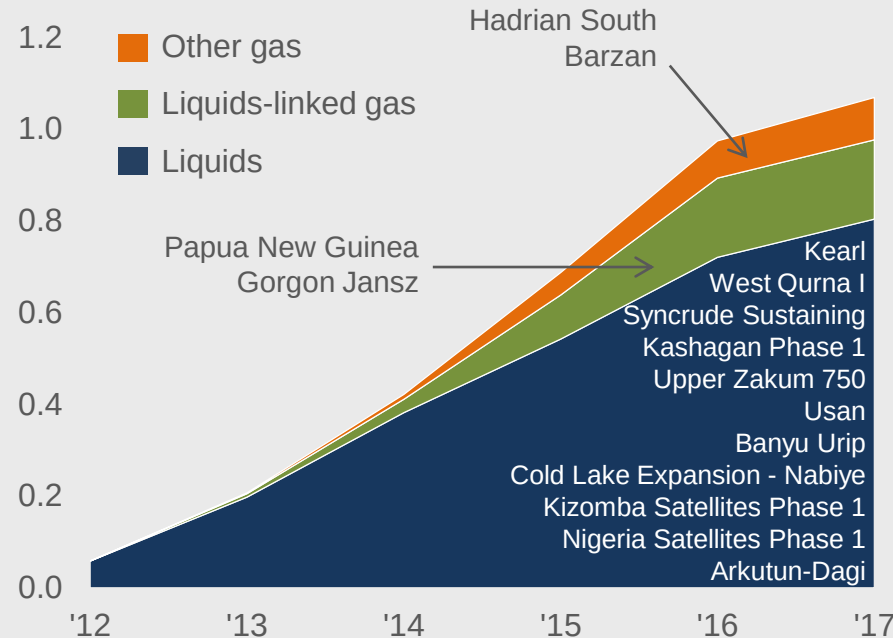
**Oil Sands
Kearl**

Major Project Production Outlook

Major projects deliver liquids and liquids-linked volume growth

Major Project Production Outlook*

MOEBD



- Over 1 MOEBD net added by 2017
  - > 90% liquids + liquids-linked volumes
  - Two-thirds long-plateau volumes
- Portfolio supports long-term growth

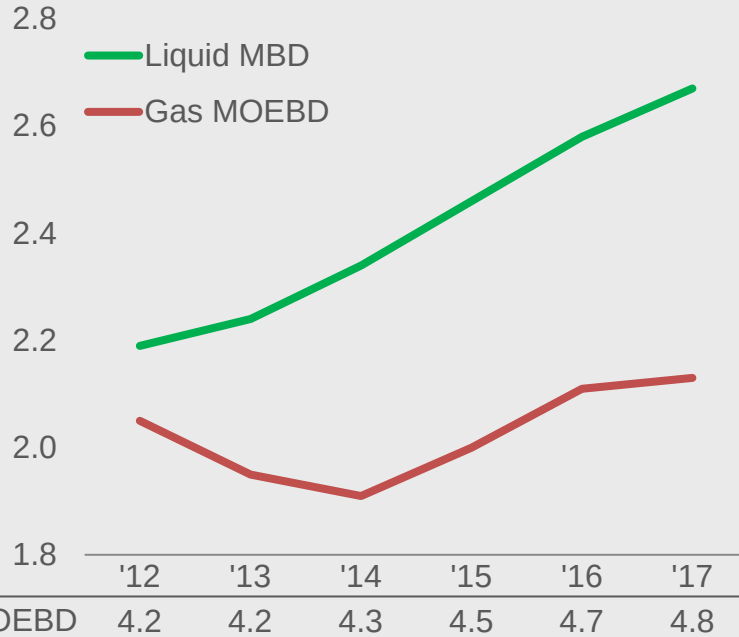
* Excludes impact of future divestments and OPEC quota effects.
Projections based on 2012 average prices (\$112/B Brent)

Upstream Production Outlook

2 – 3% growth per year through 2017 – strong contribution from liquids

Total Production Outlook*

MOEBD



* Excludes impact of future divestments and OPEC quota effects.
Projections based on 2012 average prices (\$112/B Brent)

■ Liquids outlook

- 2013: up ~2%
- 2013 – 2017: up ~4% per year

■ Gas outlook

- 2013: down ~5%
- 2013 – 2017: up ~1% per year

■ Liquids + liquids-linked outlook: up 3 – 4% per year

■ Total production outlook

- 2013: down ~1%
- 2013 – 2017: up 2 – 3% per year

Long-Term Growth Opportunities

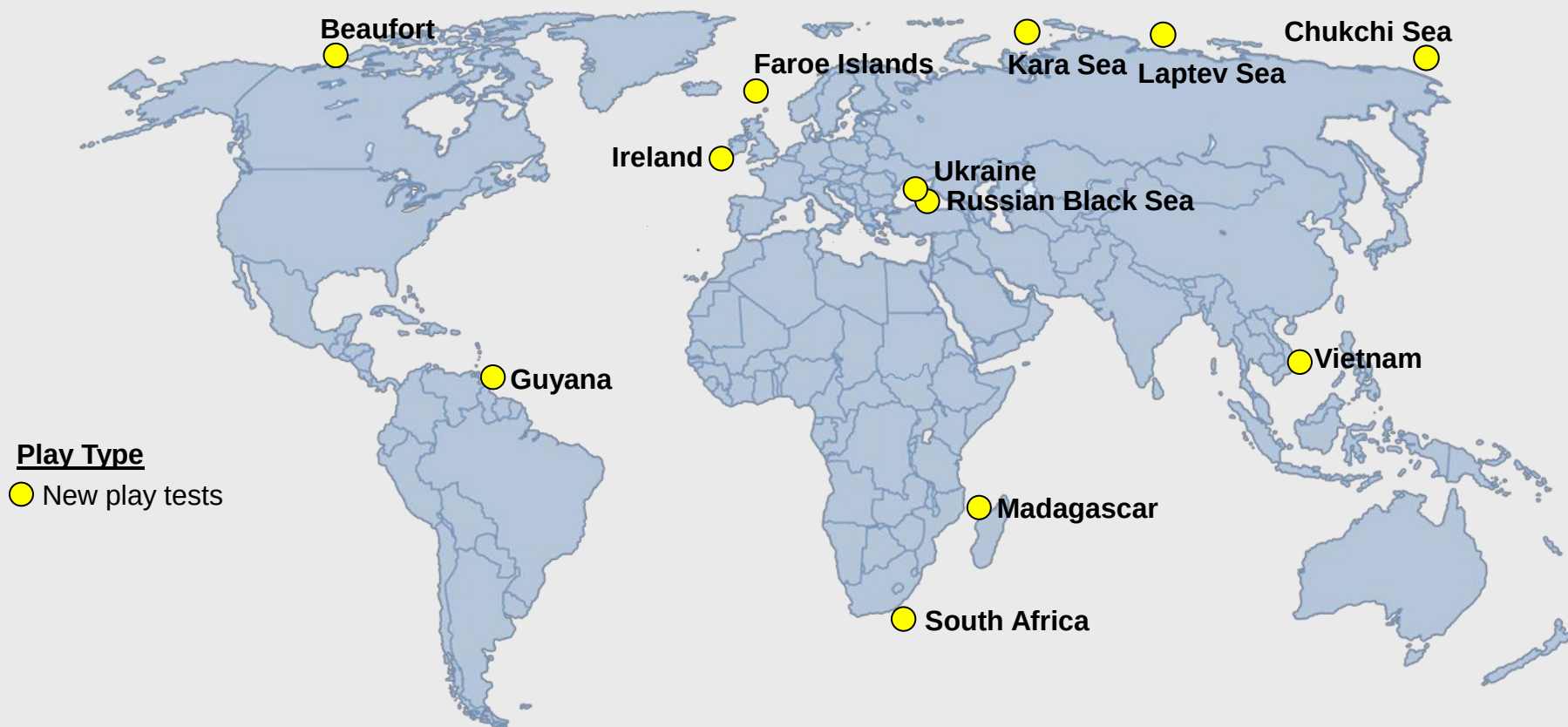
Well positioned for sustained long-term growth



- Successful exploration results
- Deep and robust inventory
- Adding quality acreage in proven and emerging plays

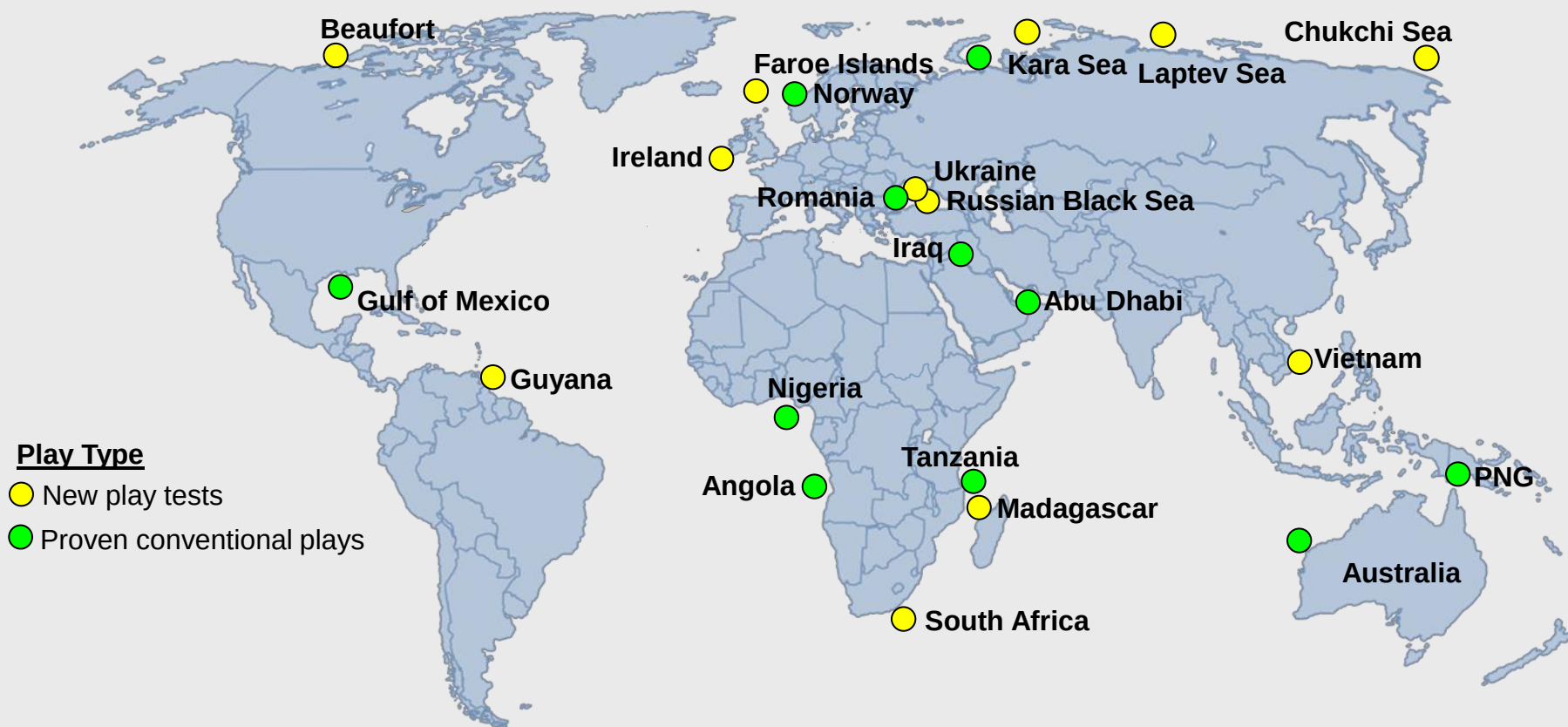
New Opportunity Growth

Growing global portfolio of high-quality resource opportunities



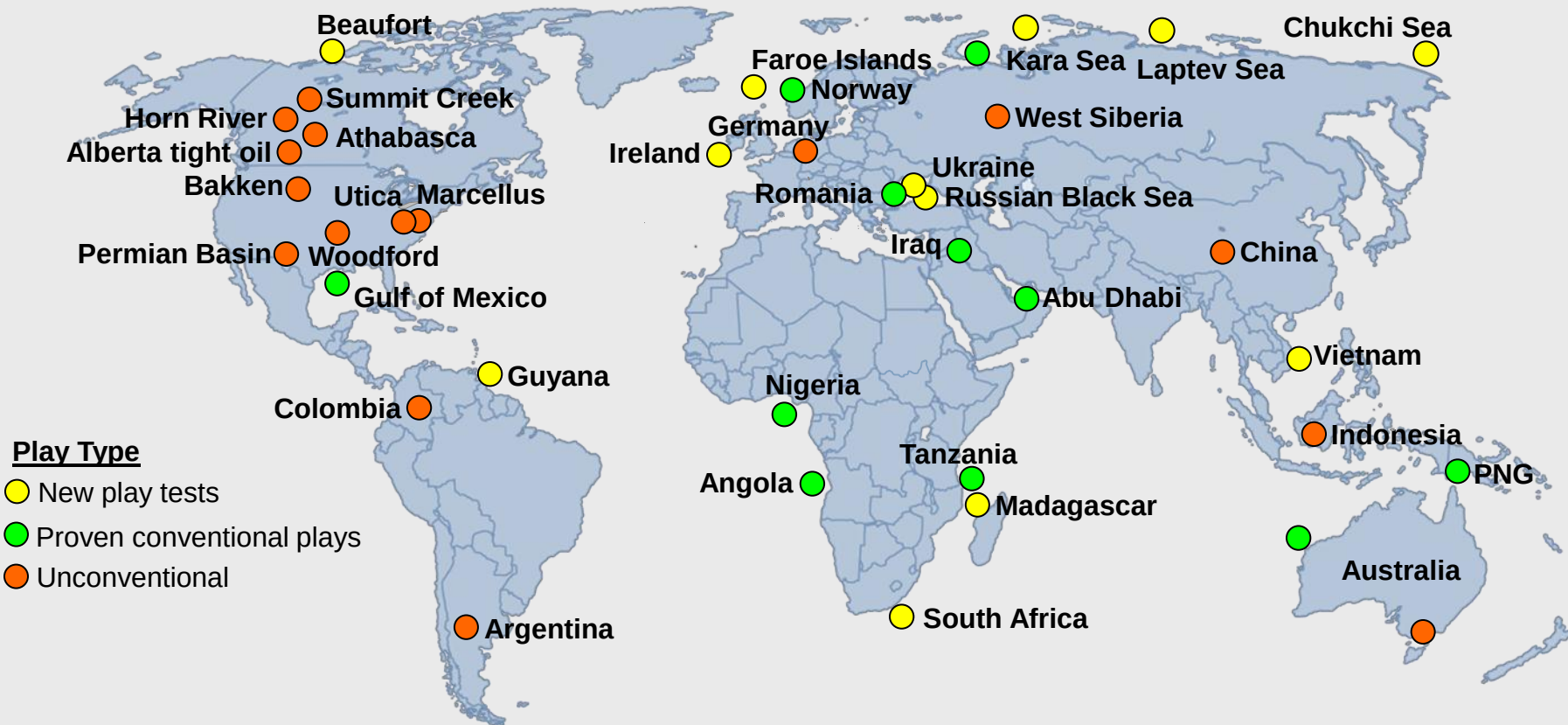
New Opportunity Growth

Growing global portfolio of high-quality resource opportunities



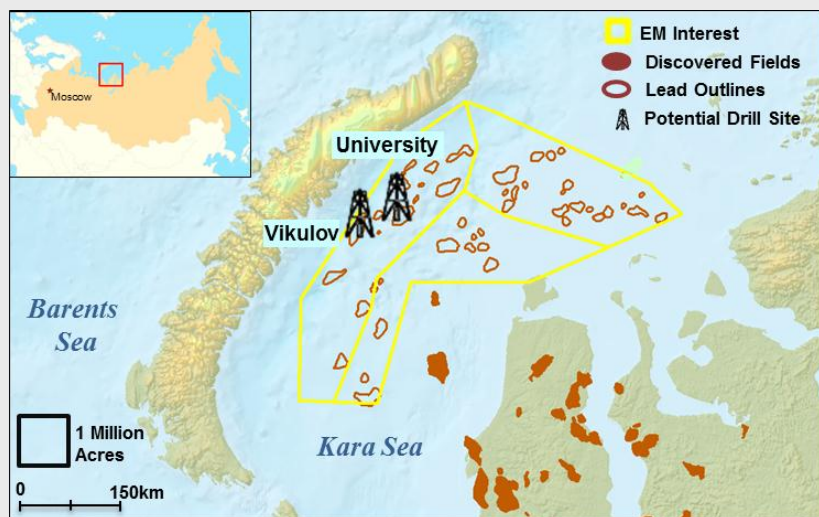
New Opportunity Growth

Growing global portfolio of high-quality resource opportunities



Kara Sea

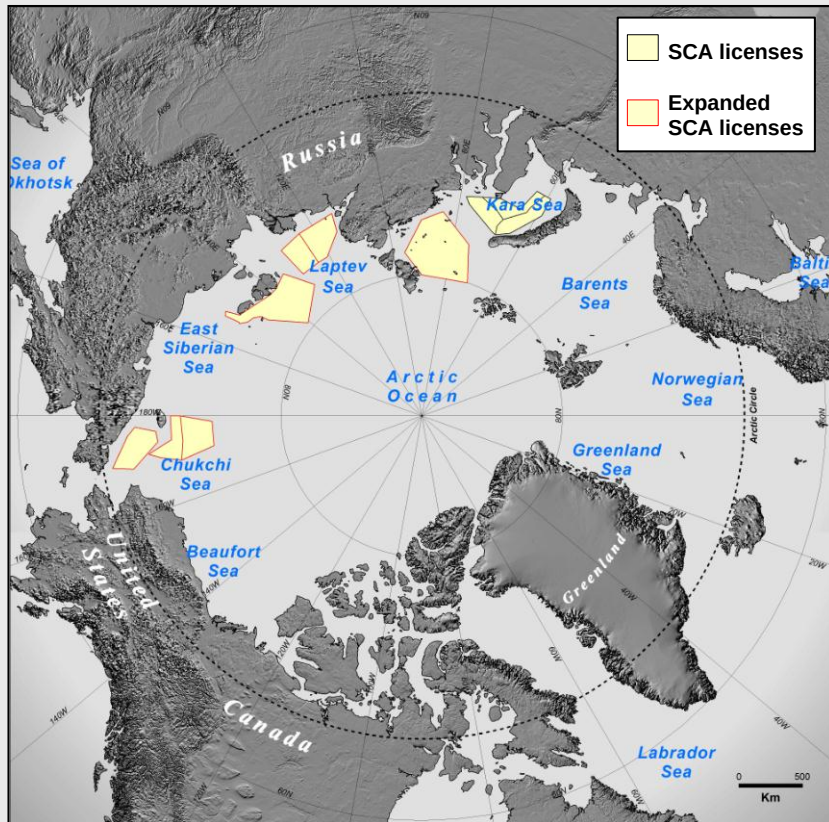
Significant new exploration position in prospective Arctic



- 31 million acres in Kara Sea
- Completed large field program
- Completed definitive agreements
- Expect to start drilling in 2014

Russian Arctic

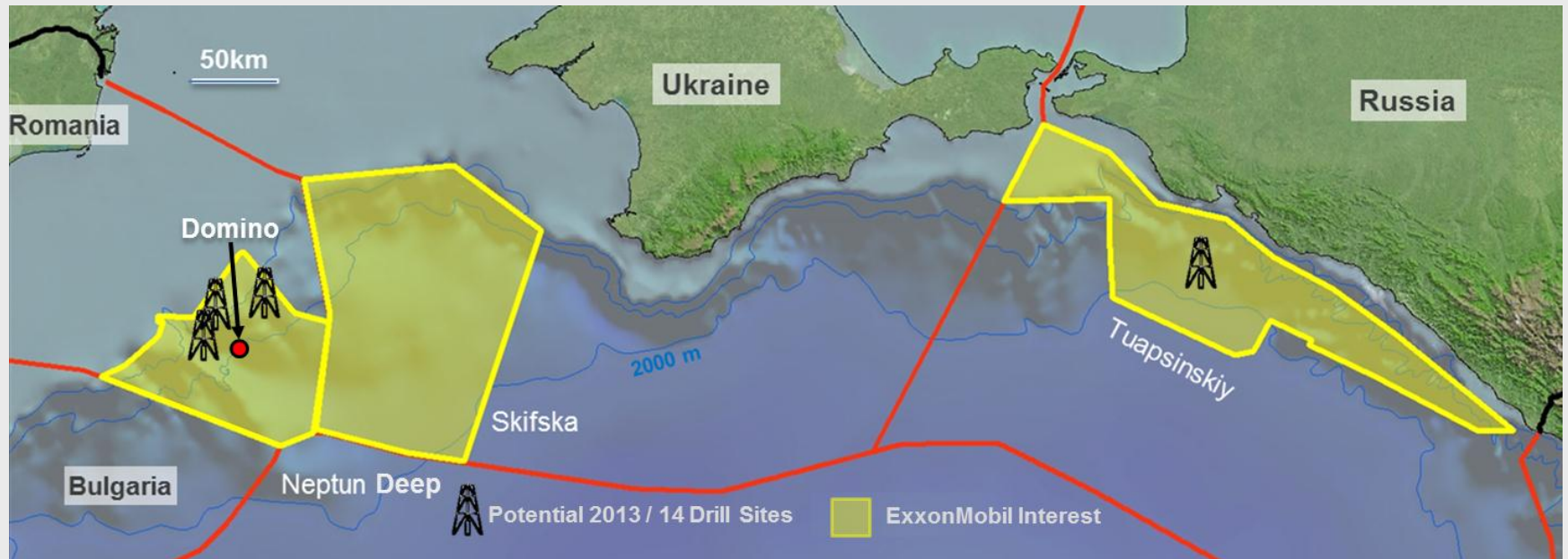
Expanding strong partnership between ExxonMobil and Rosneft



- Expansion of Strategic Cooperation Agreement
- Additional 150 million acres
- Blocks among most promising offshore areas globally
- Leverages strengths of ExxonMobil and Rosneft

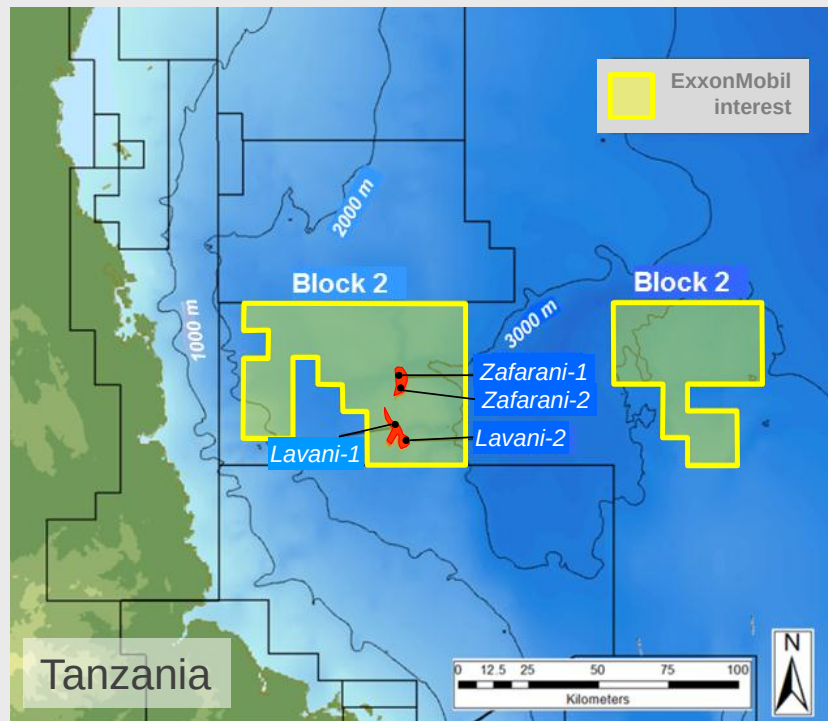
Black Sea

Established strong position in emerging new hydrocarbon province



Tanzania

Bringing industry-leading capability to a new frontier basin



- Drilled three successful wells in 2012
- Appraising Zafarani and Lavani
- Continuing exploration activities
  - Seismic acquisition
  - Prospect maturation and drilling
- Discovered fields in initial development planning

Upstream Summary

Upstream business is well positioned for sustained growth



- Successful track record of developing best-in-class resources and projects
- Near-term project start-ups deliver significant volume growth
- Continuing to expand differentiating capabilities
- Strong portfolio of opportunities
- Intense focus on profitability and differentiation from competition

Downstream and Chemical

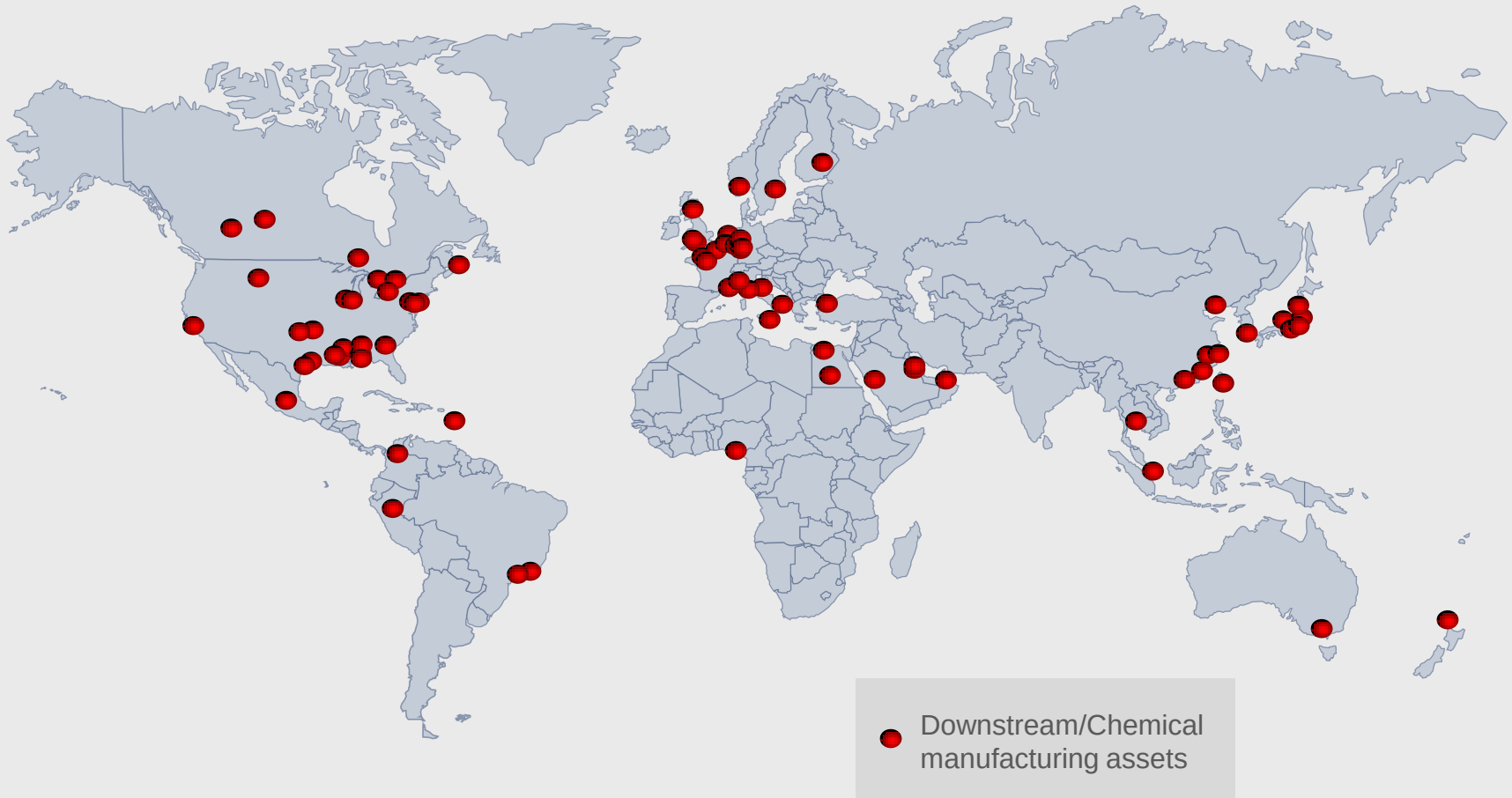
Mike Dolan

Senior Vice President

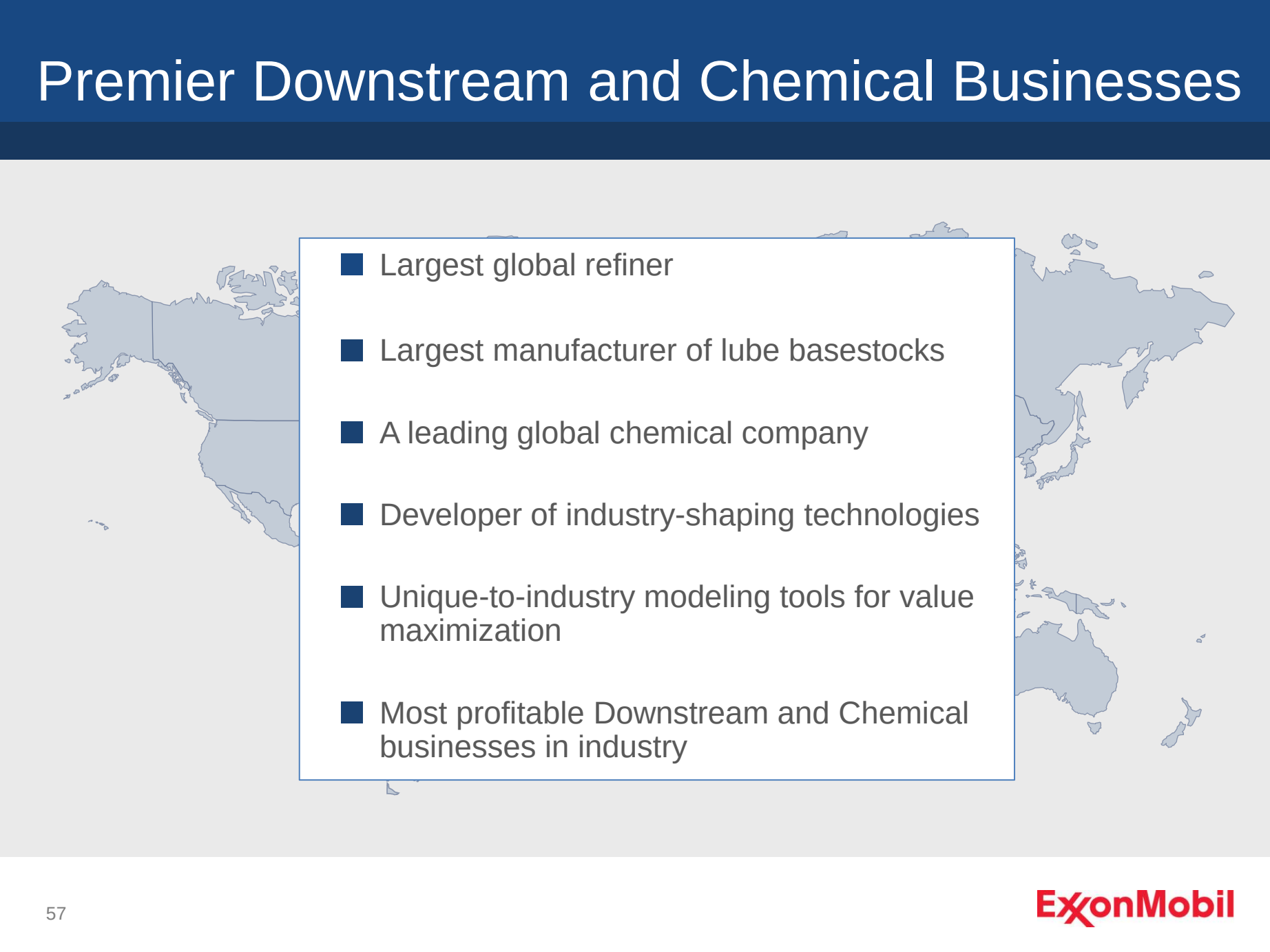


ExxonMobil

Premier Downstream and Chemical Businesses



Premier Downstream and Chemical Businesses

- 
- Largest global refiner
  - Largest manufacturer of lube basestocks
  - A leading global chemical company
  - Developer of industry-shaping technologies
  - Unique-to-industry modeling tools for value maximization
  - Most profitable Downstream and Chemical businesses in industry

Premier Downstream and Chemical Businesses

■ Operational excellence

- Best-in-class operations
- Operating flexibility and optimization tools
- Technology-enabled, high-value product growth

■ Industry-leading portfolio

- Balanced suite of pacesetter sites
- Disciplined portfolio management and highgrading
- Robust pipeline of quality investments

■ Superior financial performance

- Best-in-class returns
- Strong cash generation

Operational Excellence

Operational metrics favorable versus competitors

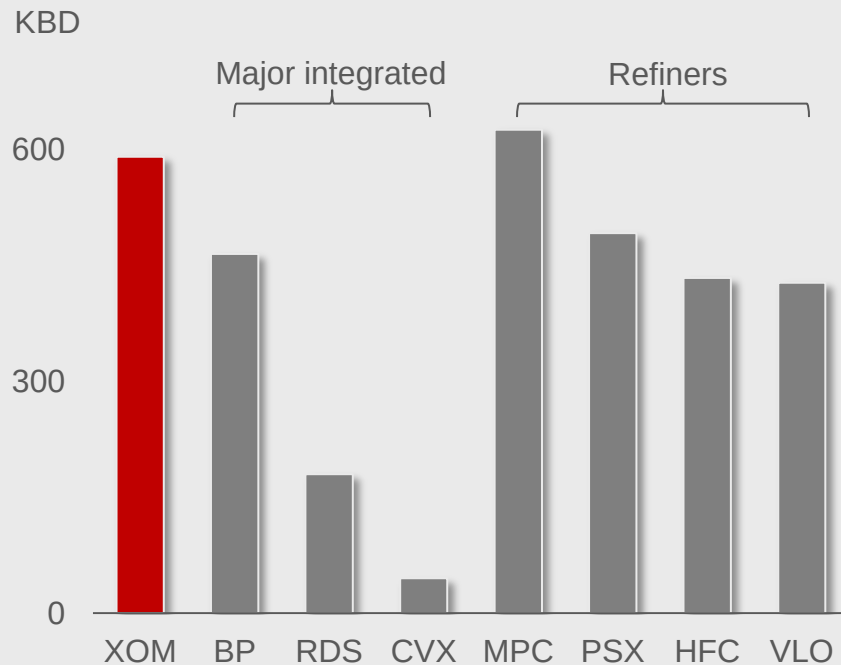


- Strong reliability
  - Steam cracker utilizations 1 – 2% above average
- Advantaged cost position
  - Refining unit costs 10% lower than average
- Technology leadership
  - Aromatics unit energy consumption 20% lower than average

North America Mid-Continent Advantage

Maximizing value via integrated and flexible refining circuit

Mid-Continent* Equity Refining Capacity



■ A leader in mid-continent refining capacity

- Benefiting from North America unconventional crude growth

■ ExxonMobil mid-continent refineries processing ~100% advantaged crudes

- Seven-fold earnings increase since 2010

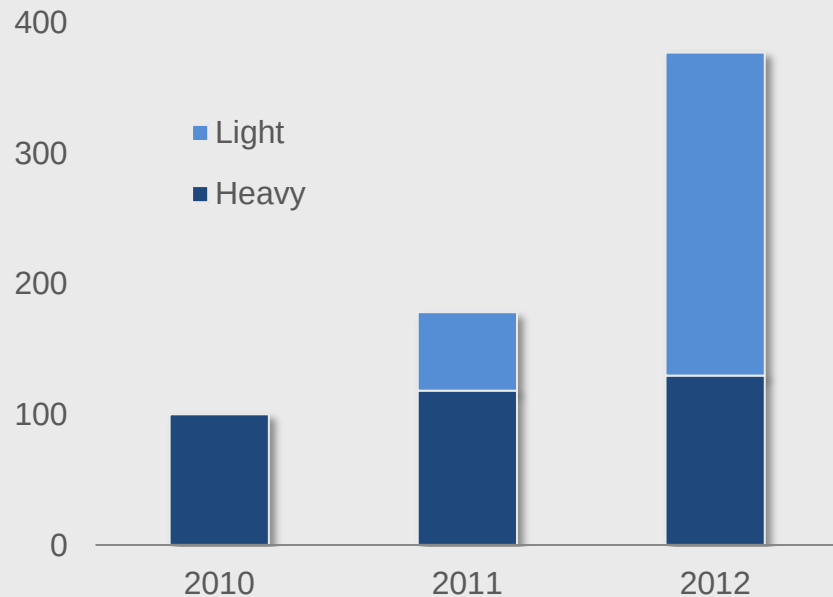
Source: PIRA data, 3Q12
* United States and Canada

U.S. Gulf Coast Refining Optimization

Maximizing value via integrated and flexible refining circuit

Advantaged Crude Processing

Volume, indexed



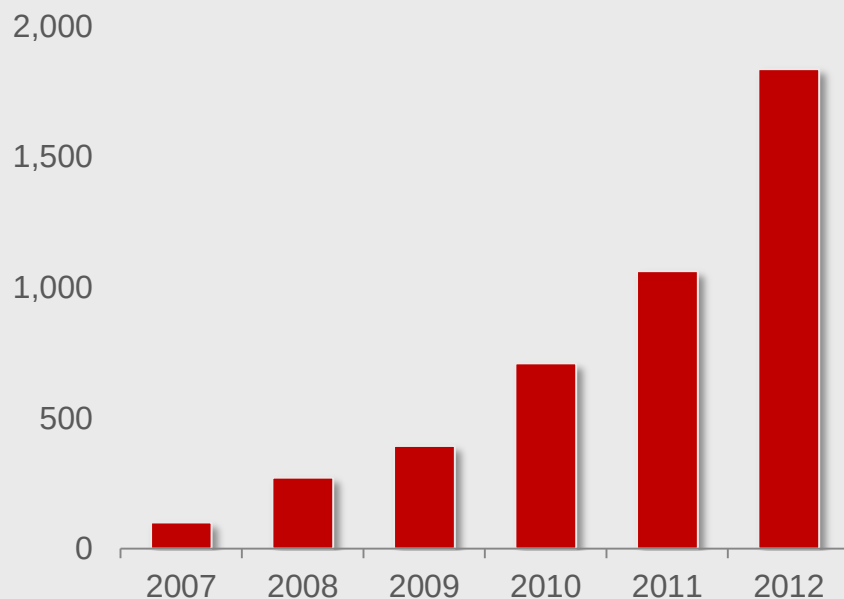
- Flexible integrated circuit capturing heavy and light crude opportunities
- Increasing advantaged crude runs
- Well positioned to benefit from industry logistics enhancements

Chemical Optimization – Ethane

Feedstock flexibility capitalizes on changing price environment

ExxonMobil U.S. Ethane Earnings Contribution

Earnings, indexed



- 17-fold increase in earnings contribution since 2007
- Unmatched capacity to feed U.S. ethane
  - Proprietary technology
  - Integration
- Robust capability over wide range of feed price environments

High-Value Product Growth

Continual pursuit of high-value growth

Mobil 1 Sales

Volume, indexed

250

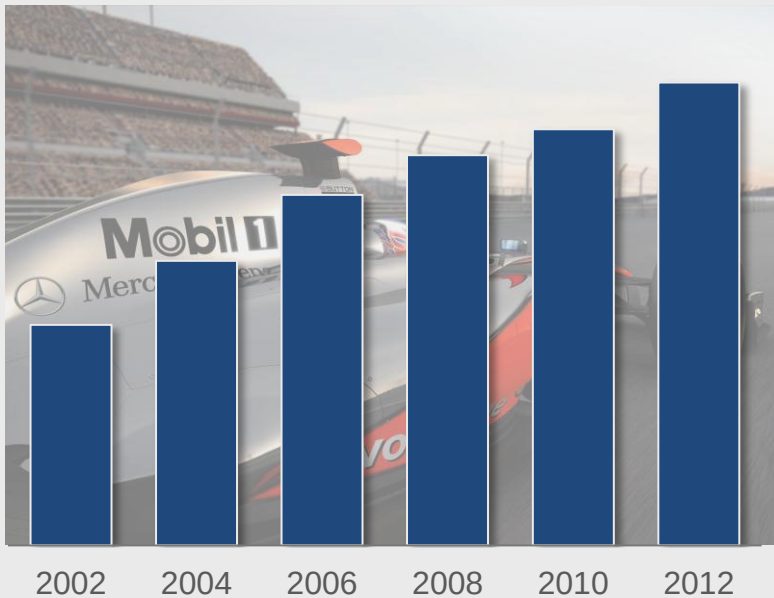
200

150

100

50

0



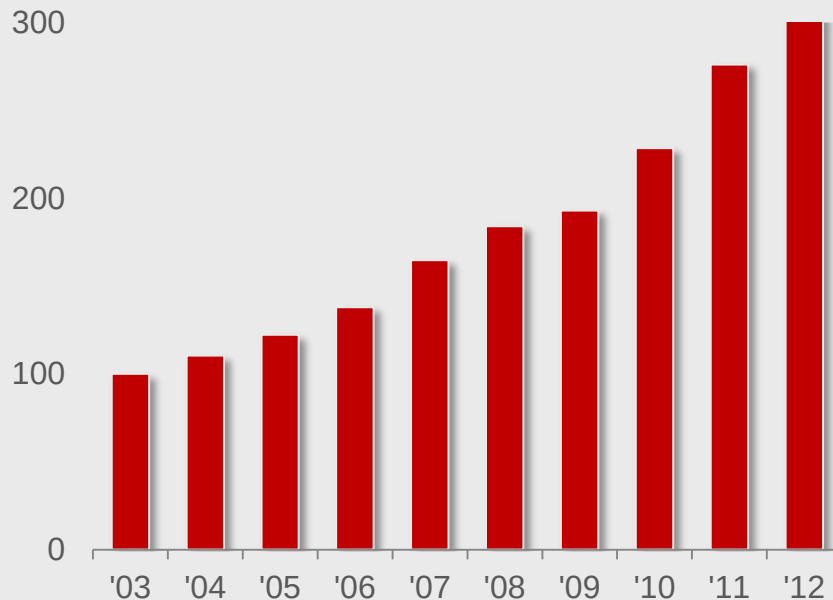
- Industry leader in basestocks and synthetic lubricants
- Pioneered synthetic lubricant technology with premier *Mobil 1*
- Doubled high-value synthetic lubes sales in the last decade
  - Faster than industry growth rate

Premium Chemical Products

High-value product portfolio drives earnings

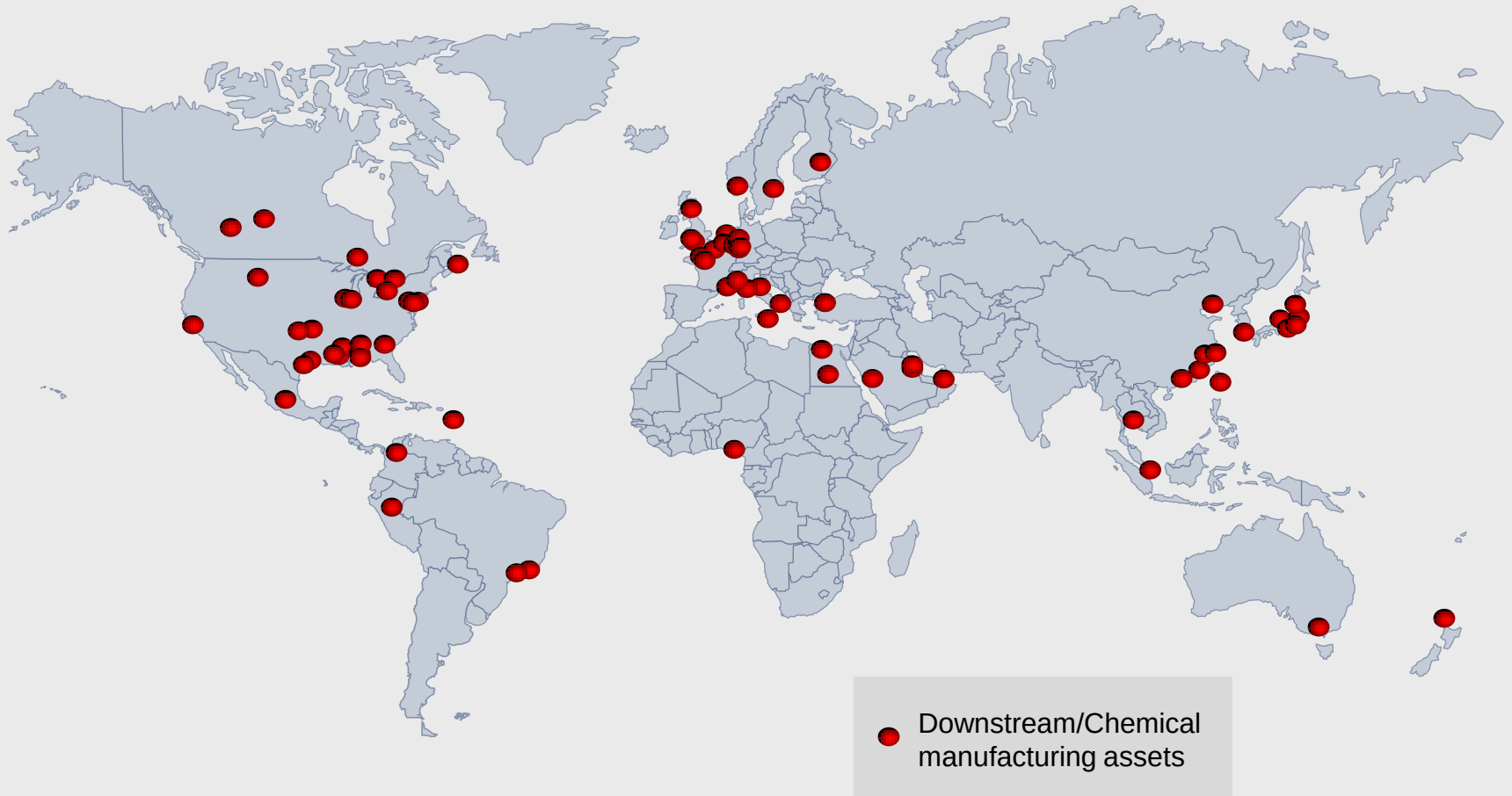
Premium Product Earnings

3-year moving average, indexed



- Maximizing high-value specialties
- Differentiating commodities through technology
  - Premium margins
  - Faster growth than industry
- Tripled earnings over the last decade

Poised to Capture Growth



Strengthening the Portfolio

Maximizing shareholder value through disciplined asset management

**Downstream + Chemical
Global Asset Sales and Restructuring
(2003 - 2012)**

Ref. / Chem. Plants	35
Pipeline Miles	6.5 k
Terminals	193
Retail Stations	22 k
Proceeds	\$21B

Investing for Growth

**Downstream
Manufacturing**



Finland Lube Blending



Singapore Hydrotreater

Investing for Growth

Downstream Manufacturing



Finland Lube Blending



Singapore Hydrotreater

Chemical Manufacturing



Baytown Cracker



Saudi Elastomers



Singapore Parallel Train

Industry-Leading Returns

Downstream and Chemical businesses outperform across the cycle

Downstream and Chemical Combined ROCE



* Competitor data estimated on a consistent basis with ExxonMobil and based on public information. Competitors include BP, RDS, and CVX.

2013 Analyst Meeting

Break



ExxonMobil

Summary

Rex Tillerson
Chairman and CEO

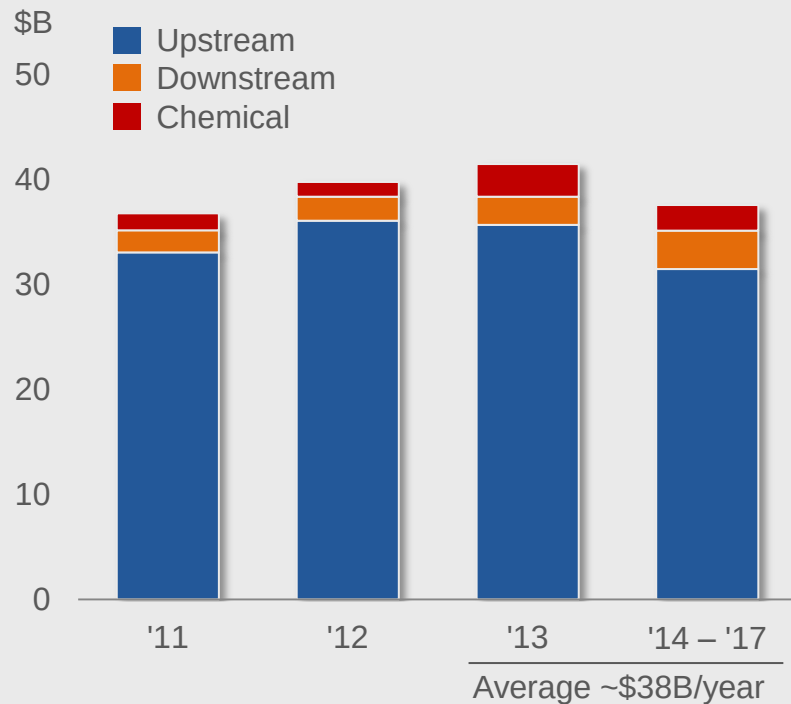


ExxonMobil

Investment Plan

Committed to investing through the business cycle

Capex by Business Line



- Expect to spend average of about \$38 billion per year from 2013 to 2017
- Plan to invest approximately \$41 billion in 2013
  - Includes \$3.1 billion for Celtic acquisition

ExxonMobil Strengths

Relentless focus on maximizing long-term shareholder value

- Strong financial and operating performance
- Balanced portfolio
- Disciplined investing
- High-impact technologies
- Operational excellence
- Global integration

Key Messages

- Risk management is fundamental to our business
- Continued strong financial and operating results
- Major project start-ups drive volume growth for 2013 – 2017
- Portfolio of opportunities for long-term profitable growth
- ExxonMobil strategy delivers superior returns over the long term

2013 Analyst Meeting

Q&A



ExxonMobil