

# First Quarter 2015 Earnings Call

Jeff Woodbury

Vice President, Investor Relations & Secretary

April 30, 2015





# Cautionary Statement

- **Forward-Looking Statements.** Outlooks, expectations, forecasts, 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 volume/production growth and mix; the amount and mix of capital expenditures; resource additions and recoveries; finding and development costs; project plans, timing, costs, and capacities; drilling programs; 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. These include changes in oil or gas prices or other market conditions affecting the oil, gas, and petrochemical industries; the occurrence and duration of economic recessions; reservoir performance; the outcome of exploration; timely completion of development projects; war and other political or security disturbances; changes in law or government regulation, including sanctions as well as tax and environmental regulations; the outcome of commercial negotiations; opportunities for investments or divestments that may arise; the actions of competitors and customers; 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](http://exxonmobil.com). See also Item 1A of ExxonMobil's 2014 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, barrels of oil, volumes of gas and liquids, and similar terms include quantities that are not yet classified as proved reserves under SEC definitions but that we believe will likely be developed and moved into the proved reserves category in the future. Shareholder distributions referred to in this presentation mean cash dividends plus shares purchased to reduce shares outstanding (excluding anti-dilutive purchases). For definitions and more information regarding resources, reserves, 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 and the additional information provided in this presentation and in the 8-K filed today with our earnings press release and IR supplement. 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 can refer to a variety of different activities and does not necessarily have the same meaning as in any government payment transparency reports.

# Headlines

First quarter earnings of \$4.9 billion

- Balanced portfolio delivers solid results in a lower commodity price environment
- Upstream volumes increased more than 2%, benefiting from new developments
- Strong Downstream and Chemical performance across all regions

# Business Environment

Global economic growth continued to moderate in the first quarter

- U.S. growth slowed
- China's economy decelerated further
- Growth in Europe and Japan remained weak
- Crude oil and natural gas prices continued to decline
- Global refining margins strengthened
- Chemical gas cracking margins softened but remain advantaged

# 1Q15 Financial Results

<b>Earnings</b>	<b>4.9</b>
<b>Earnings Per Share – Diluted</b> ( <i>dollars</i> )	<b>1.17</b>
<b>Shareholder Distributions</b>	<b>3.9</b>
<b>CAPEX</b>	<b>7.7</b>
<b>Cash Flow from Operations and Asset Sales<sup>1</sup></b>	<b>8.5</b>
<b>Cash</b>	<b>5.2</b>
<b>Debt</b>	<b>32.8</b>

*Billions of dollars unless specified otherwise*

<sup>1</sup> Includes Proceeds Associated with Asset Sales of \$0.5B

# 1Q15 Sources and Uses of Funds

Cash increased by \$0.5B in the first quarter

<b>Beginning Cash<sup>1</sup></b>	<b>4.7</b>	} 8.5
Earnings	4.9	
Depreciation	4.3	
Working Capital / Other	(1.2)	
Proceeds Associated with Asset Sales	0.5	
PP&E Adds / Investments and Advances <sup>2</sup>	(6.8)	
Shareholder Distributions	(3.9)	
Debt / Other Financing	2.7	
<b>Ending Cash<sup>1</sup></b>	<b>5.2</b>	

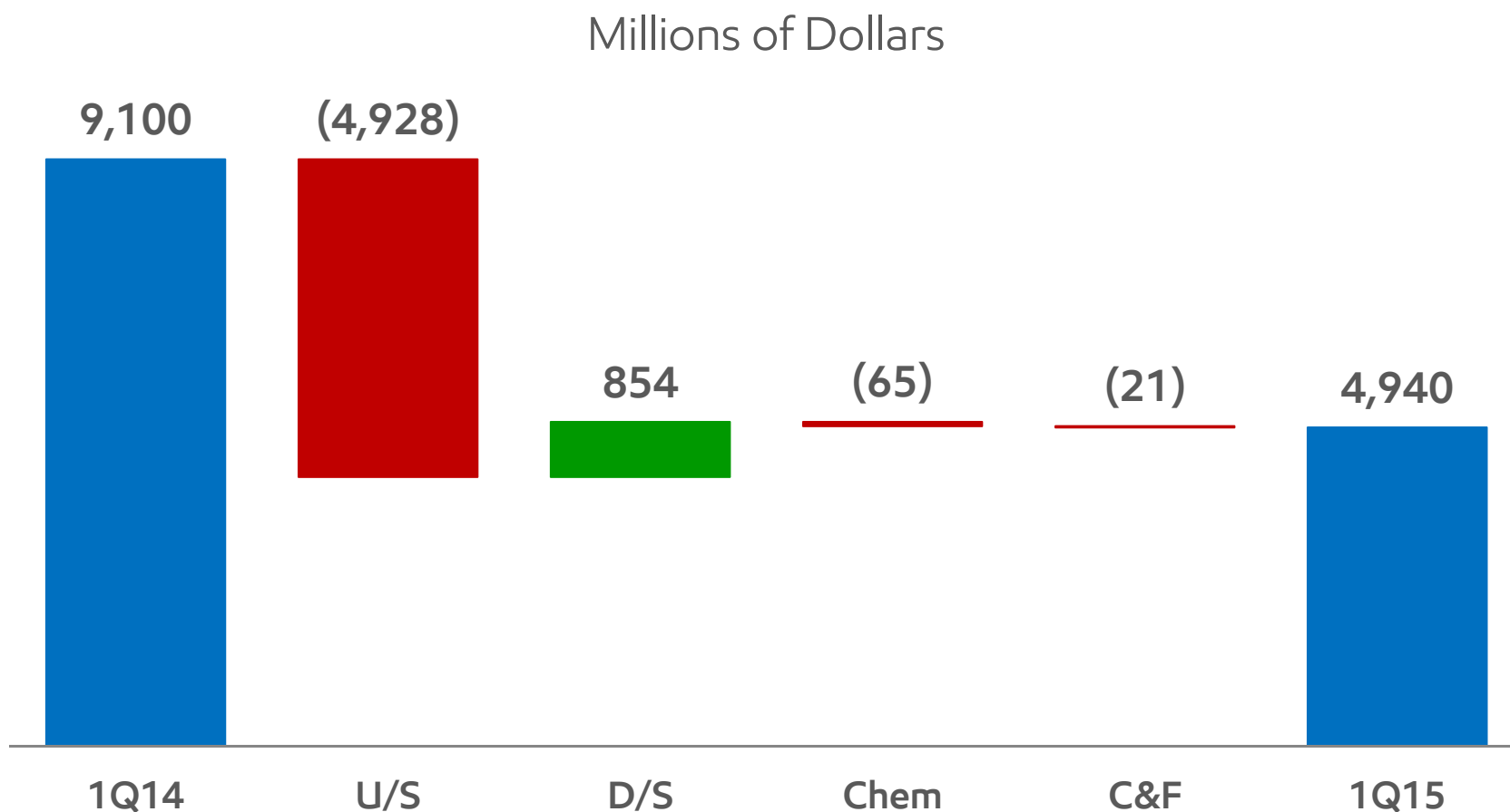
*Billions of dollars*

<sup>1</sup> Beginning and ending balances include restricted cash of \$0.1B and \$0.1B, respectively

<sup>2</sup> Includes PP&E Adds of (\$6.8B)

# Total Earnings – 1Q15 vs. 1Q14

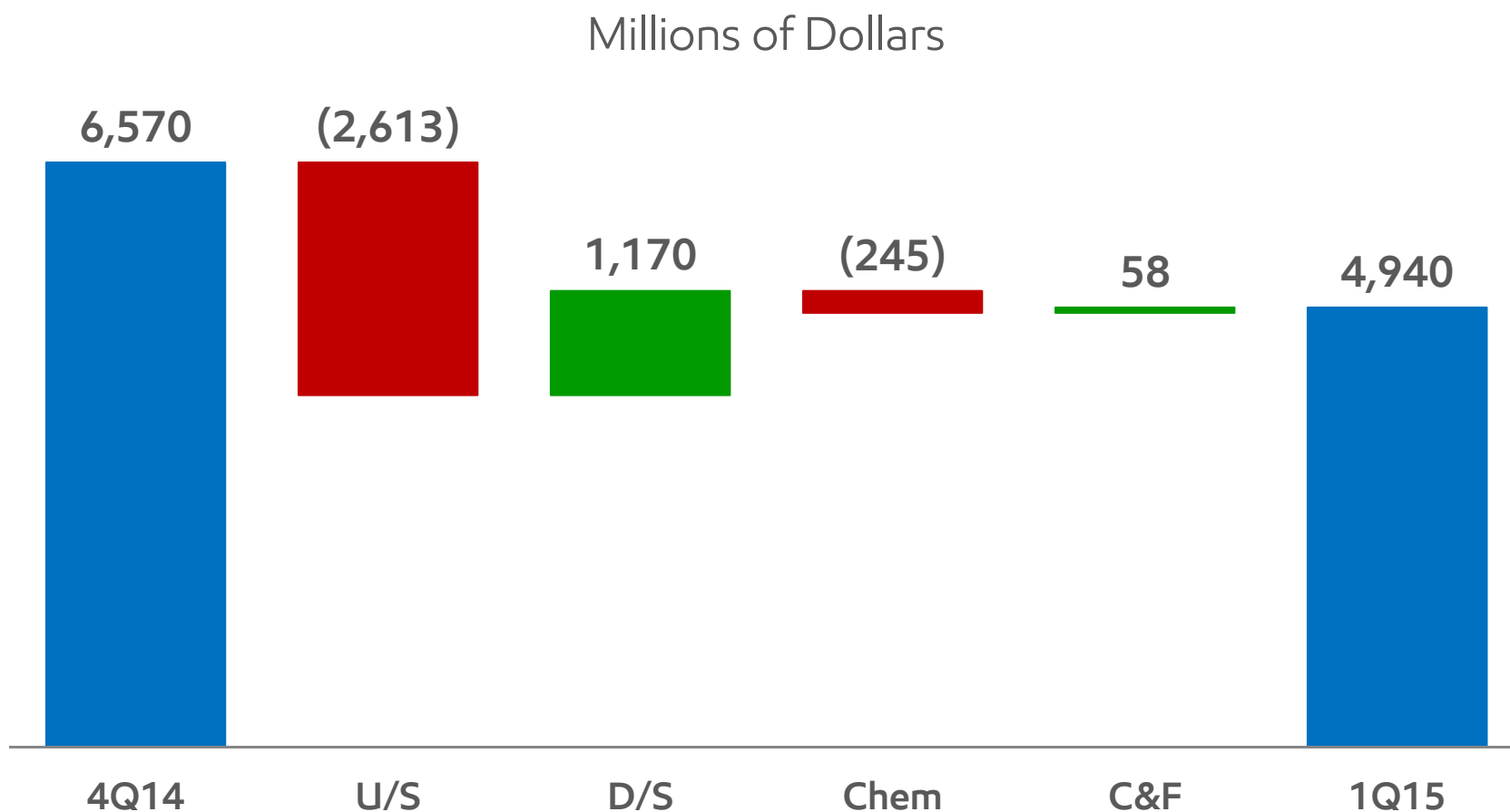
Earnings decreased \$4.2B due to lower Upstream earnings, partially offset by stronger Downstream results





# Total Earnings – 1Q15 vs. 4Q14

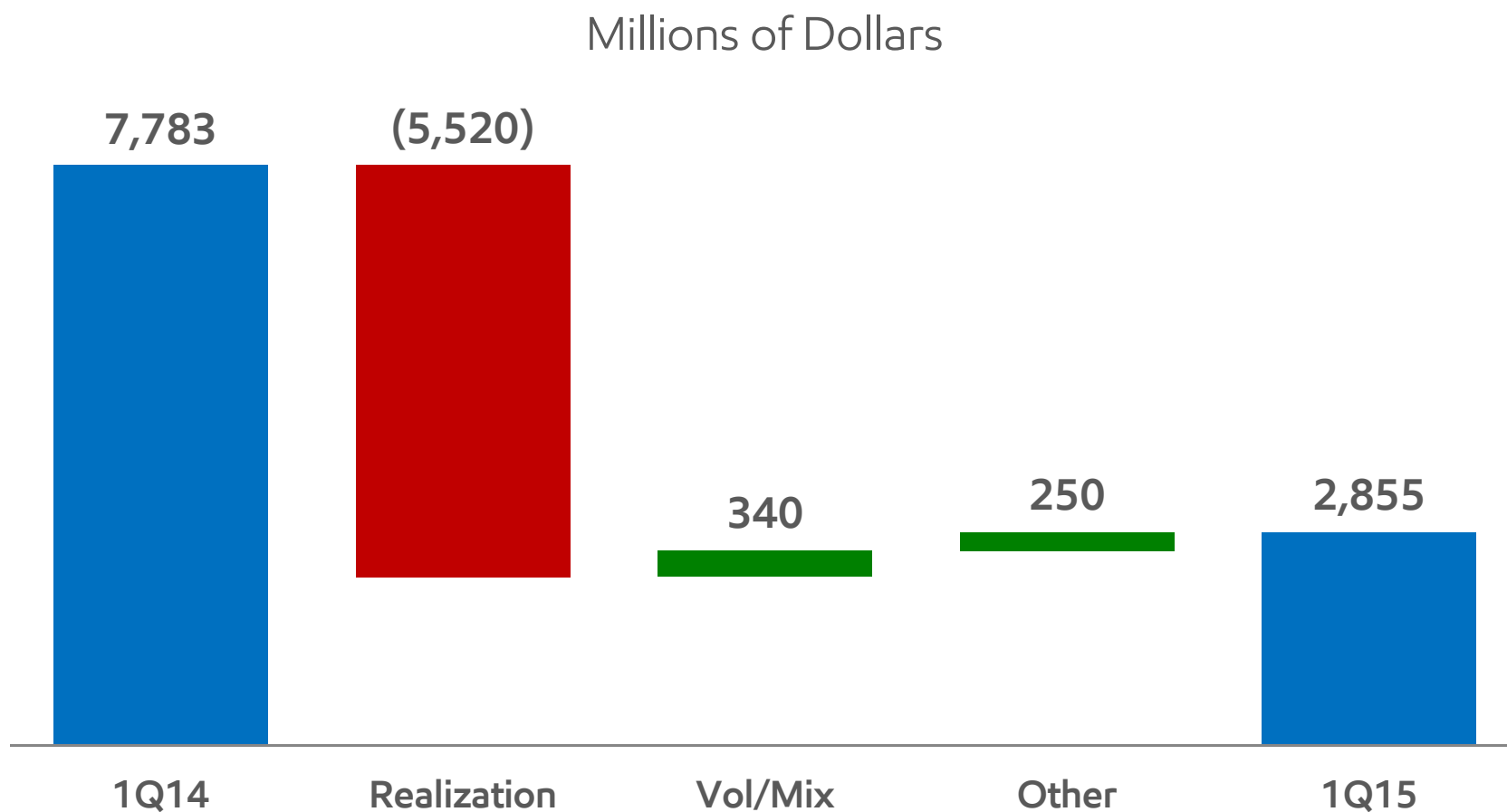
Earnings decreased by \$1.6B, reflecting lower Upstream and Chemical earnings, partly offset by stronger Downstream results





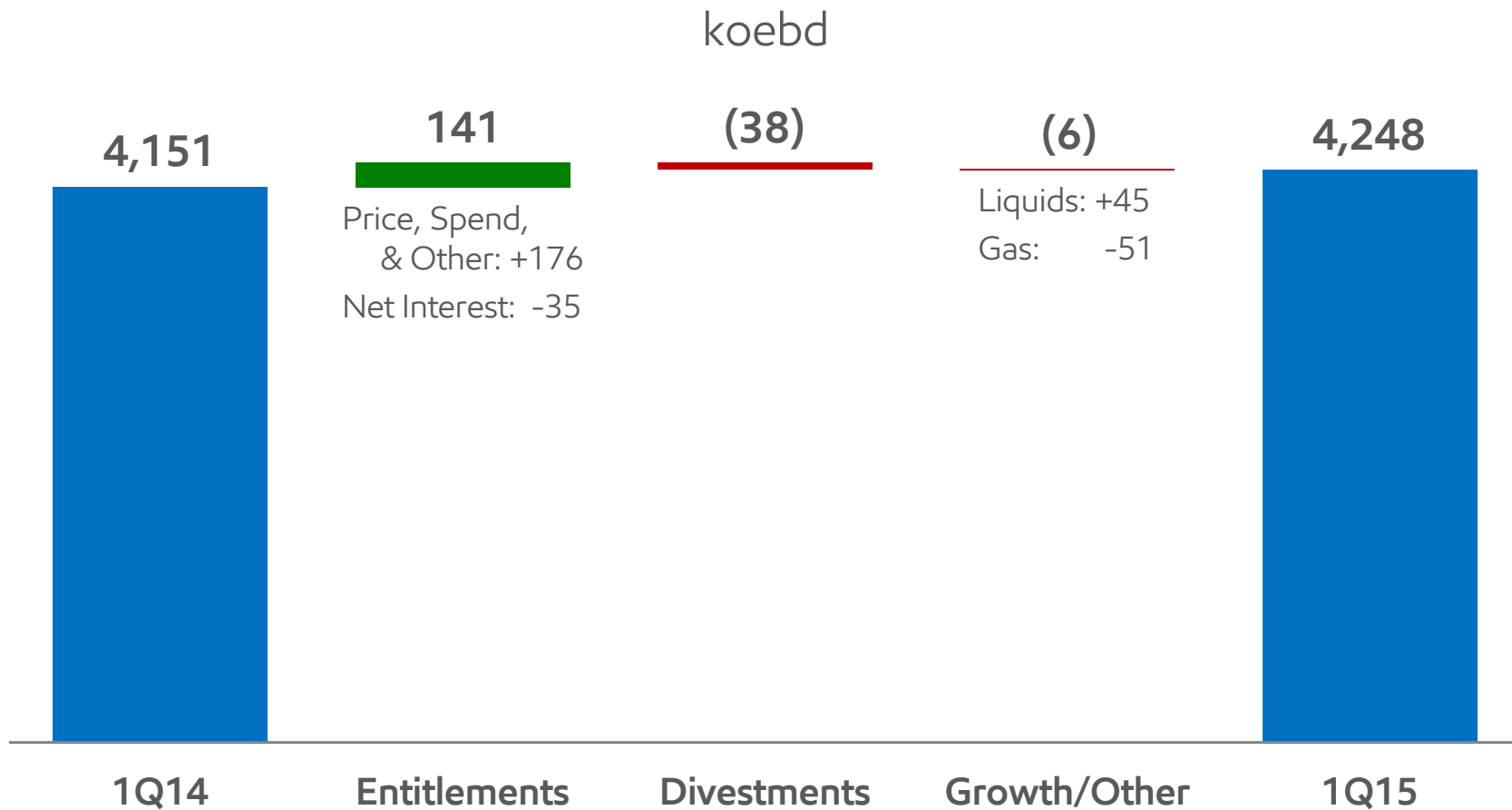
# Earnings – 1Q15 vs. 1Q14

Earnings decreased \$4.9B due to lower realizations, partly offset by favorable volume/mix and tax effects



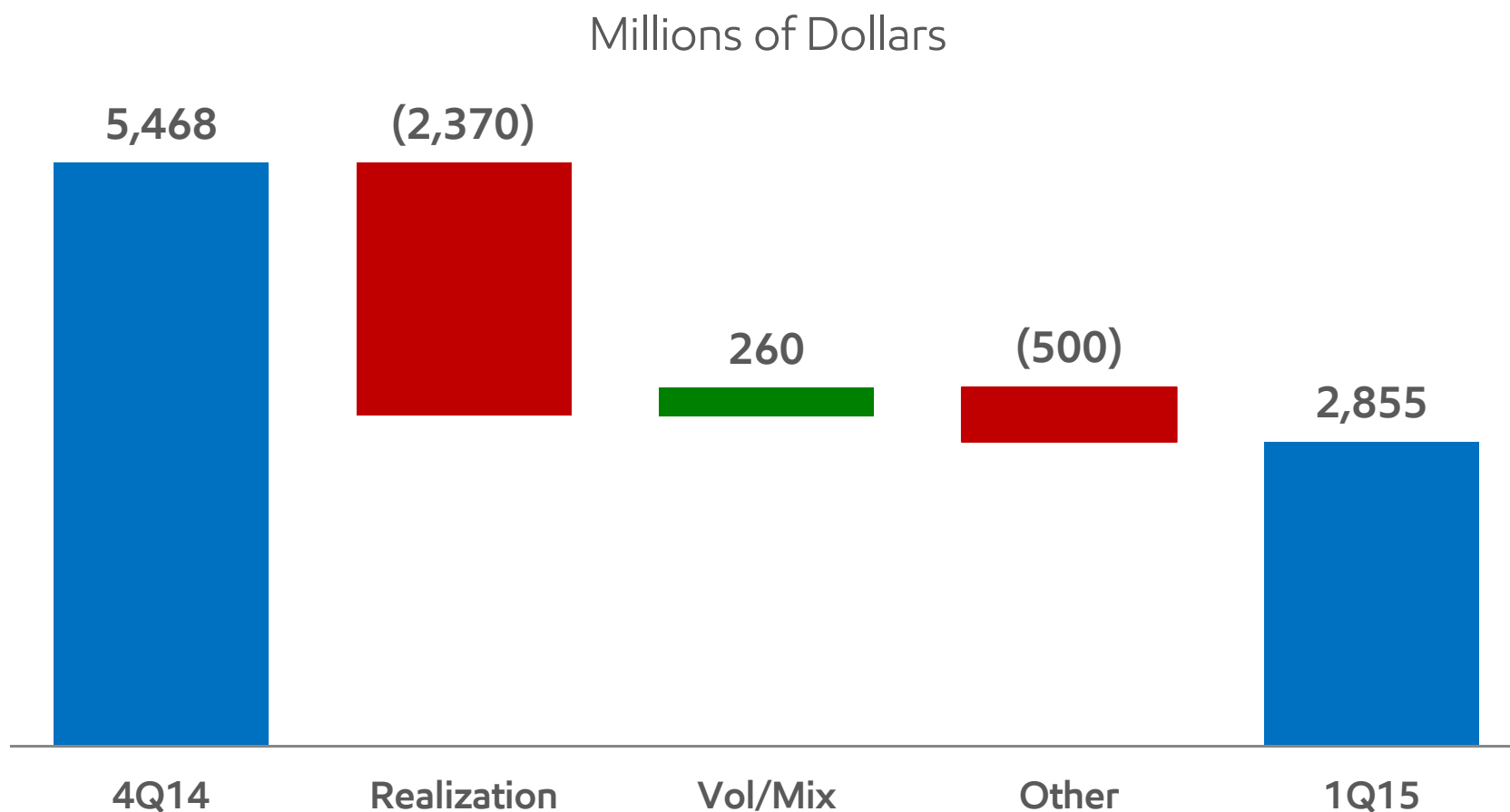
# Volumes – 1Q15 vs. 1Q14

Volumes increased 2.3%: Liquids +129 kbd, natural gas -188 mcf



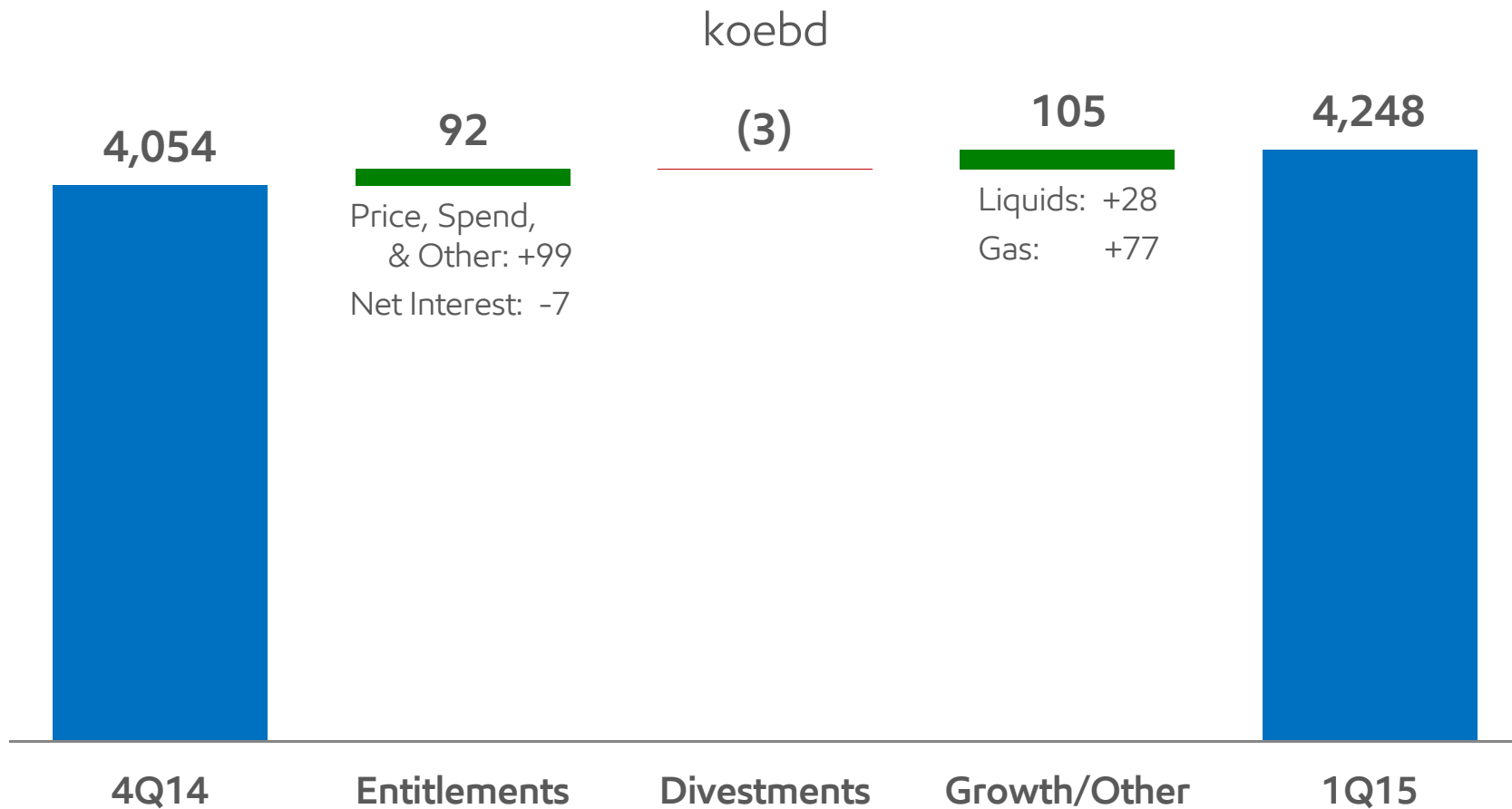
## Earnings – 1Q15 vs. 4Q14

Earnings decreased \$2.6B due to lower prices and tax effects, partially offset by higher volumes and lower expenses



# Volumes – 1Q15 vs. 4Q14

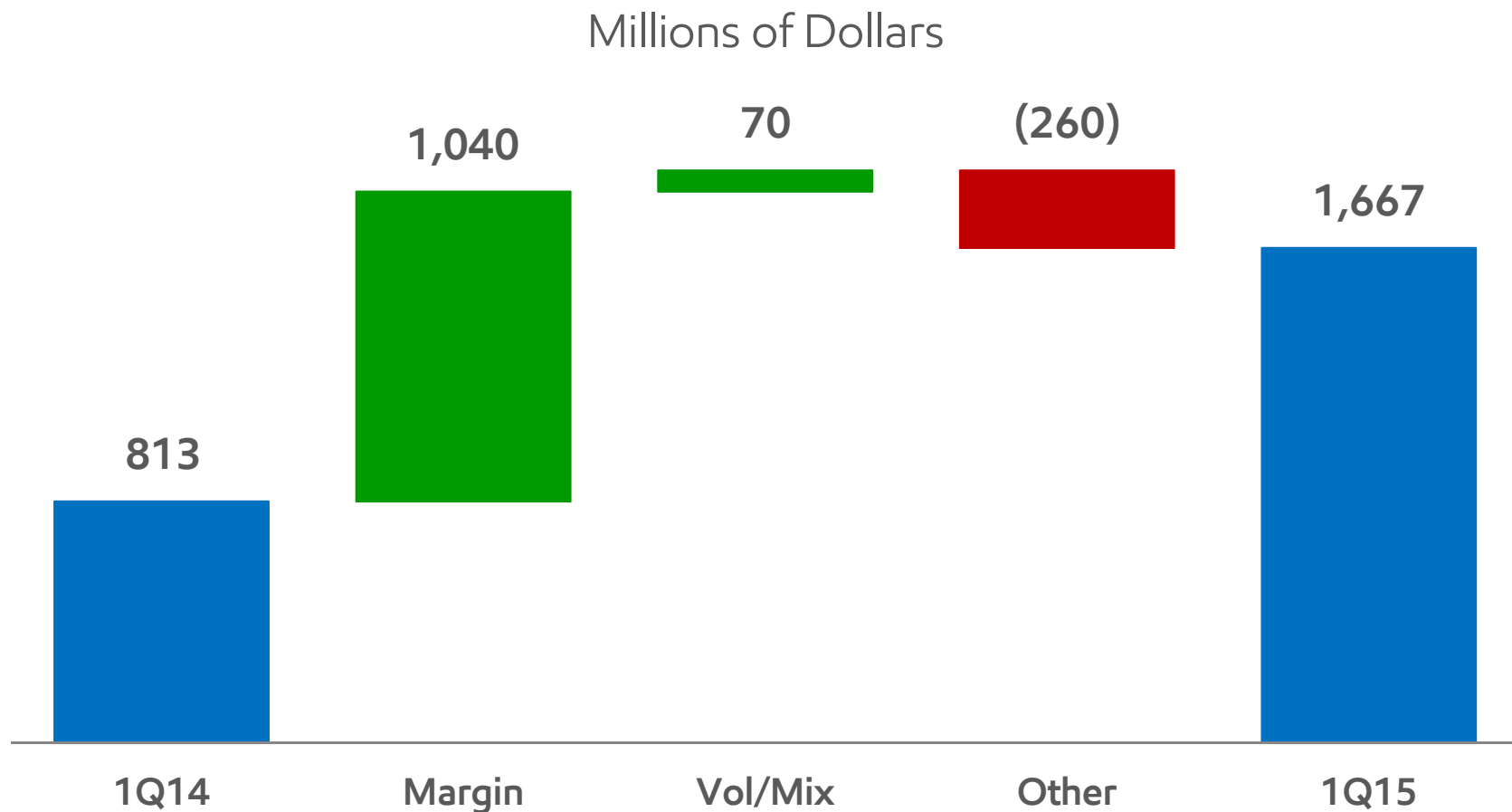
Volumes increased 4.8%: Liquids +95 kbd, natural gas +594 mcf





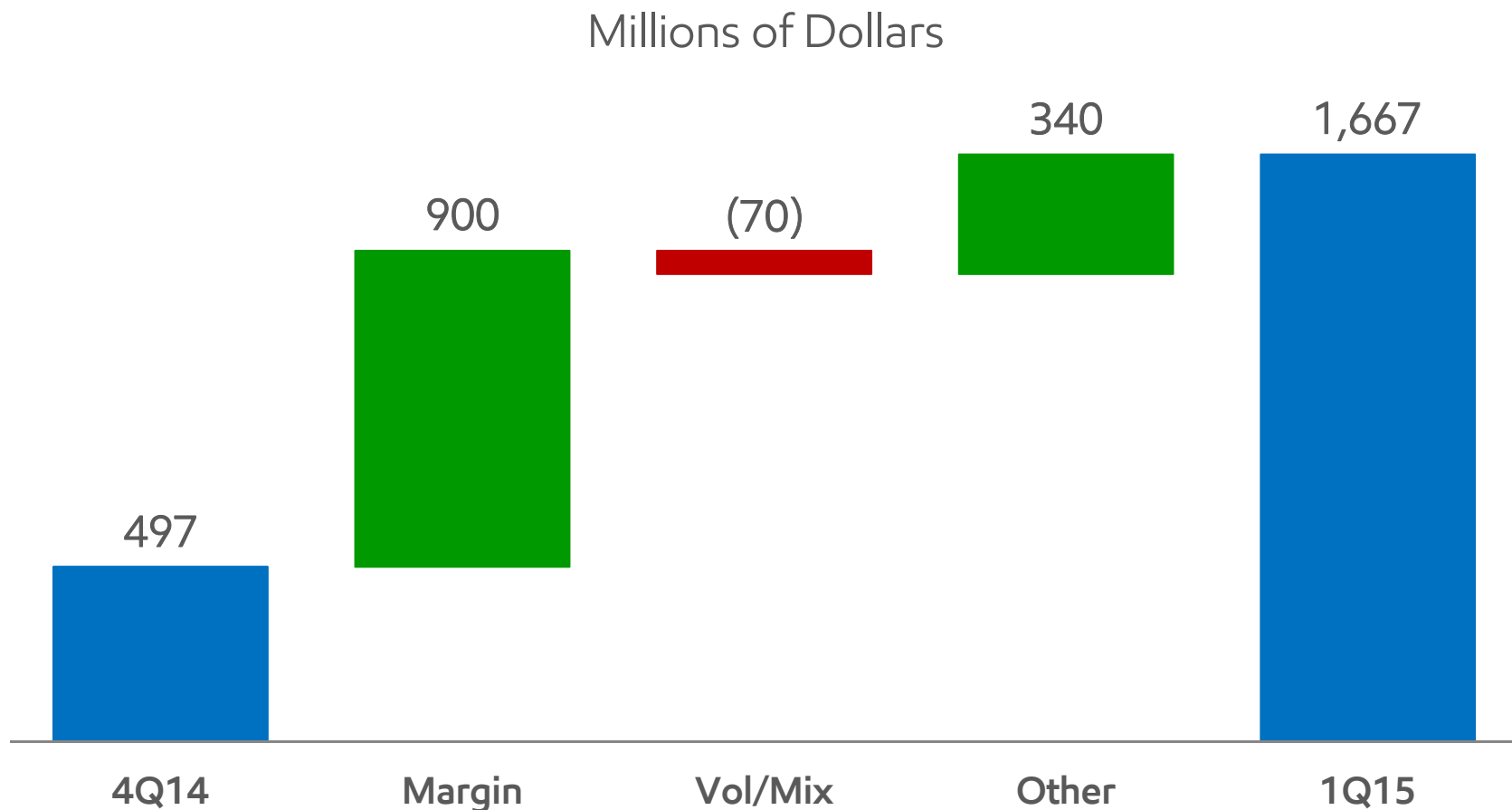
# Earnings – 1Q15 vs. 1Q14

Earnings increased \$854M due to stronger refining and marketing margins, partially offset by higher maintenance and unfavorable forex effects



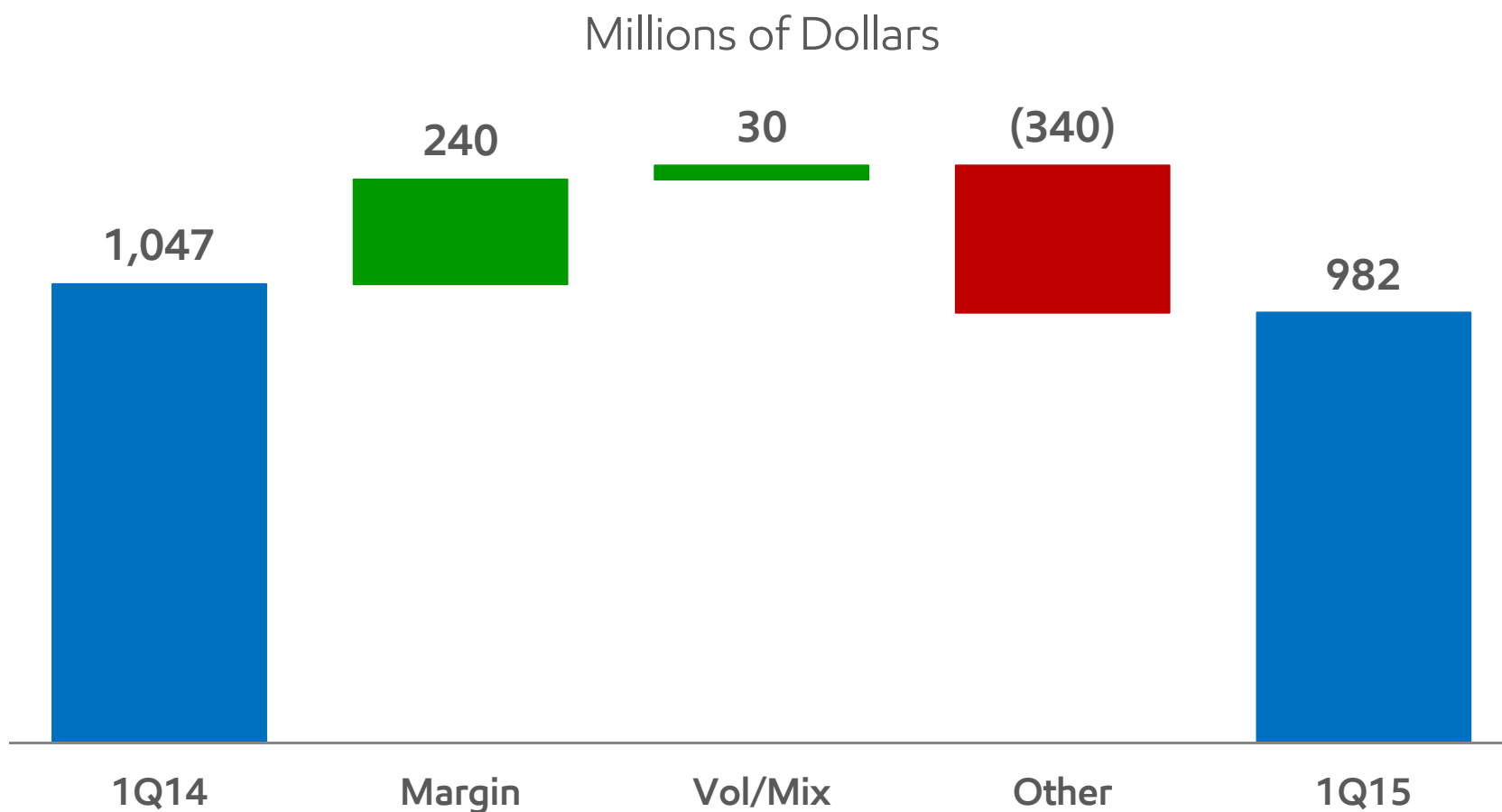
# Earnings – 1Q15 vs. 4Q14

Earnings increased \$1.2B, reflecting higher global refining margins and lower expenses, partly offset by unfavorable volume/mix effects



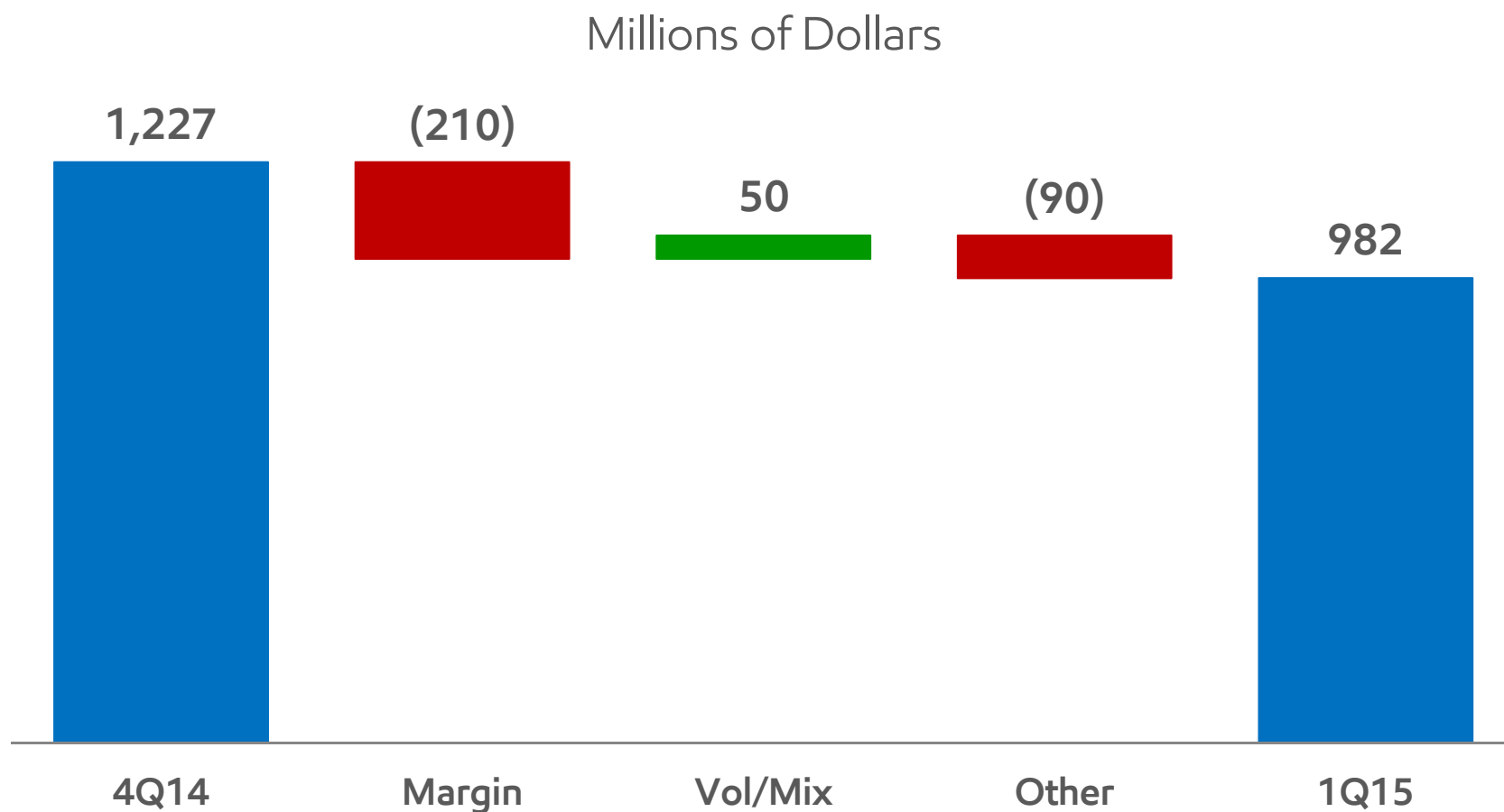
# Earnings – 1Q15 vs. 1Q14

Earnings decreased \$65M as higher margins were more than offset by unfavorable forex and other effects



# Earnings – 1Q15 vs. 4Q14

Earnings decreased \$245M due to lower commodity product margins





# Projects and Exploration Update

## Unlocking resource value



Mondo FPSO vessel at Kizomba Satellites Phase 2, Angola

- Adding new production capacity
  - Cold Lake Nabiye ramping up
  - Hadrian South online
  - Kizomba Satellites Phase 2 started up
  - Banyu Urip production now 75 KBD
  - Kearl Expansion commissioning underway
- Pursuing diverse exploration portfolio
  - Activities continue in Romania & Kurdistan
  - Drilling first deepwater well in Guyana
  - Successful bidder on 11 GoM blocks

# Strategic Investments

## Strengthening the portfolio



Edmonton Rail Terminal, Canada

- Increasing high-value product yields
  - Completed lube basestock facility expansions in Singapore and Baytown
- Expanding logistics capability
  - Commissioning Edmonton Rail Terminal for enhanced export market access
- Capturing energy and cost efficiencies
  - New cogeneration plant in Singapore under construction

# Summary

Continued focus on business fundamentals regardless of market conditions

*Billions of dollars  
unless specified otherwise*

**1Q15**

## Highlights

<b>Earnings</b>	<b>4.9</b>
<b>Upstream Production (MOEBD)</b>	<b>4.2</b>
<b>Cash Flow from Operations and Asset Sales<sup>1</sup></b>	<b>8.5</b>
<b>Free Cash Flow<sup>2</sup></b>	<b>1.7</b>
<b>Shareholder Distributions</b>	<b>3.9</b>

- Value of integrated businesses
- New development production growth
- Disciplined capital allocation
- Creating value through the cycle

<sup>1</sup> Includes Proceeds Associated with Asset Sales of \$0.5B

<sup>2</sup> Cash Flow from Operations and Asset Sales (\$8.5B) less PP&E Adds / Investments and Advances (\$6.8B) as shown on Chart 6



# Questions

