

EXXON MOBIL CORPORATION

4Q17 INVESTOR RELATIONS DATA SUMMARY (PAGE 1 of 4)

<b><u>Earnings, \$M</u></b>	<b>4Q17</b>	<b>3Q17</b>	<b>2Q17</b>	<b>1Q17</b>	<b>4Q16</b>
<b>Upstream</b>					
United States	7,061	(238)	(183)	(18)	(2,328)
Non-U.S.	1,291	1,805	1,367	2,270	1,686
Total	8,352	1,567	1,184	2,252	(642)
<b>Downstream</b>					
United States	918	391	347	292	270
Non-U.S.	646	1,141	1,038	824	971
Total	1,564	1,532	1,385	1,116	1,241
<b>Chemical</b>					
United States	777	403	481	529	352
Non-U.S.	493	689	504	642	520
Total	1,270	1,092	985	1,171	872
<b>Corporate and financing</b>	(2,806)	(221)	(204)	(529)	209
<b>Net income attributable to ExxonMobil (U.S. GAAP)</b>	8,380	3,970	3,350	4,010	1,680
<b>Earnings per common share (U.S. GAAP)</b>	1.97	0.93	0.78	0.95	0.41
<b>Earnings per common share - assuming dilution (U.S. GAAP)</b>	1.97	0.93	0.78	0.95	0.41
<b>Exploration expenses, including dry holes</b>	703	284	514	289	340
<b><u>Capital and Exploration Expenditures, \$M</u></b>					
<b>Upstream</b>					
United States	1,158	1,098	756	704	817
Non-U.S.	6,457	2,077	2,030	2,415	2,755
Total	7,615	3,175	2,786	3,119	3,572
<b>Downstream</b>					
United States	264	181	173	205	231
Non-U.S.	518	430	413	340	472
Total	782	611	586	545	703
<b>Chemical</b>					
United States	389	392	414	388	405
Non-U.S.	167	1,791	121	109	125
Total	556	2,183	535	497	530
<b>Other</b>	46	18	18	8	24
<b>Total Capital and Exploration Expenditures</b>	8,999	5,987	3,925	4,169	4,829
<b><u>Effective Income Tax Rate, %</u></b>	-139%	33%	31%	38%	-92%
<b><u>Common Shares Outstanding, millions</u></b>					
At quarter end	4,239	4,237	4,237	4,237	4,148
Average - assuming dilution	4,270	4,271	4,271	4,223	4,176
<b><u>Total Cash and Cash Equivalents, \$B</u></b>	3.2	4.3	4.0	4.9	3.7
<b><u>Total Debt, \$B</u></b>	42.3	40.6	41.9	43.6	42.8
<b><u>Cash Flow from Operations and Asset Sales, \$B</u></b>					
Net cash provided by operating activities	7.4	7.5	6.9	8.3	7.4
Proceeds associated with asset sales	1.4	0.9	0.2	0.6	2.1
Cash flow from operations and asset sales	8.8	8.4	7.1	8.9	9.5

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	<b>4Q17</b>	<b>3Q17</b>	<b>2Q17</b>	<b>1Q17</b>	<b>4Q16</b>
<b>Net production of crude oil, natural gas liquids, bitumen and synthetic oil, kbd</b>					
United States	525	500	520	513	496
Canada / Other Americas	426	423	374	421	453
Europe	155	172	195	205	208
Africa	403	441	417	433	449
Asia	690	683	710	711	726
Australia / Oceania	52	61	53	50	52
Total liquids production	2,251	2,280	2,269	2,333	2,384
<b>Natural gas production available for sale, mcf/d</b>					
United States	2,753	2,899	3,083	3,011	2,997
Canada / Other Americas	240	216	203	218	222
Europe	2,266	1,326	1,442	2,768	2,518
Africa	6	6	4	5	7
Asia	3,855	3,646	3,867	3,807	3,698
Australia / Oceania	1,321	1,492	1,321	1,099	982
Total natural gas production available for sale	10,441	9,585	9,920	10,908	10,424
<b>Total worldwide liquids and gas production, koebd</b>	3,991	3,878	3,922	4,151	4,121
<b>Refinery throughput, kbd</b>					
United States	1,379	1,435	1,601	1,621	1,604
Canada	391	385	358	397	401
Europe	1,509	1,555	1,521	1,453	1,460
Asia Pacific	728	715	664	652	706
Other Non-U.S.	200	197	201	201	200
Total refinery throughput	4,207	4,287	4,345	4,324	4,371
<b>Petroleum product sales, kbd</b>					
United States	2,209	2,209	2,187	2,155	2,227
Canada	501	508	494	494	499
Europe	1,589	1,608	1,653	1,536	1,535
Asia Pacific	819	746	755	708	719
Other Non-U.S.	506	471	469	502	526
Total petroleum product sales	5,624	5,542	5,558	5,395	5,506
Gasolines, naphthas	2,353	2,266	2,265	2,163	2,304
Heating oils, kerosene, diesel	1,878	1,836	1,850	1,833	1,826
Aviation fuels	393	380	383	370	387
Heavy fuels	370	372	367	380	368
Specialty products	630	688	693	649	621
Total petroleum product sales	5,624	5,542	5,558	5,395	5,506
<b>Chemical prime product sales, kt</b>					
United States	2,399	2,294	2,334	2,280	2,409
Non-U.S.	4,383	4,152	3,786	3,792	3,900
Total chemical prime product sales	6,782	6,446	6,120	6,072	6,309

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<b><u>Earnings Factor Analysis, \$M</u></b>	<b><u>4Q17 vs. 4Q16</u></b>	<b><u>4Q17 vs. 3Q17</u></b>	<b><u>2017 vs. 2016</u></b>
<b>Upstream</b>			
Prior Period	-642	1,567	196
Realization	1,200	930	5,310
Volume / Mix	-110	70	-440
Other	7,900	5,790	8,290
Current Period	8,352	8,352	13,355
<b>Downstream</b>			
Prior Period	1,241	1,532	4,201
Margin	250	-540	1,470
Volume / Mix	-190	-10	-30
Other	260	580	-40
Current Period	1,564	1,564	5,597
<b>Chemical</b>			
Prior Period	872	1,092	4,615
Margin	-30	-30	-260
Volume / Mix	100	30	100
Other	330	180	60
Current Period	1,270	1,270	4,518
<b><u>Upstream Volume Factor Analysis, koebd</u></b>			
Prior Period	4,121	3,878	4,053
Entitlements - Net Interest	-	-	-
Entitlements - Price / Spend / Other	-44	36	-62
Quotas	-	-	-
Divestments	-43	-30	-15
Growth / Other	-43	107	9
Current Period	3,991	3,991	3,985
<b><u>Sources and Uses of Funds, \$B</u></b>			
	<b><u>4Q17</u></b>		
Beginning Cash	4.3		
Earnings	8.4		
Depreciation	5.8		
Working Capital / Other	-6.8		
Proceeds Associated with Asset Sales	1.4		
PP&E Adds / Investments and Advances <sup>1</sup>	-7.9		
Shareholder Distributions	-3.3		
Debt / Other Financing	1.3		
Ending Cash	3.2		

<sup>1</sup> PP&E Adds / Investments and Advances includes PP&E adds of (\$4.5B) and net advances of (\$3.4B).

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<b>Average Realization Data</b>	<b>4Q17</b>	<b>3Q17</b>	<b>2Q17</b>	<b>1Q17</b>	<b>4Q16</b>
<b>United States</b>					
ExxonMobil					
Crude (\$/b)	54.12	44.75	43.58	45.93	43.38
Natural Gas (\$/kcf)	2.70	2.82	2.96	2.83	2.69
 Benchmarks					
WTI (\$/b)	55.35	48.16	48.24	51.83	49.18
ANS-WC (\$/b)	61.42	52.01	50.75	53.93	50.01
Henry Hub (\$/mbtu)	2.93	2.99	3.19	3.32	2.98
 <b>Non-U.S.</b>					
ExxonMobil					
Crude (\$/b)	55.55	47.45	44.48	47.87	44.82
Natural Gas (\$/kcf)	5.77	5.26	5.26	5.57	4.97
European NG (\$/kcf)	6.04	5.21	5.18	5.55	4.97
 Benchmarks					
Brent (\$/b)	61.39	52.08	49.83	53.78	49.46

The above numbers reflect ExxonMobil's current estimate of volumes and realizations given data available as of the end of the fourth quarter of 2017. 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.