

# THIRD QUARTER 2021 RESULTS

10.29.21



**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; earnings, cash flow, and rates of return; project plans, timing, costs, and capacities; realization and maintenance of cost reductions, opex savings and structural efficiencies; integration benefits; emissions intensity and absolute emissions reductions; operating performance improvements; maintenance and turnaround activity; implementation and outcomes of carbon capture and storage projects, renewable fuel projects, and other technology efforts; price and margin recovery; dividends and shareholder returns including the timing and amounts of share repurchases, cash and debt balances, capital expenditures; resource recoveries and production rates; and product sales levels and mix could differ materially due to a number of factors including global or regional changes in oil, gas, petrochemicals, or feedstock prices, differentials, or other market or economic conditions affecting the oil, gas, and petrochemical industries and the demand for our products; the outcome of competitive bidding and project wins; regulatory actions targeting public companies in the oil and gas industry; changes in local, national, or international laws, regulations, and policies affecting our business including with respect to the environment, the development and transportation of our products; taxes, trade sanctions, and actions taken in response to pandemic concerns; the pace of regional and global economic recovery from the pandemic and the occurrence and severity of future outbreaks; the ability to realize efficiencies within and across our business lines and to maintain cost reductions without impairing our competitive positioning; the outcome and timing of exploration and development projects; reservoir performance; timely completion of construction projects; war and other security disturbances; actions of consumers and changes in consumer preferences; opportunities for and regulatory approval of investments or divestments that may arise, including satisfaction of conditions precedent under applicable agreements; the outcome of our or competitors' research efforts and the ability to bring new technology to commercial scale on a cost-competitive basis; the development and competitiveness of alternative energy and emission reduction technologies; unforeseen technical or operating difficulties including the need for unplanned maintenance; and other factors discussed here and in Item 1A. Risk Factors of our Annual Report on Form 10-K and under the heading "Factors Affecting Future Results" available through the Investors page of our website at [exxonmobil.com](http://exxonmobil.com). All forward-looking statements are based on management's knowledge and reasonable expectations at the time of this presentation and we assume no duty to update these statements as of any future date.

Reconciliations and definitions of non-GAAP measures and other terms are provided in the text or in the supplemental information accompanying these slides.

# POSITIONING TO SUSTAINABLY GROW SHAREHOLDER VALUE

## LEAD EARNINGS AND CASH FLOW GROWTH

- Leveraging scale to drive step change in cost and establish industry efficiency benchmark
- Executing portfolio of industry-advantaged, high-return investments
- Setting industry performance standards in safety, environment, and reliability
- Maintaining financial and operating discipline across commodity cycles

## LEAD DRIVE TO A LOWER CARBON FUTURE

- Leveraging advantaged upstream portfolio and leading chemicals / fuels / lubricants business to fund investments and drive returns
- Driving low-carbon innovation, scale investments, and policy developments
- Accelerating our emissions reductions; lead in areas hard to decarbonize

## BUILD SUCCESSFUL LOW CARBON SOLUTIONS BUSINESS

- Leveraging proven advantages in technology, engineering, and project development to progress accretive low-carbon investments
- Rapidly progressing projects supported by existing policy
- Developing large-scale opportunities while working to develop supporting policy

## BUILD RESILIENCY AND MAINTAIN OPTIONALITY

- Strengthening corporate competitive advantages
- Growing businesses robust to lower-carbon future with advantaged investments
- Maintaining a strong balance sheet to manage cycles
- Retaining Capex and business flexibility to manage uncertainty

# DELIVERING SHAREHOLDER VALUE: THIRD QUARTER

Increasing earnings and cash flow while reducing emissions

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Delivering industry-leading operations performance

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Improving earnings through tight cost control, strong operations, mix improvements, and recovering markets

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Strengthening balance sheet with further debt reduction

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Reducing GHG intensity ahead of plans

# THIRD QUARTER RESULTS

Streamlined organization delivering improved performance

## EARNINGS

**\$6.8** billion

with year-to-date earnings of \$14.2 billion; up \$15.7 billion versus 2020<sup>1</sup>

## STRUCTURAL SAVINGS

**\$4.5** billion

versus 2019; on track to exceed \$6 billion in savings by 2023

## CAPEX

**\$3.9** billion

with year-end spend expected to be near low end of \$16–19 billion range

## CASH FLOW

**\$5.2** billion

in excess of Capex and dividends<sup>2</sup>

## DEBT REDUCED

**\$4.0** billion

bringing debt-to-capital ratio to 25%

## DISTRIBUTIONS

**\$3.7** billion

of reliable and growing dividends

# RESULTS 3Q21 VS. 2Q21

## \$2.1 billion improvement in earnings

	U/S	D/S	CHEM	C&F	TOTAL
2Q21 GAAP Earnings / (Loss)	3.2	(0.2)	2.3	(0.6)	4.7
<b>2Q21 Earnings / (Loss) ex. identified items</b>	<b>3.2</b>	<b>(0.2)</b>	<b>2.3</b>	<b>(0.6)</b>	<b>4.7</b>
Price / margin / forex	1.3	0.6	(0.3)	0.0	1.7
Unsettled derivatives: mark-to-market <sup>1</sup>	(0.5)	0.2	-	-	(0.3)
Volume	0.3	0.3	0.1	-	0.7
Expenses / other base business	(0.3)	0.4	(0.0)	(0.0)	0.0
<b>3Q21 Earnings / (Loss) ex. identified items</b>	<b>4.0</b>	<b>1.3</b>	<b>2.1</b>	<b>(0.6)</b>	<b>6.8</b>
3Q21 GAAP Earnings / (Loss)	4.0	1.3	2.1	(0.6)	6.8

- Demand recovery across all business lines
- Chemical margins impacted by increased industry supply
- Negative Upstream mark-to-market reflects forward sales of equity gas production
- Volumes and Expenses driven by lower planned maintenance and good cost control
- Other mainly reflects absence of favorable 2Q items

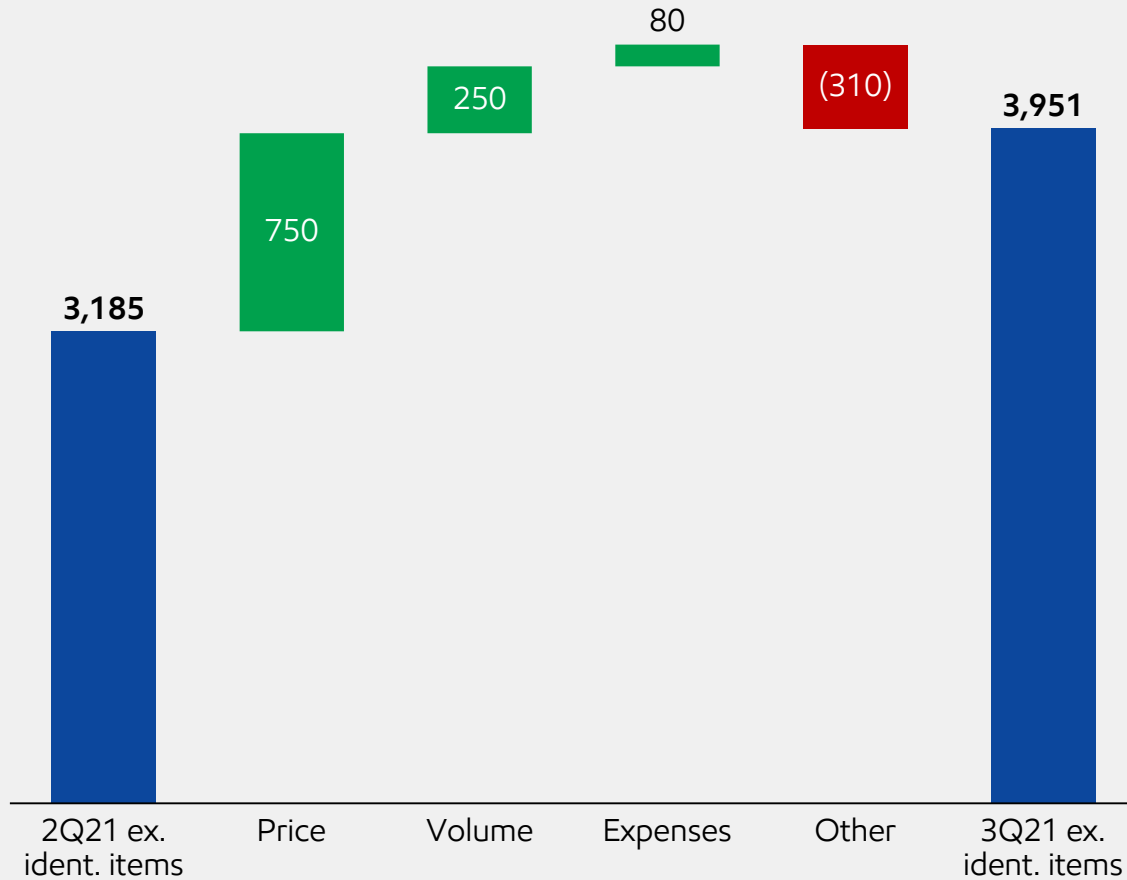
Billions of dollars unless specified otherwise.  
 Due to rounding, numbers presented above may not add up precisely to the totals indicated.  
 See Supplemental Information for footnotes.

# UPSTREAM PERSPECTIVE

## Improved earnings driven by higher realizations and volumes

### CONTRIBUTING FACTORS TO CHANGE IN EARNINGS

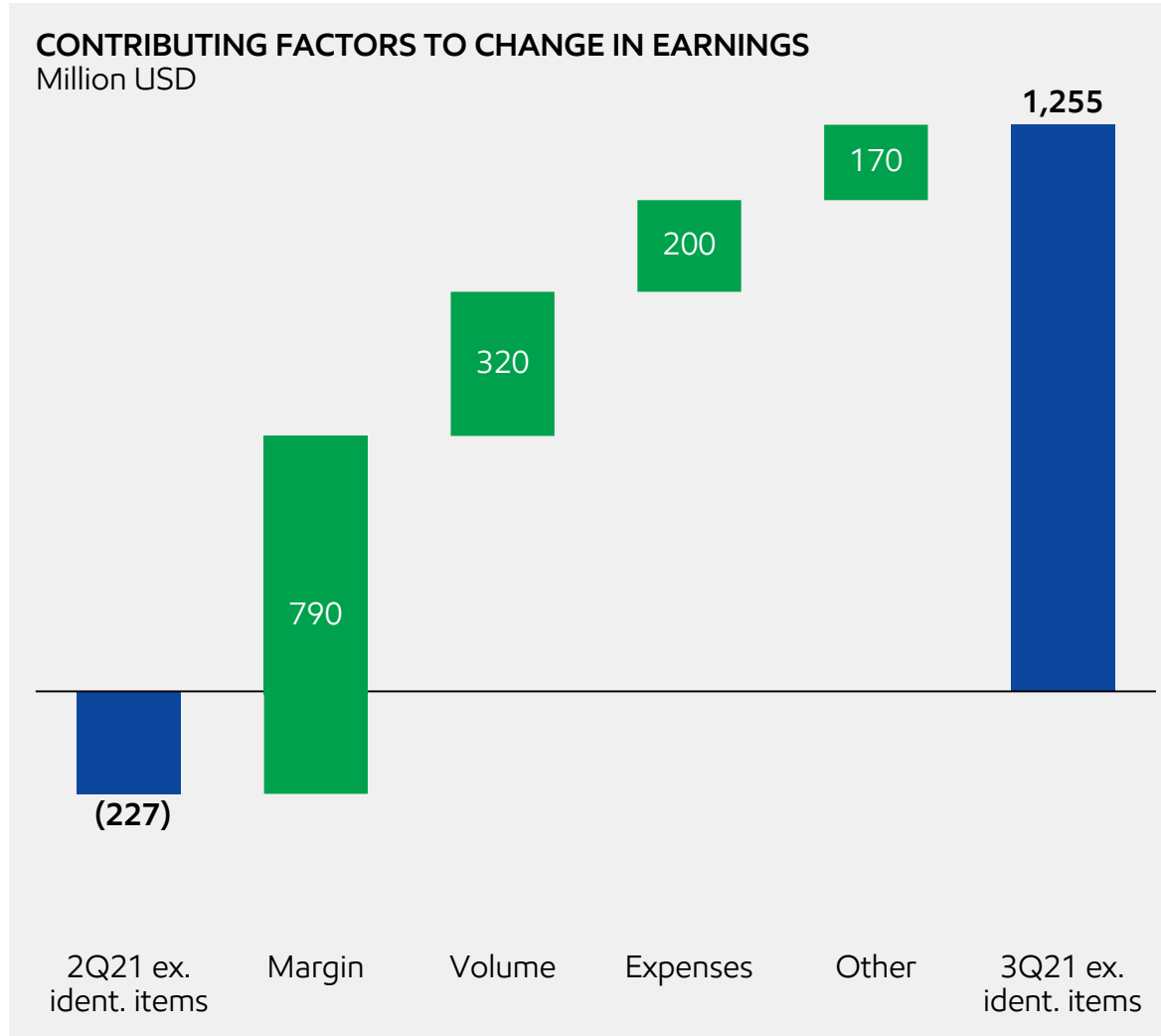
Million USD



- Gas prices increased above 10-year range<sup>1</sup>
  - Higher realizations driven by U.S. spot prices and LNG crude-linked contracts
- Higher volumes with Permian growth and reduced planned maintenance partially offset by lower seasonal European gas demand
- Absence of favorable tax and asset management impacts

# DOWNSTREAM PERSPECTIVE

Strong earnings recovery reflects improved refining margins, demand, and tighter cost control



- Refining margins improved to low end of 10-year range<sup>1</sup>
- Stronger demand driving higher utilization
  - Lagging jet demand partially offset by Chemical feedstocks
- Volumes reflect lower planned maintenance
- Expenses driven by lower maintenance and structural cost reductions
- Other driven mainly by refinery-to-terminal conversions
- Lubricants business delivered record earnings

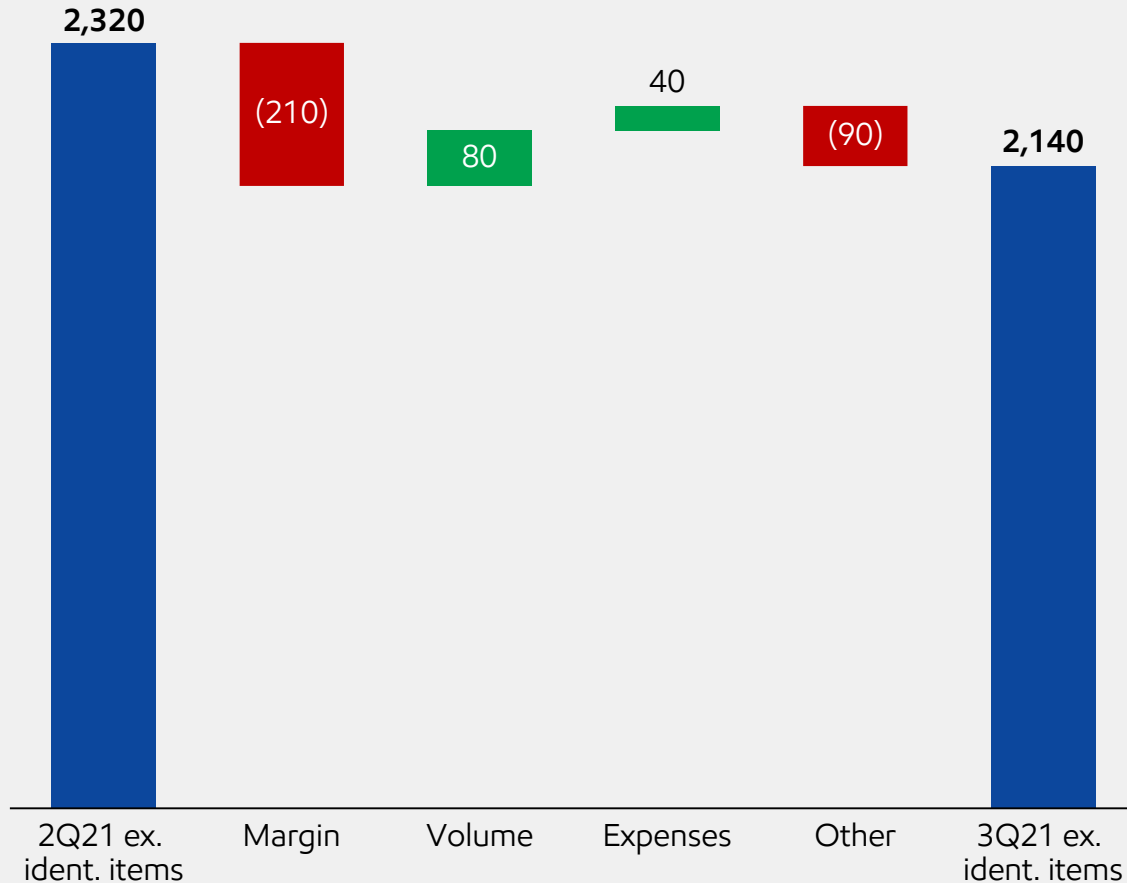


# CHEMICAL PERSPECTIVE

Strong demand, cost control, and reliability largely offset margin impact

## CONTRIBUTING FACTORS TO CHANGE IN EARNINGS

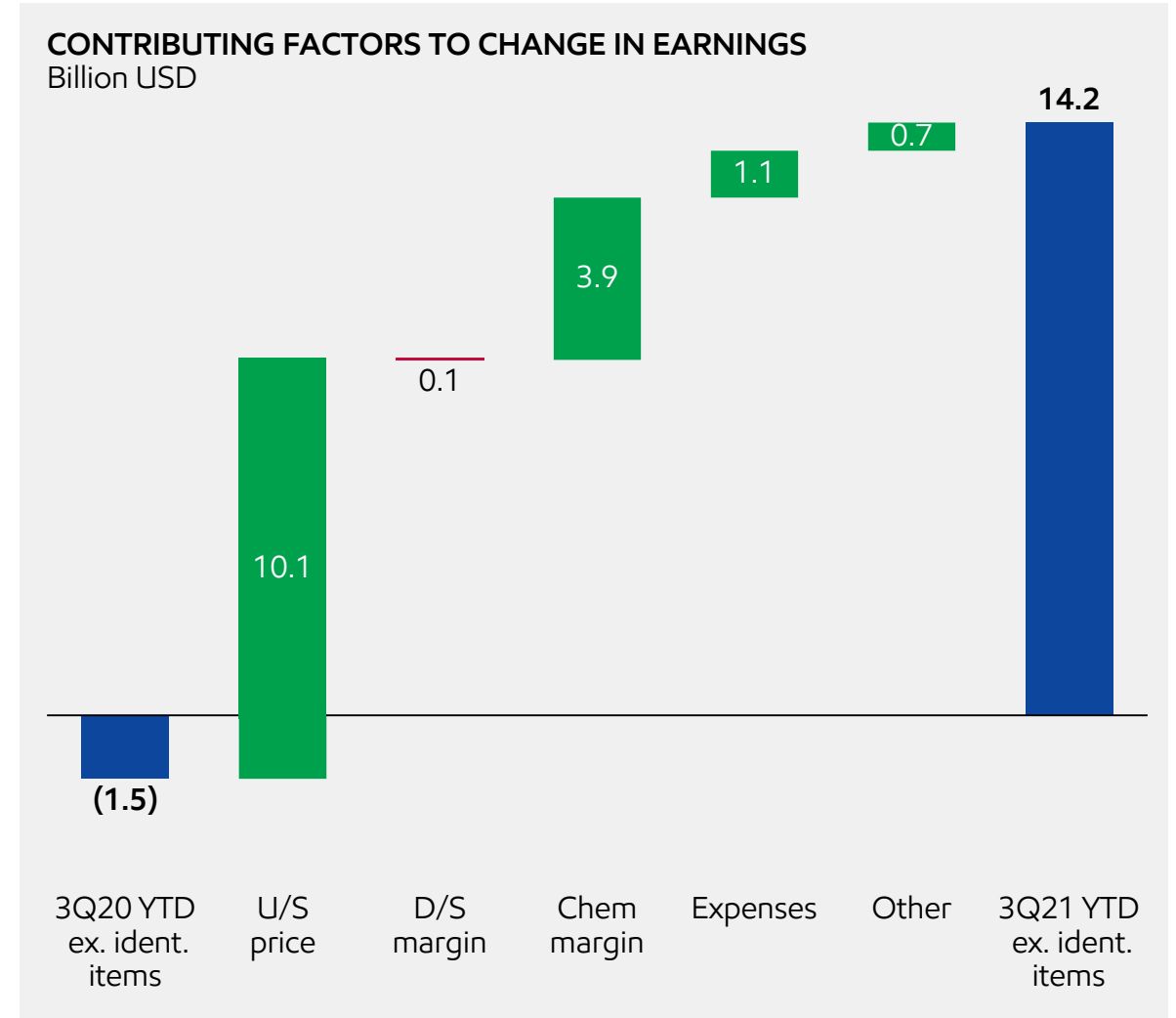
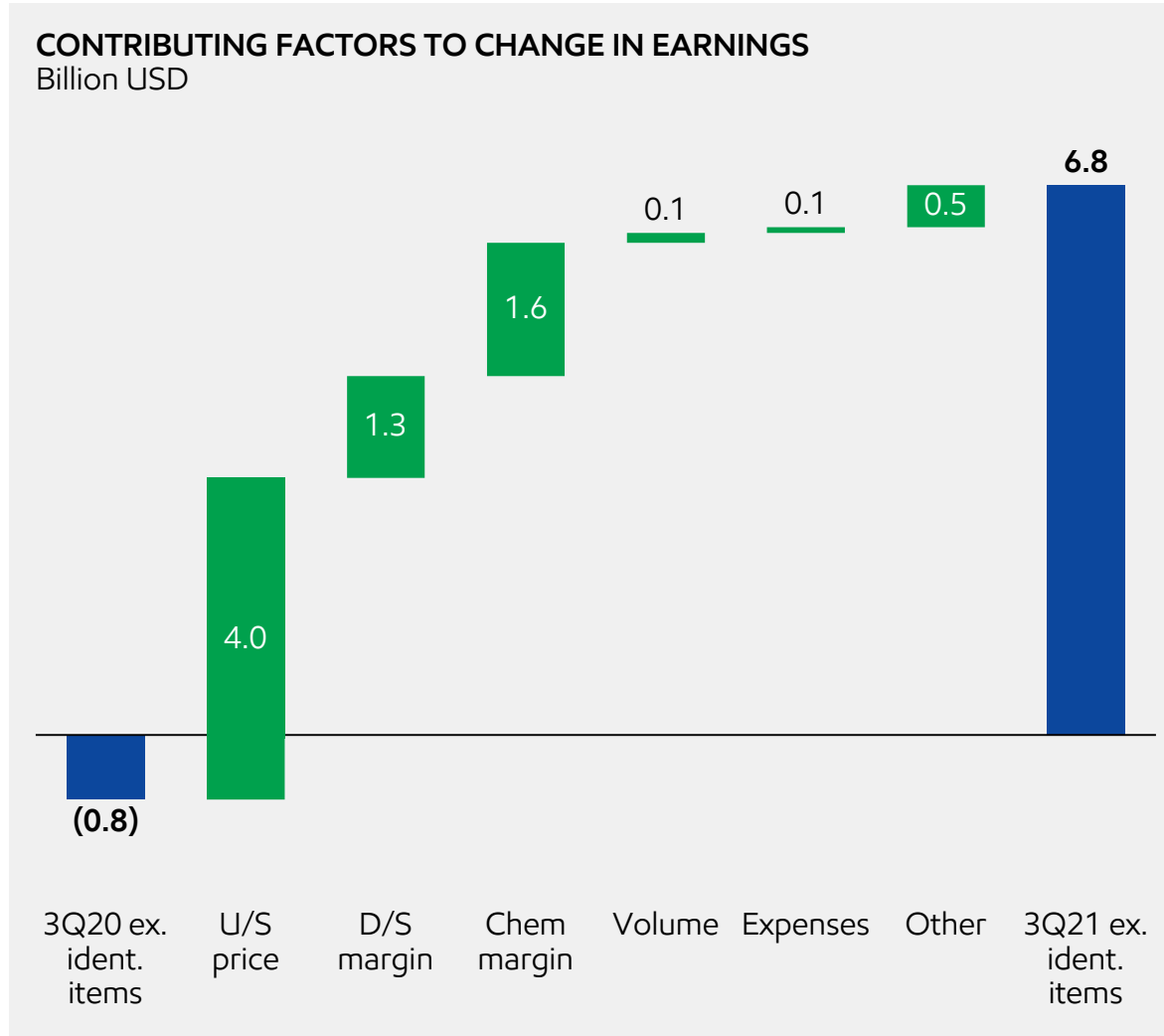
Million USD



- Margins remain above 10-year range<sup>1</sup>
  - Decrease due to higher industry supply
- Quick recovery from Hurricane Ida
- Volume and expenses reflect lower planned maintenance and continued structural efficiencies
- Other includes unfavorable forex and tax items

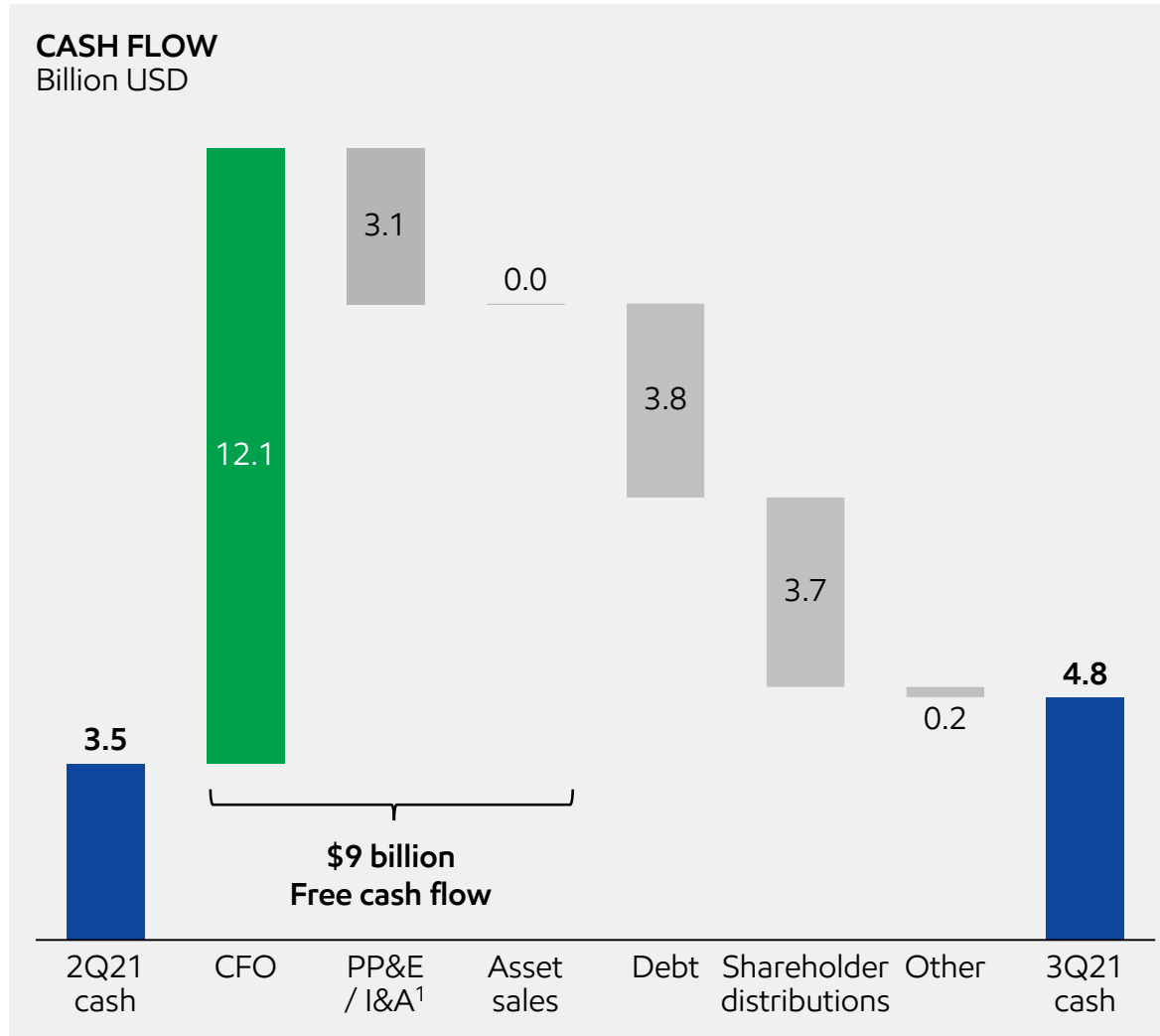
# EARNINGS COMPARISONS

Effective pandemic response and organizational improvements capturing benefits of growing demand



# THIRD QUARTER CASH MANAGEMENT

Strong free cash flow supported debt reduction and dividend



- Cash flow from operations increased \$2.4 billion
- Free cash flow increased \$2.1 billion
- Continuing to strengthen the balance sheet
  - Paid down debt by \$3.8 billion; \$11 billion debt reduction year-to-date
- Paid \$3.7 billion dividend; \$11.2 billion year-to-date

# FOURTH QUARTER 2021 OUTLOOK

## UPSTREAM

Higher volumes reflecting lower government-mandated curtailments and seasonal gas demand

Higher planned maintenance

U.K. North Sea sale expected to close by year-end<sup>1</sup>

## DOWNSTREAM

Higher energy costs impacting Europe and Asia refined-product prices

Higher planned turnarounds and maintenance

## CHEMICAL

Slightly higher planned turnarounds and maintenance

Santoprene™ business sale expected to close by year-end<sup>1</sup>

## CORPORATE

Corporate and financing expenses expected to be ~\$600 million

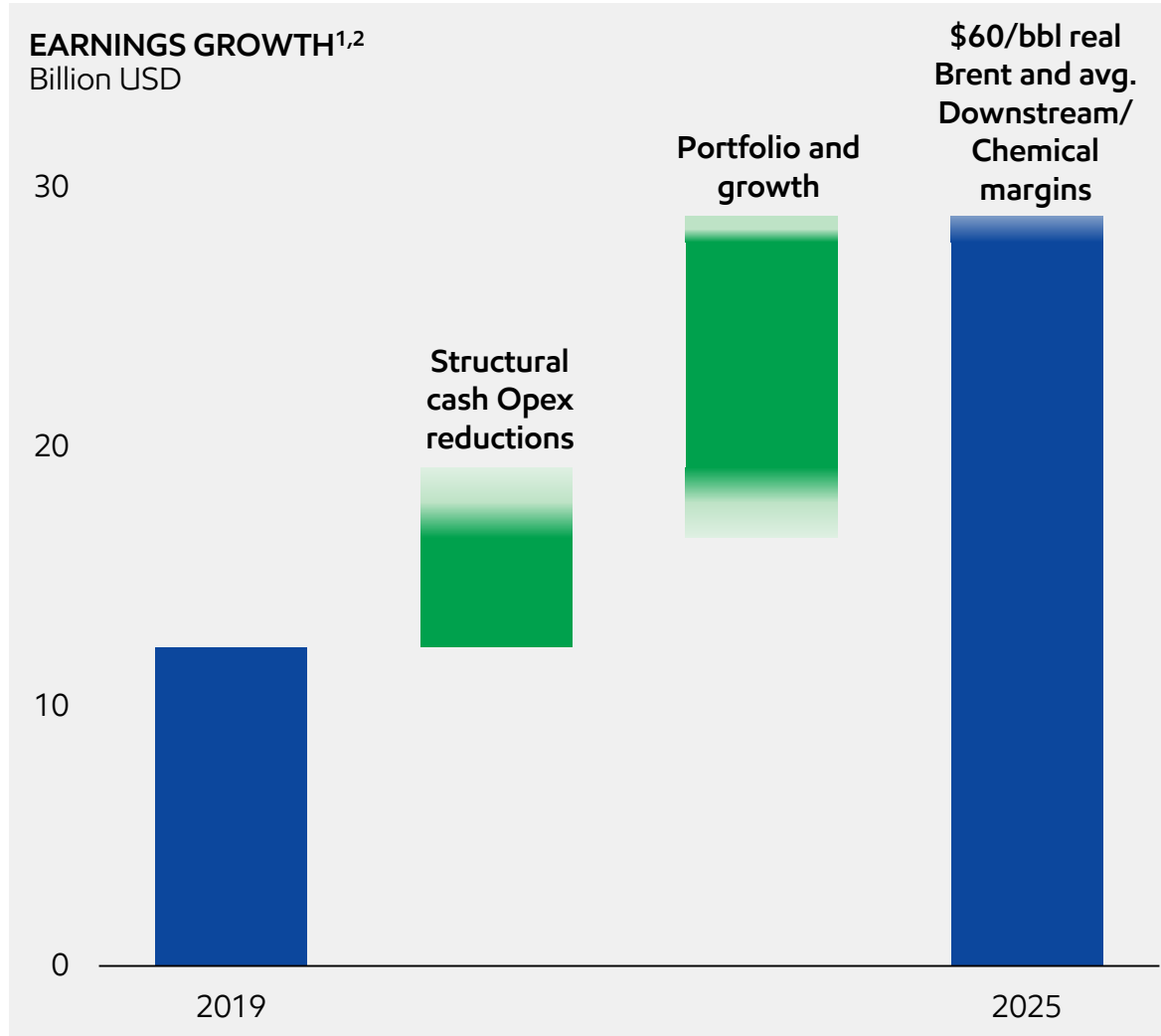
Continued improvement in debt to capital ratio

# EXPECT FORWARD PLANS TO IMPROVE EARNINGS AND CASH FLOW WITH LOWER EMISSIONS

<b>INDUSTRY LEADING OPERATIONS</b>	Lead industry in safety and reliability Anticipate meeting 2025 emission-reduction plans in 2021; deeper reductions by 2025
<b>IMPROVED COST STRUCTURE</b>	Expect to exceed annual structural savings of \$6 billion by 2023 versus 2019
<b>DISCIPLINED CAPITAL PROGRAM</b>	Maintain \$20–25 billion capital range; advantaged investments, improved efficiencies, and higher returns Develop accretive low-carbon projects; increases spend by 4x versus previously announced <sup>1</sup>
<b>STRENGTHENS BALANCE SHEET AND SHAREHOLDER DISTRIBUTIONS</b>	Expect to be well within 20–25% leverage range by year-end Dividends increased to \$0.88 / share; 39 <sup>th</sup> consecutive year of annual increases Plans for share repurchases beginning 2022, with up to \$10 billion over 12-24 months
<b>RESILIENT INVESTMENTS AND BUSINESS PLANS</b>	Plan investments robust to a range of scenarios including net zero pathways <sup>2</sup>
<b>HIGHER EARNINGS AND CASH FLOW POTENTIAL</b>	More than double earnings potential by 2025 versus 2019 <sup>3</sup> Offset pandemic-induced delays

# INCREASING EARNINGS POTENTIAL

## Restructured businesses accelerate structural cost reductions and portfolio highgrading



- Driving structural cost reductions
  - Expect to exceed \$6 billion by 2023 versus 2019
- Improving portfolio returns and resiliency with efficient investments in advantaged assets
  - Guyana Liza Phase 2 start-up 2022; >560 Koebd by 2025<sup>3</sup>
  - Permian exceeding 2021 outlook; ~700 Koebd by 2025<sup>4</sup>
  - Chemical Corpus Christi start-up in 4Q
- ROCE improves to 14% in 2025
- Earnings potential more than doubles versus 2019
  - Offset pandemic-induced delays

# ADVANCING HIGH-VALUE, ADVANTAGED INVESTMENTS

Increasing spend on strategic projects robust to a lower-carbon future

## GUYANA

>10% return at <\$35/bbl<sup>1</sup>



- Resource estimate increased to ~10 Boeb<sup>4</sup>
- Discoveries at Pinktail and Cataback
- Liza Phase 2 FPSO in Guyana 4Q
- Payara on schedule for 2024 start-up
- Submitted Yellowtail development plan to government

## PERMIAN

>10% return at <\$35/bbl<sup>2</sup>



- 3Q volumes ~500 Koebd, up ~30% vs. 2Q<sup>5</sup>
  - Driven by 2Q wells to sales
  - 2021 outlook 440-460 Koebd<sup>5</sup>
- Continued to deliver operating performance improvements
  - Year-to-date drilling lateral feet/day up ~80%<sup>6</sup>
  - Operating 9 rigs, up from 7 in 2Q

## DOWNSTREAM / CHEMICAL

~ 30% return<sup>3</sup>



- Planned resumption of paced project activity consistent with 2020 plan
- Investments strengthening integrated platforms with upgraded product mix
- Chemical Corpus Christi start-up in 4Q
- New projects deliver ~\$4 billion earnings potential<sup>7</sup>

# GROWING INVESTMENTS TO LOWER EMISSIONS

Leveraging technology, scale, integration, and global footprint

~\$15 BILLION IN LOWER-CARBON INVESTMENTS 2022–2027

## BUILD LOW CARBON SOLUTIONS BUSINESS, ESTABLISHING INDUSTRY LEADERSHIP

- Rapidly growing LCS portfolio, >30 opportunities
- Near-term projects focused where policy currently exists
- Major CCS hubs in early stages of development

## RAPIDLY REDUCE CARBON FOOTPRINT OF EXISTING BUSINESSES

- Anticipate meeting 2025 emission reduction objectives in 2021; developing aggressive new plans
- Growth projects incorporate lower emissions standards
- Lower carbon intensity products support customers' reduction of carbon footprint

KEY PROJECTS IN PLAN >10% RETURN<sup>1</sup>



# GROWING LONG-TERM SHAREHOLDER VALUE

Positioning company to sustainably grow earnings and cash flow while reducing emissions

## STRUCTURAL COST REDUCTIONS

**\$6+** billion

on track to exceed targeted annual structural cost reductions by 2023 versus 2019

## CAPITAL INVESTMENTS

**\$20–25** billion

maintained for 2022–2025; 4x increase in low-carbon spend<sup>1</sup>

## STRENGTHENING BALANCE SHEET

**20–25%** debt-to-capital

well within range by end of 2021, further reductions in 2022

## SHAREHOLDER DISTRIBUTIONS

**\$15** billion

in 2021, including dividend increase in 4Q; plans for share repurchases up to \$10 billion in 2022–2023

## STRONG PORTFOLIO OF LOW-CARBON PROJECT OPPORTUNITIES

## SIGNIFICANT EARNINGS AND CASH FLOW GROWTH POTENTIAL

Q&A



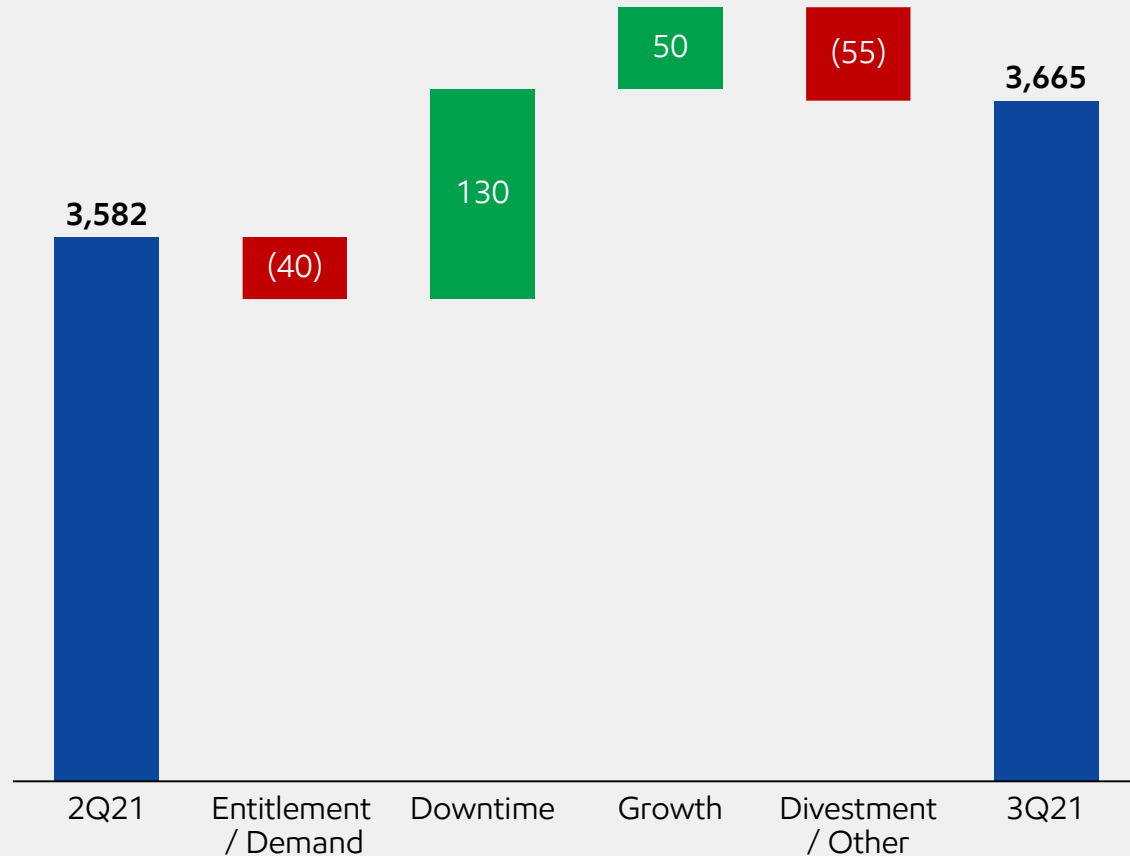
ExxonMobil

# UPSTREAM VOLUMES

Higher volumes with planned maintenance recovery and lower seasonal gas demand

CONTRIBUTING FACTORS TO CHANGE IN VOLUMES

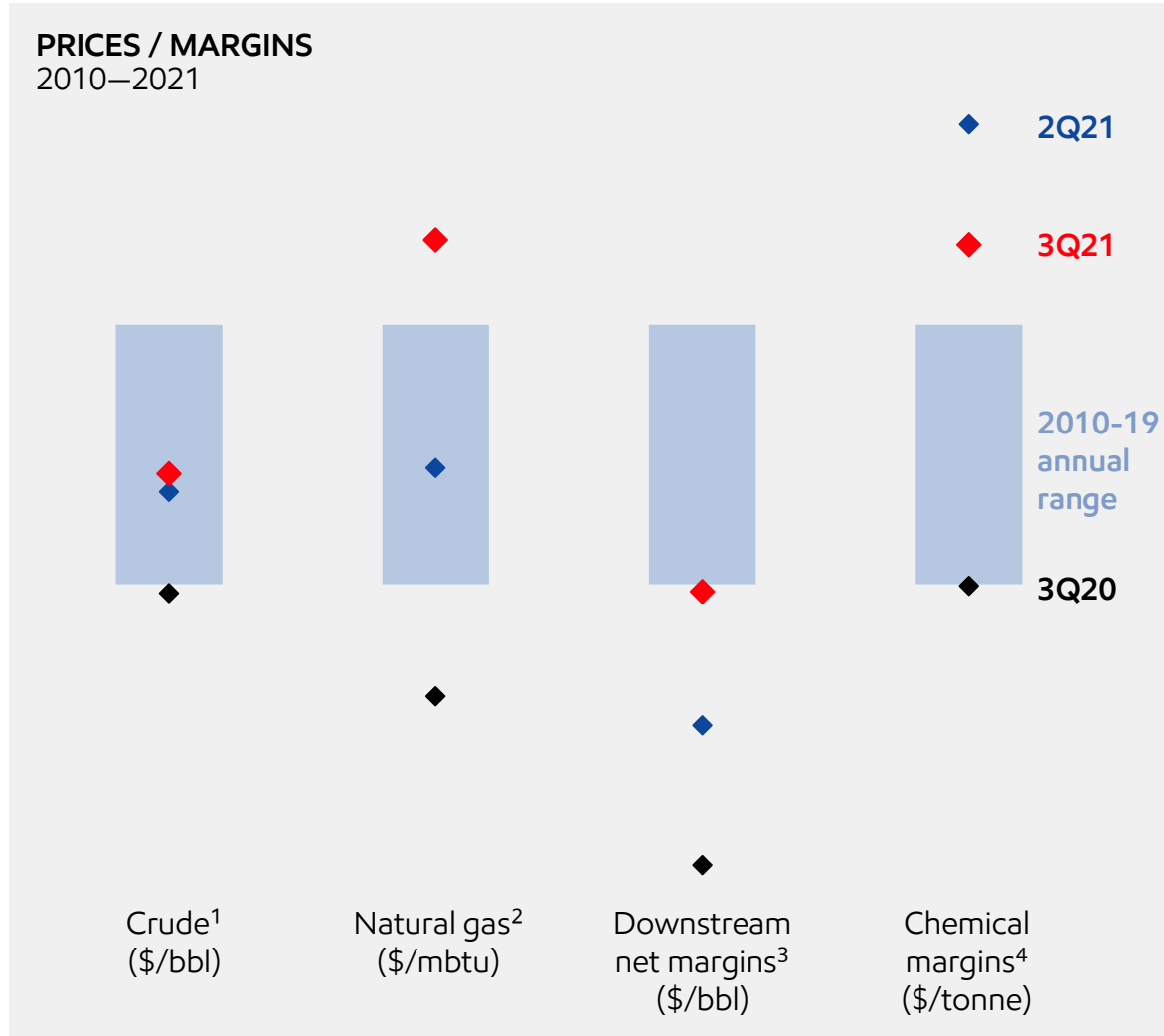
Koebd



- Lower European seasonal gas demand
- Reduced planned maintenance activity in Canada and Australia
- Growth driven by Permian

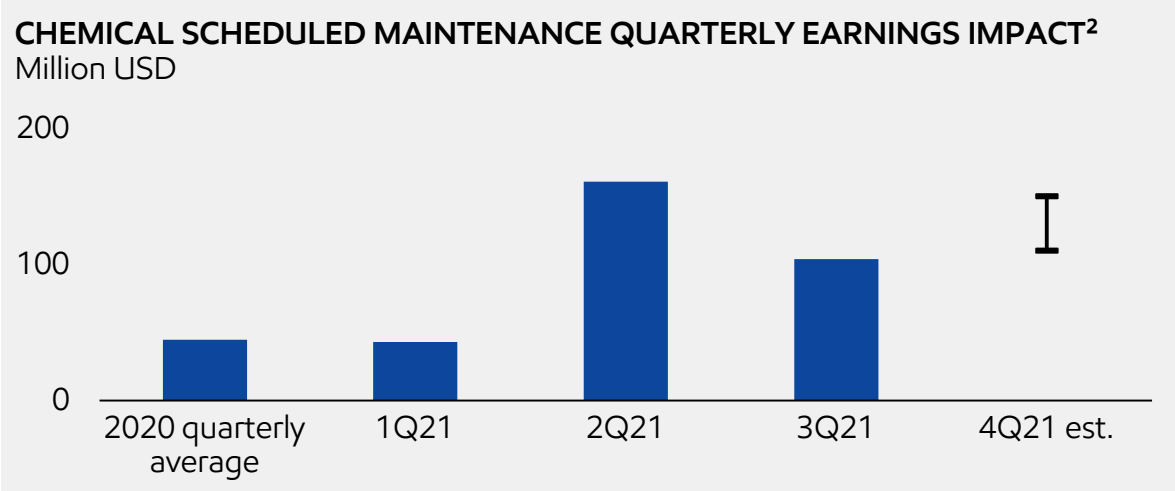
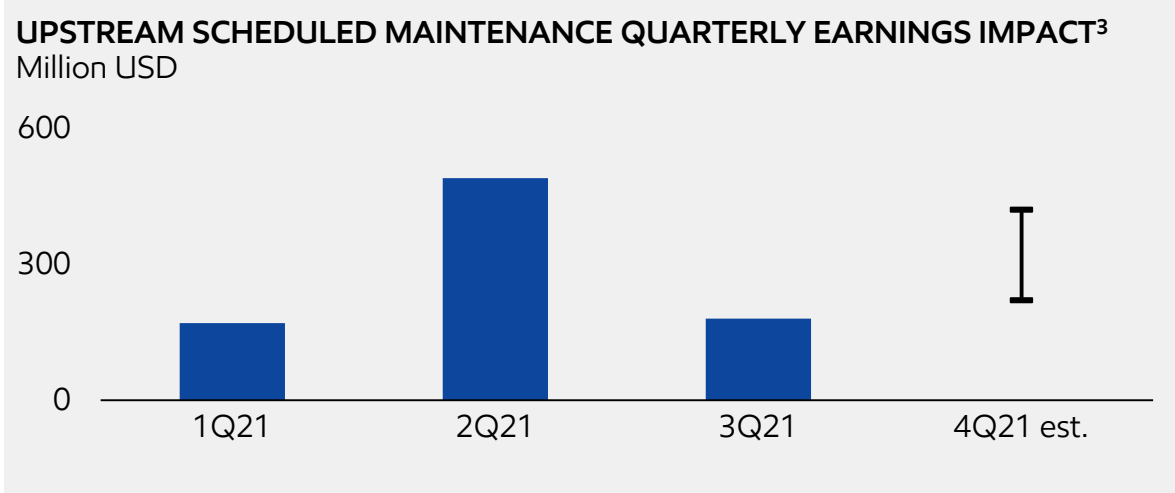
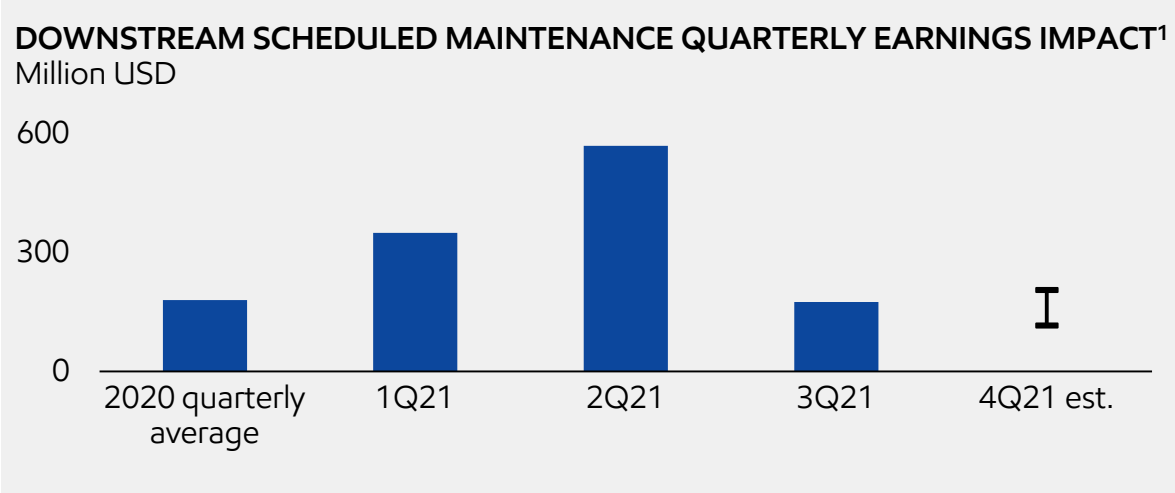
# MARKET ENVIRONMENT

## Prices and margins continue to improve



- Crude prices remained in middle of 10-year range
- Gas prices increased above 10-year range with pandemic demand recovery, supply constraints, and lower inventory levels
- Downstream margins improved with global demand recovery
- Chemical margins remained above 10-year range driven by continued strong demand and logistics constraints

# FOURTH QUARTER 2021 OUTLOOK



- Higher scheduled maintenance activity across all business lines

See Supplemental Information for footnotes.

# SUPPLEMENTAL INFORMATION

## RECONCILIATION OF OPERATING COSTS AND CASH OPERATING EXPENSES

COMPONENTS OF OPERATING COSTS	2021 YTD
From ExxonMobil's Consolidated statement of income:	
Production and manufacturing expenses	25.3
Selling, general and administrative expenses	7.1
Depreciation and depletion	14.9
Exploration expenses, including dry holes	0.5
Non-service pension and postretirement benefit expense	0.7
<b>Subtotal</b>	<b>48.5</b>
ExxonMobil's share of equity company expenses	6.6
<b>Total operating costs</b>	<b>55.1</b>
CASH OPERATING EXPENSES (CASH OPEX)	
<b>Total operating costs</b>	<b>55.1</b>
Less:	
Depreciation and depletion	14.9
Non-service pension and postretirement benefit expense	0.7
Other adjustments (includes equity company depreciation and depletion)	2.2
<b>Total cash operating expenses (cash Opex)</b>	<b>37.3</b>
Energy and production taxes	9.5
<b>Total cash operating expenses (cash Opex) excluding energy and production taxes</b>	<b>27.8</b>

Billions of dollars unless specified otherwise.

Due to rounding, numbers presented above may not add up precisely to the totals indicated.

See the [Frequently Used Terms](#) for reconciliation of 2018, 2019, and 2020.

# SUPPLEMENTAL INFORMATION

## RECONCILIATION OF FREE CASH FLOW

COMPONENTS OF FREE CASH FLOW	3Q21	2Q21
From ExxonMobil's Consolidated statement of cash flows:		
Net cash provided by operating activities	12.1	9.7
Additions to property, plant and equipment	(2.8)	(2.7)
Proceeds from asset sales and returns of investments	0.0	0.3
Additional investments and advances	(0.4)	(0.3)
Other investing activities including collection of advances	0.2	0.0
<b>Free cash flow</b>	<b>9.0</b>	<b>6.9</b>

## RECONCILIATION OF 2019 EARNINGS

	2019
Earnings (U.S. GAAP)	14.3
Asset Management	(3.7)
Tax Items	(1.1)
Adjustment to 2021 \$60/bbl real Brent and 10-year average Downstream and Chemical Margins	2.7
<b>Earnings excluding Asset Management and Tax Items and adjusted to 2021 \$60/bbl real Brent and average Downstream and Chemical Margins</b>	<b>12.3</b>

Billions of dollars unless specified otherwise.

Due to rounding, numbers presented above may not add up precisely to the totals indicated.

# SUPPLEMENTAL INFORMATION

Forward-looking statements contained in this presentation regarding the potential for future earnings, cash flow, dividends and returns, including statements regarding future earnings potential and returns in the Upstream, Chemical and Downstream segments, are not forecasts of actual future results. These figures are provided to help quantify for illustrative purposes management's view of the potential future results and goals of currently-contemplated management plans and objectives over the time periods shown, calculated on a basis consistent with our internal modeling assumptions. Management plans discussed in this presentation include objectives to grow sales of Chemical performance products and to invest in new projects. For this purpose, we assume operations at full capacity and average annual Downstream and Chemical margins as seen over the 2010–2019 time period (see slide 20). These assumptions are not forecasts of actual future market conditions. For this purpose we have assumed future demand growth in line with our internal planning basis, and that other factors including factors management does not control such as applicable laws and regulations (including tax and environmental laws), interest rates, and exchange rates remain consistent with current conditions for the relevant periods. This presentation does not attempt to model potential future COVID-19 outbreaks or recoveries.

**Non-GAAP and other measures.** With respect to historical periods, reconciliation and other information is provided on pages 22-23 of this presentation and in the Frequently Used Terms available on the Investor page of our website at [www.exxonmobil.com](http://www.exxonmobil.com) under the heading News & Resources for certain terms used in this presentation including cash flow from operations and asset sales, operating costs and cash operating expenses (cash opex), free cash flow, and return on average capital employed (ROCE). For future periods, we are unable to provide a reconciliation of forward-looking non-GAAP or other measures to the most comparable GAAP financial measures because the information needed to reconcile these measures is dependent on future events, many of which are outside management's control as described above. Additionally, estimating such GAAP measures and providing a meaningful reconciliation consistent with our accounting policies for future periods is extremely difficult and requires a level of precision that is unavailable for these future periods and cannot be accomplished without unreasonable effort. Forward-looking non-GAAP measures are estimated in a manner consistent with the relevant definitions and assumptions noted above. No reconciliation of earnings excluding identified items is necessary for the third quarter as rounded results are the same as GAAP earnings.



# SUPPLEMENTAL INFORMATION

**Important information and assumptions regarding certain forward-looking statements.** For all price point comparisons, unless otherwise indicated, we assume \$60/bbl Brent crude prices. Unless otherwise specified, crude prices are Brent prices. Except where noted, natural gas prices used are consistent with management's internal price assumptions for the relevant natural gas markets relative to the crude price for a given case. All crude and natural gas prices for future years are adjusted for inflation from 2021.

Downstream and Chemical margins reflect annual historical averages for the 10-year period from 2010–2019 unless otherwise stated.

These prices are not intended to reflect management's forecasts for future prices or the prices we use for internal planning purposes.

Unless otherwise indicated, asset sales and proceeds are consistent with our internal planning. For future periods, we have assumed Corporate & Financing expenses between \$2.3 and \$2.6 billion annually. To illustrate future financial capacity, we have used scenarios of Corporate & Financing expenses that reflect the estimated potential debt levels under those scenarios.

ExxonMobil-operated emissions, reductions and avoidance performance data are based on a combination of measured and estimated data using best available information. Calculations are based on industry standards and best practices, including guidance from the American Petroleum Institute (API) and IPIECA. The uncertainty associated with the emissions, reductions and avoidance performance data depends on variation in the processes and operations, the availability of sufficient data, the quality of those data and methodology used for measurement and estimation. Changes to the performance data may be reported as updated data and/or emission methodologies become available. ExxonMobil works with industry, including API and IPIECA, to improve emission factors and methodologies. Emissions, reductions and avoidance estimates from non-ExxonMobil operated facilities are included in the equity data and similarly may be updated as changes to the performance data are reported.

See the Cautionary Statement at the front of this presentation for additional information regarding forward-looking statements.

# SUPPLEMENTAL INFORMATION

## Definitions

**Cash operating expenses (cash Opex, structural efficiencies, structural savings, or structural reductions).** Cash operating expenses are a subset of total operating costs that are stewarded internally to support management's oversight of spending over time. This measure is useful for investors to understand the Corporation's efforts to optimize cash through disciplined expense management. For information concerning the calculation and reconciliation of cash operating expenses see the table on slide 22.

**Free cash.** Free cash is operating cash flow less capital investment. This measure is useful when approximating contributions to cash available for financing activities, applied to the Upstream business.

**Debt-to-capital ratio (leverage).** Total debt / (total debt + total equity). Total debt is the sum of (1) Notes and loans payable and (2) Long-term debt, as reported in Form 10-Q along with Total equity.

**Operating costs (Opex).** Operating costs are the costs during the period to produce, manufacture, and otherwise prepare the company's products for sale – including energy, staffing, and maintenance costs. They exclude the cost of raw materials, taxes, and interest expense and are on a before-tax basis. While ExxonMobil's management is responsible for all revenue and expense elements of net income, operating costs, as defined above, represent the expenses most directly under management's control, and therefore are useful for investors and ExxonMobil management in evaluating management's performance. For information concerning the calculation and reconciliation of operating costs see the table on slide 22.

**Performance product.** Refers to Chemical products that provide differentiated performance for multiple applications through enhanced properties versus commodity alternatives and bring significant additional value to customers and end-users.

**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.

# SUPPLEMENTAL INFORMATION

## Definitions

**Resources, resource base, and recoverable resources.** Along with similar terms, 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 classified as proved reserves, as well as, quantities that are not yet classified as proved reserves, but that are expected to be ultimately recoverable. The term “resource base” or similar terms 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, rate of return, IRR.** Unless referring specifically to external data, references to returns, rate of return, IRR, and similar terms mean future discounted cash flow returns on future capital investments based on current company estimates. Investment returns exclude prior exploration and acquisition costs.

# SUPPLEMENTAL INFORMATION

## Slide 5

- 1) Excludes identified items.
- 2) Sum of free cash flow, cash dividends to ExxonMobil shareholders, cash dividends to non-controlling interests, and changes in non-controlling interests. Free cash flow includes PP&E Adds of (\$2.8) billion and net investments / advances of (\$0.2) billion in 3Q21. For a reconciliation of free cash flow, see the table on slide 23.

## Slide 6

- 1) Period-to-period change in earnings as a result of fair value accounting for unsettled derivatives.

## Slide 7

- 1) Source: ICE. Equal weighting of Henry Hub and NBP; 10-year prices refer to the average of annual prices from 2010–2019

## Slide 8

- 1) Source: S&P Global Platts and ExxonMobil analysis. Net margin calculated by weighting of U.S. Gulf Coast (Maya – Coking), Northwest Europe (Brent – Catalytic Cracking), and Singapore (Dubai – Catalytic Cracking) based on ExxonMobil capacity and netted for industry average Opex, energy and renewable identification numbers (RINS); 10-year margins refer to the average of annual margins from 2010–2019.

## Slide 9

- 1) Source: IHS Markit, Platts, and company estimates. Weighting of polyethylene, polypropylene, and paraxylene based on ExxonMobil capacity; 10-year margins refer to the average of annual margins from 2010–2019.

## Slide 11

- 1) Includes PP&E Adds of (\$2.8) billion and net investments / advances of (\$0.2) billion in 3Q21.

## Slide 12

- 1) Subject to regulatory and third-party approvals.

## Slide 13

- 1) Preliminary plan remains subject to Board review and approval.
- 2) Based on evaluation of near-term investments in key projects across a range of market environments, including the IEA net zero scenario where pertinent to the investment being evaluated. Investments remain economic under all scenarios evaluated.
- 3) 2021 \$60 Brent, adjusted for inflation; 10-year average Downstream and Chemical margins refer to the average of annual margins from 2010–2019; 2019 earnings excluding asset management and tax items. See reconciliation of 2019 adjusted earnings on slide 23. Preliminary plan remains subject to Board review and approval.

# SUPPLEMENTAL INFORMATION

## Slide 14

- 1) 2021 \$60 Brent, adjusted for inflation; 10-year average Downstream and Chemical margins refer to the average of annual margins from 2010–2019; 2019 earnings excluding asset management and tax items. See reconciliation of 2019 adjusted earnings on slide 23. Preliminary plan remains subject to Board review and approval.
- 2) Portfolio and growth includes uplift from new projects in Upstream, Downstream and Chemical, uplift, base decline and nominal price inflation from Upstream, mix, yield and marketing impacts, and corporate and financial impacts.
- 3) Gross production for Guyana.
- 4) Net production.

## Slide 15

- 1) Guyana projects on a money-forward basis.
- 2) Money-forward basis.
- 3) Return based on 2021 money-forward, remaining Capex-weighted basis, for projects listed in footnote 7, at full capacity across Downstream and Chemical using 2010–2019 annual average margins.
- 4) Gross recoverable resource.
- 5) Net production.
- 6) Spud to rig-release days versus 2020.
- 7) Collective annual earnings generated by the following Downstream and Chemical projects in 2027 at full capacity based on 2010–2019 average annual margins: Chemical – Corpus Christi complex, Baton Rouge polypropylene, Baytown expansion, and China complex; and Downstream – Permian logistics, Permian processing, Singapore resid upgrade, and Fawley hydrofiner and pipeline.

## Slide 16

- 1) Key projects in proposed company plan deliver >10% return on a capital weighted basis under current policy. Preliminary plan subject to Board approval. More information about key projects will be provided once finalized.

## Slide 17

- 1) Preliminary plan remains subject to Board review and approval. Increase based on prior plan spend versus current plan spend 2022-2025.

## Slide 20

- 1) Source: S&P Global Platts.
- 2) Source: ICE. Equal weighting of Henry Hub and NBP.
- 3) Source: S&P Global Platts and ExxonMobil analysis. Net margin calculated by weighting of U.S. Gulf Coast (Maya – Coking), Northwest Europe (Brent – Catalytic Cracking), and Singapore (Dubai – Catalytic Cracking) based on ExxonMobil capacity and netted for industry average Opex, energy and renewable identification numbers (RINS).
- 4) Source: IHS Markit, Platts, and company estimates. Weighting of polyethylene, polypropylene, and paraxylene based on ExxonMobil capacity.

## Slide 21

- 1) Estimates based on September margins and operating expenses related to turnaround activities.
- 2) Based on operating expenses related to turnaround activities.
- 3) Estimate based on October prices.