

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

**FORM 8-K**

**CURRENT REPORT**  
**Pursuant to Section 13 OR 15(d) of The Securities Exchange Act of 1934**

Date of Report (Date of earliest event reported): February 2, 2015

**Exxon Mobil Corporation**

(Exact name of registrant as specified in its charter)

**New Jersey**  
(State or other jurisdiction  
of incorporation)

**1-2256**  
(Commission  
File Number)

**13-5409005**  
(IRS Employer  
Identification No.)

**5959 LAS COLINAS BOULEVARD, IRVING, TEXAS 75039-2298**  
(Address of principal executive offices) (Zip Code)

Registrant's telephone number, including area code: **(972) 444-1000**

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(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
  - Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
  - Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
  - Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))
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Item 2.02  
Item 7.01

Results of Operations and Financial Condition  
Regulation FD Disclosure

The following information is furnished pursuant to both Item 2.02 and Item 7.01.

The Registrant hereby furnishes the information set forth in its News Release, dated February 2, 2015, announcing fourth quarter 2014 results, a copy of which is included as Exhibit 99.1, and furnishes the information in the related 4Q14 Investor Relations Data Summary, a copy of which is included as Exhibit 99.2. Material available by hyperlink from the News Release is not deemed to be furnished herewith or included in this filing.

SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

EXXON MOBIL CORPORATION

Date: February 2, 2015

By: /s/ David S. Rosenthal

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Name: David S. Rosenthal  
Title: Vice President, Controller and  
Principal Accounting Officer

INDEX TO EXHIBITS

| <u>Exhibit No.</u> | <u>Description</u>  |
|--------------------|---|
| 99.1               | Exxon Mobil Corporation News Release, dated February 2, 2015, announcing fourth quarter 2014 results. |
| 99.2               | 4Q14 Investor Relations Data Summary.   |

# News Release

# ExxonMobil

## Exxon Mobil Corporation

5959 Las Colinas Boulevard  
Irving, TX 75039  
972 444 1107 Telephone  
972 444 1138 Facsimile

FOR IMMEDIATE RELEASE  
MONDAY, FEBRUARY 2, 2015

### ExxonMobil Earns \$32.5 Billion in 2014; \$6.6 Billion During Fourth Quarter

- Integrated business model produces solid results amid lower commodity prices
- Completed a record eight major Upstream projects in 2014
- Delivered full-year production plan of 4 million oil-equivalent barrels per day

|   | <u>Fourth Quarter</u> |             |          | <u>Twelve Months</u> |             |
|---|-----------------------|-------------|----------|----------------------|-------------|
|   | <u>2014</u>           | <u>2013</u> | <u>%</u> | <u>2014</u>          | <u>2013</u> |
| <b>Earnings Summary</b>                             |                       |             |          |                      |             |
| <i>(Dollars in millions, except per share data)</i> |                       |             |          |                      |             |
| Earnings  | <b>6,570</b>          | 8,350       | -21      | <b>32,520</b>        | 32,580      |
| Earnings Per Common Share<br>Assuming Dilution      | <b>1.56</b>           | 1.91        | -18      | <b>7.60</b>          | 7.37        |
| Capital and Exploration<br>Expenditures             | <b>10,464</b>         | 9,924       | 5        | <b>38,537</b>        | 42,489      |

IRVING, Texas – February 2, 2015 – Exxon Mobil Corporation today announced estimated full-year 2014 earnings of \$32.5 billion compared with \$32.6 billion a year earlier, reflecting the strength of its integrated business model in a lower price environment.

“ExxonMobil’s results illustrate the value of our proven business model that integrates upstream, downstream, and chemical businesses,” said Rex W. Tillerson, chairman and chief executive officer. “Our balanced portfolio uniquely positions ExxonMobil to deliver superior returns throughout the commodity price cycle.”

ExxonMobil completed a record eight major Upstream projects during the year, including the Papua New Guinea liquefied natural gas project and achieved its full-year plan to produce 4 million oil-equivalent barrels per day.

Fourth quarter earnings were \$6.6 billion, or \$1.56 per diluted share, down from \$8.4 billion in the year-ago quarter. Lower commodity prices in the Upstream and higher planned maintenance costs in the Downstream were partially offset by improved Chemical margins.

During 2014, the corporation distributed \$23.6 billion to shareholders in the form of dividends and share purchases to reduce shares outstanding, resulting in a total shareholder distribution yield of 5.4 percent.

## Fourth Quarter Highlights

- Earnings of \$6.6 billion decreased \$1.8 billion or 21 percent from the fourth quarter of 2013. Current period results were favorably impacted by approximately \$1 billion of non-cash effects that included U.S. deferred income tax items and the recognition of a favorable arbitration ruling for expropriated Venezuela assets.
- Earnings per share, assuming dilution, were \$1.56, a decrease of 18 percent.
- Capital and exploration expenditures were \$10.5 billion, up 5 percent from the fourth quarter of 2013.
- Oil-equivalent production decreased 3.8 percent from the fourth quarter of 2013. Excluding the impact of the expiry of the Abu Dhabi onshore concession, production decreased 0.7 percent, with liquids up 3.6 percent and natural gas down 5.5 percent.
- Cash flow from operations and asset sales was \$7.7 billion, including proceeds associated with asset sales of \$241 million.
- The corporation distributed \$5.9 billion to shareholders in the fourth quarter of 2014, including \$3 billion in share purchases to reduce shares outstanding.
- Dividends per share of \$0.69 increased 9.5 percent compared with the fourth quarter of 2013.
- ExxonMobil Canada Ltd., with Suncor Energy Inc. and ConocoPhillips Canada Resources Corporation, emerged as the high bidder for all three blocks sought offshore Newfoundland and Labrador, expanding its presence in the Canadian North Atlantic by adding 889,000 net acres to the portfolio. ExxonMobil Canada Ltd. will be the operator of all three blocks and have a 100 percent interest in one of the three.
- ExxonMobil successfully completed negotiations for a production sharing contract with the government of Côte d'Ivoire on two offshore blocks. ExxonMobil will deploy its extensive expertise in offshore exploration and state-of-the-art technologies to assist Côte d'Ivoire in the development of its natural resources.

## Fourth Quarter 2014 vs. Fourth Quarter 2013

Upstream earnings were \$5.5 billion in the fourth quarter of 2014, down \$1.3 billion from the fourth quarter of 2013. Lower liquids realized prices decreased earnings by \$2.4 billion, while favorable volume effects increased earnings by \$400 million. All other items increased earnings by net \$640 million, including U.S. deferred income tax effects and the recognition of a favorable arbitration ruling for expropriated Venezuela assets.

On an oil-equivalent basis, production decreased 3.8 percent from the fourth quarter of 2013. Excluding the impact of the expiry of the Abu Dhabi onshore concession, production decreased 0.7 percent.

Liquids production totaled 2.2 million barrels per day, down 53,000 barrels per day from the fourth quarter of 2013. The Abu Dhabi onshore concession expiry reduced volumes by 133,000 barrels per day. Excluding this impact, liquids production was up 80,000 barrels per day. Project and work program contributions more than offset field decline and divestment impacts.

Fourth quarter natural gas production was 11.2 billion cubic feet per day, down 653 million cubic feet per day from 2013. Field decline, demand, and reduced entitlement volumes were partly offset by higher volumes from Papua New Guinea and work programs.

Earnings from U.S. Upstream operations were \$1.5 billion, \$317 million higher than the fourth quarter of 2013. Non-U.S. Upstream earnings were \$4.0 billion, down \$1.6 billion from the prior year.

Downstream earnings were \$497 million, down \$419 million from the fourth quarter of 2013. Stronger marketing and non-U.S. refining margins were mostly offset by weaker U.S. refining margins, increased earnings by a net \$40 million. Volume and mix effects increased earnings by \$20 million. All other items, primarily higher expenses and unfavorable tax effects, decreased earnings by \$480 million. Petroleum products of 5.8 million barrels per day were 149,000 barrels per day lower than the prior year's fourth quarter.

The U.S. Downstream recorded a loss of \$1 million, down \$598 million from the fourth quarter of 2013. Non-U.S. Downstream earnings of \$498 million were \$179 million higher than the prior year.

Chemical earnings of \$1.2 billion were \$317 million higher than the fourth quarter of 2013. Margins increased earnings by \$490 million, benefiting from lower feedstock costs. Volume and mix effects decreased earnings by \$60 million. All other items, primarily unfavorable foreign exchange effects, decreased earnings by \$110 million. Fourth quarter prime product sales of 5.7 million metric tons were 358,000 tons higher than the prior year's fourth quarter.

Corporate and financing expenses were \$622 million for the fourth quarter of 2014, up \$360 million from the fourth quarter of 2013 due primarily to tax-related impacts.

During the fourth quarter of 2014, ExxonMobil purchased 36 million shares of its common stock for the treasury at a cost of \$3.3 billion. Purchases included \$3.0 billion to reduce the number of shares outstanding, with the balance used to acquire shares in conjunction with the company's benefit plans and programs. Share purchases to reduce shares outstanding are currently anticipated to equal \$1 billion in the fourth quarter of 2015. Purchases may be made in both the open market and through negotiated transactions, and may be increased, decreased or discontinued at any time without prior notice.

### **Full Year 2014 Highlights**

- Earnings were \$32.5 billion, down \$60 million from 2013.
- Earnings per share, assuming dilution, increased 3 percent to \$7.60.
- Capital and exploration expenditures were \$38.5 billion, down 9 percent from 2013.
- Oil-equivalent production decreased 4.9 percent from 2013. Excluding the impact of the expiry of the Abu Dhabi onshore concession, production decreased 1.7 percent.
- Upstream per-barrel profitability, excluding noncontrolling interest volumes, increased 8 percent from full year 2013 to \$19.47 per barrel.
- Cash flow from operations and asset sales was \$49.2 billion, including proceeds associated with asset sales of \$4.0 billion.
- The corporation distributed \$23.6 billion to shareholders in 2014 through dividends and share purchases to reduce shares outstanding.

### Full Year 2014 vs. Full Year 2013

Upstream earnings were \$27.5 billion, up \$707 million from 2013. Lower prices decreased earnings by \$2.0 billion. Favorable volume effects increased earnings by \$510 million. All other items, primarily asset sales and favorable U.S. deferred income tax items, increased earnings by \$2.2 billion.

On an oil-equivalent basis, production of 4.0 million barrels per day was down 4.9 percent compared to 2013. Excluding the impact of the Abu Dhabi onshore concession, production decreased 1.7 percent.

Liquids production of 2.1 million barrels per day decreased 91,000 barrels per day compared to 2013. The Abu Dhabi onshore concession expiry reduced volumes by 135,000 barrels per day. Excluding this impact, liquids production was up 2 percent, driven by project ramp-up and work programs.

Natural gas production of 11.1 billion cubic feet per day decreased 691 million cubic feet per day from 2013, as expected U.S. field declines and lower European demand were partially offset by project ramp-up and work programs.

Earnings from U.S. Upstream operations were \$5.2 billion, up \$1.0 billion from 2013. Earnings outside the U.S. were \$22.4 billion, up \$299 million from the prior year.

Downstream earnings of \$3.1 billion decreased \$404 million from 2013. Lower margins decreased earnings by \$230 million. Volume and mix effects increased earnings by \$480 million. All other items, primarily unfavorable foreign exchange and tax impacts, partially offset by expenses, decreased earnings by \$650 million. Petroleum product sales of 5.9 million barrels per day were in line with 2013.

U.S. Downstream earnings were \$1.6 billion, a decrease of \$581 million from 2013. Non-U.S. Downstream earnings were \$1.4 billion, up \$100 million from the prior year.

Chemical earnings of \$4.3 billion increased \$487 million from 2013. Higher commodity-driven margins increased earnings by \$520 million, volume and mix effects increased earnings by \$100 million. All other items, primarily higher planned expenses, decreased earnings by \$130 million. Prime product sales of 24.2 million tons were up 172,000 tons from 2013, driven by increased Singapore production.

Corporate and financing expenses were \$2.4 billion in 2014, up \$850 million from 2013 due primarily to tax-related items.

Gross share purchases for 2014 were \$13.2 billion, reducing shares outstanding by 136 million shares.



**ExxonMobil will discuss financial and operating results and other matters during a webcast at 8:30 a.m. Central Time February 2, 2015. To listen to the event or access an archived replay, please visit [www.exxonmobil.com](http://www.exxonmobil.com).**

Cautionary Statement

Statements relating to future plans, projections, events or conditions are forward-looking statements. Actual results, including project costs, timing, and capacities; capital and exploration expenditures; resource recoveries; and share purchase levels, could differ material to factors including: changes in oil or gas prices or other market or economic conditions affecting the oil and gas industry, including the and duration of economic recessions; the outcome of exploration and development efforts; changes in law or government regulation, inc tax and environmental requirements; the outcome of commercial negotiations; changes in technical or operating conditions; and other f discussed under the heading "Factors Affecting Future Results" in the "Investors" section of our website and in Item 1A of ExxonMobil's Form 10-K. We assume no duty to update these statements as of any future date.

Frequently Used Terms

This press release includes cash flow from operations and asset sales, which is a non-GAAP financial measure. Because of the regular of our asset management and divestment program, we believe it is useful for investors to consider proceeds associated with the sa subsidiaries, property, plant and equipment, and sales and returns of investments together with cash provided by operating activities evaluating cash available for investment in the business and financing activities. A reconciliation to net cash provided by operating activi shown in Attachment II. References to quantities of oil or natural gas may include amounts that we believe will ultimately be produced, b are not yet classified as "proved reserves" under SEC definitions. Further information on ExxonMobil's frequently used financial and ope measures and other terms is contained under the heading "Frequently Used Terms" available through the "Investors" section of our web [exxonmobil.com](http://exxonmobil.com).

Reference to Earnings

References to corporate earnings mean net income attributable to ExxonMobil (U.S. GAAP) from the consolidated income statement. U otherwise indicated, references to earnings, Upstream, Downstream, Chemical and Corporate and Financing segment earnings, and ear per share are ExxonMobil's share after excluding amounts attributable to noncontrolling interests.

The term "project" as used in this release can refer to a variety of different activities and does not necessarily have the same meaning as government payment transparency reports.

**Estimated Key Financial and Operating Data**

Attachi

**Exxon Mobil Corporation**  
**Fourth Quarter 2014**  
(millions of dollars, unless noted)

|  | <u>Fourth Quarter</u> |             | <u>Twelve Months</u> |             |
|--|-----------------------|-------------|----------------------|-------------|
|  | <u>2014</u>           | <u>2013</u> | <u>2014</u>          | <u>2013</u> |
| <b>Earnings / Earnings Per Share</b>                       |                       |             |                      |             |
| Total revenues and other income                            | <b>87,276</b>         | 110,860     | <b>411,939</b>       | 438,25      |
| Total costs and other deductions                           | <b>78,434</b>         | 96,144      | <b>360,309</b>       | 380,54      |
| Income before income taxes                                 | <b>8,842</b>          | 14,716      | <b>51,630</b>        | 57,71       |
| Income taxes   | <b>2,060</b>          | 6,073       | <b>18,015</b>        | 24,26       |
| Net income including noncontrolling interests              | <b>6,782</b>          | 8,643       | <b>33,615</b>        | 33,44       |
| Net income attributable to noncontrolling interests        | <b>212</b>            | 293         | <b>1,095</b>         | 86          |
| Net income attributable to ExxonMobil (U.S. GAAP)          | <b>6,570</b>          | 8,350       | <b>32,520</b>        | 32,58       |
| Earnings per common share (dollars)                        | <b>1.56</b>           | 1.91        | <b>7.60</b>          | 7.3         |
| Earnings per common share<br>- assuming dilution (dollars) | <b>1.56</b>           | 1.91        | <b>7.60</b>          | 7.3         |
| <b>Other Financial Data</b>                                |                       |             |                      |             |
| Dividends on common stock                                  |                       |             |                      |             |
| Total  | <b>2,924</b>          | 2,750       | <b>11,568</b>        | 10,87       |
| Per common share (dollars)                                 | <b>0.69</b>           | 0.63        | <b>2.70</b>          | 2.4         |
| Millions of common shares outstanding                      |                       |             |                      |             |
| At December 31   |                       |             | <b>4,201</b>         | 4,33        |
| Average - assuming dilution                                | <b>4,235</b>          | 4,361       | <b>4,282</b>         | 4,41        |
| ExxonMobil share of equity at December 31                  |                       |             | <b>174,399</b>       | 174,00      |
| ExxonMobil share of capital employed at December 31        |                       |             | <b>205,852</b>       | 200,36      |
| Income taxes   | <b>2,060</b>          | 6,073       | <b>18,015</b>        | 24,26       |
| Sales-based taxes  | <b>6,536</b>          | 7,663       | <b>29,342</b>        | 30,58       |
| All other taxes  | <b>8,292</b>          | 9,377       | <b>35,515</b>        | 36,39       |
| Total taxes  | <b>16,888</b>         | 23,113      | <b>82,872</b>        | 91,24       |
| ExxonMobil share of income taxes of<br>equity companies    | <b>1,092</b>          | 1,340       | <b>5,678</b>         | 6,06        |

**Exxon Mobil Corporation**  
**Fourth Quarter 2014**  
(millions of dollars)

|  | <u>Fourth Quarter</u> |             | <u>Twelve Months</u> |             |
|--|-----------------------|-------------|----------------------|-------------|
|  | <u>2014</u>           | <u>2013</u> | <u>2014</u>          | <u>2013</u> |
| <b>Earnings (U.S. GAAP)</b>  |                       |             |                      |             |
| Upstream   |                       |             |                      |             |
| United States  | <b>1,503</b>          | 1,186       | <b>5,197</b>         | 4,197       |
| Non-U.S.   | <b>3,965</b>          | 5,600       | <b>22,351</b>        | 22,657      |
| Downstream   |                       |             |                      |             |
| United States  | <b>(1)</b>            | 597         | <b>1,618</b>         | 2,197       |
| Non-U.S.   | <b>498</b>            | 319         | <b>1,427</b>         | 1,257       |
| Chemical   |                       |             |                      |             |
| United States  | <b>832</b>            | 808         | <b>2,804</b>         | 2,757       |
| Non-U.S.   | <b>395</b>            | 102         | <b>1,511</b>         | 1,077       |
| Corporate and financing  | <b>(622)</b>          | (262)       | <b>(2,388)</b>       | (1,537)     |
| Net income attributable to ExxonMobil                                  | <b>6,570</b>          | 8,350       | <b>32,520</b>        | 32,587      |
| <br>   |                       |             |                      |             |
| <b>Cash flow from operations and asset sales (billions of dollars)</b> |                       |             |                      |             |
| Net cash provided by operating activities (U.S. GAAP)                  | <b>7.5</b>            | 10.2        | <b>45.2</b>          | 44.7        |
| Proceeds associated with asset sales                                   | <b>0.2</b>            | 1.8         | <b>4.0</b>           | 2.7         |
| Cash flow from operations and asset sales                              | <b>7.7</b>            | 12.0        | <b>49.2</b>          | 47.4        |

**Exxon Mobil Corporation**  
**Fourth Quarter 2014**

|   | <u>Fourth Quarter</u> |             | <u>Twelve Months</u> |             |
|---|-----------------------|-------------|----------------------|-------------|
|   | <u>2014</u>           | <u>2013</u> | <u>2014</u>          | <u>2013</u> |
| Net production of crude oil, natural gas liquids, bitumen and synthetic oil, thousand barrels per day (kbd) |                       |             |                      |             |
| United States   | <b>473</b>            | 446         | <b>454</b>           | 43          |
| Canada / South America  | <b>312</b>            | 320         | <b>301</b>           | 28          |
| Europe  | <b>190</b>            | 194         | <b>184</b>           | 19          |
| Africa  | <b>519</b>            | 455         | <b>489</b>           | 46          |
| Asia  | <b>631</b>            | 775         | <b>624</b>           | 78          |
| Australia / Oceania   | <b>57</b>             | 45          | <b>59</b>            | 4           |
| Worldwide   | <b>2,182</b>          | 2,235       | <b>2,111</b>         | 2,20        |
| Natural gas production available for sale, million cubic feet per day (mcf)                                 |                       |             |                      |             |
| United States   | <b>3,371</b>          | 3,455       | <b>3,404</b>         | 3,54        |
| Canada / South America  | <b>320</b>            | 365         | <b>310</b>           | 35          |
| Europe  | <b>3,191</b>          | 3,508       | <b>2,816</b>         | 3,25        |
| Africa  | <b>2</b>              | 4           | <b>4</b>             |             |
| Asia  | <b>3,786</b>          | 4,273       | <b>4,099</b>         | 4,32        |
| Australia / Oceania   | <b>564</b>            | 282         | <b>512</b>           | 35          |
| Worldwide   | <b>11,234</b>         | 11,887      | <b>11,145</b>        | 11,83       |
| Oil-equivalent production (koebd) <sup>1</sup>  | <b>4,054</b>          | 4,216       | <b>3,969</b>         | 4,17        |

<sup>1</sup> Gas converted to oil-equivalent at 6 million cubic feet = 1 thousand barrels.

**Exxon Mobil Corporation**  
**Fourth Quarter 2014**

|  | <b>Fourth Quarter</b> |                    | <b>Twelve Months</b> |                    |
|--|-----------------------|--------------------|----------------------|--------------------|
|  | <b><u>2014</u></b>    | <b><u>2013</u></b> | <b><u>2014</u></b>   | <b><u>2013</u></b> |
| Refinery throughput (kbd)                                  |                       |                    |                      |                    |
| United States  | <b>1,876</b>          | 1,823              | <b>1,809</b>         | 1,811              |
| Canada   | <b>373</b>            | 387                | <b>394</b>           | 42                 |
| Europe   | <b>1,438</b>          | 1,310              | <b>1,454</b>         | 1,40               |
| Asia Pacific   | <b>470</b>            | 744                | <b>628</b>           | 77                 |
| Other  | <b>192</b>            | 188                | <b>191</b>           | 16                 |
| Worldwide  | <b>4,349</b>          | 4,452              | <b>4,476</b>         | 4,58               |
| Petroleum product sales (kbd)                              |                       |                    |                      |                    |
| United States  | <b>2,666</b>          | 2,712              | <b>2,655</b>         | 2,60               |
| Canada   | <b>489</b>            | 472                | <b>496</b>           | 46                 |
| Europe   | <b>1,597</b>          | 1,458              | <b>1,555</b>         | 1,49               |
| Asia Pacific   | <b>644</b>            | 882                | <b>721</b>           | 87                 |
| Other  | <b>449</b>            | 470                | <b>448</b>           | 43                 |
| Worldwide  | <b>5,845</b>          | 5,994              | <b>5,875</b>         | 5,88               |
| Gasolines, naphthas  | <b>2,486</b>          | 2,533              | <b>2,452</b>         | 2,41               |
| Heating oils, kerosene, diesel                             | <b>1,926</b>          | 1,881              | <b>1,912</b>         | 1,83               |
| Aviation fuels   | <b>405</b>            | 443                | <b>423</b>           | 46                 |
| Heavy fuels  | <b>371</b>            | 416                | <b>390</b>           | 43                 |
| Specialty products   | <b>657</b>            | 721                | <b>698</b>           | 73                 |
| Worldwide  | <b>5,845</b>          | 5,994              | <b>5,875</b>         | 5,88               |
| Chemical prime product sales,<br>thousand metric tons (kt) |                       |                    |                      |                    |
| United States  | <b>2,409</b>          | 2,486              | <b>9,528</b>         | 9,67               |
| Non-U.S.   | <b>3,310</b>          | 3,591              | <b>14,707</b>        | 14,38              |
| Worldwide  | <b>5,719</b>          | 6,077              | <b>24,235</b>        | 24,06              |

**Exxon Mobil Corporation**  
**Fourth Quarter 2014**  
(millions of dollars)

|  | <u>Fourth Quarter</u> |             | <u>Twelve Months</u> |             |
|--|-----------------------|-------------|----------------------|-------------|
|  | <u>2014</u>           | <u>2013</u> | <u>2014</u>          | <u>2013</u> |
| <b>Capital and Exploration Expenditures</b>                  |                       |             |                      |             |
| Upstream   |                       |             |                      |             |
| United States  | <b>2,350</b>          | 2,098       | <b>9,401</b>         | 9,14        |
| Non-U.S.   | <b>6,295</b>          | 6,534       | <b>23,326</b>        | 29,08       |
| Total  | <b>8,645</b>          | 8,632       | <b>32,727</b>        | 38,23       |
| Downstream   |                       |             |                      |             |
| United States  | <b>422</b>            | 264         | <b>1,310</b>         | 95          |
| Non-U.S.   | <b>610</b>            | 409         | <b>1,724</b>         | 1,46        |
| Total  | <b>1,032</b>          | 673         | <b>3,034</b>         | 2,41        |
| Chemical   |                       |             |                      |             |
| United States  | <b>449</b>            | 369         | <b>1,690</b>         | 96          |
| Non-U.S.   | <b>322</b>            | 248         | <b>1,051</b>         | 86          |
| Total  | <b>771</b>            | 617         | <b>2,741</b>         | 1,83        |
| Other  | <b>16</b>             | 2           | <b>35</b>            | 1           |
| Worldwide  | <b>10,464</b>         | 9,924       | <b>38,537</b>        | 42,48       |
| <br>Exploration expenses charged to income<br>included above |                       |             |                      |             |
| Consolidated affiliates                                      |                       |             |                      |             |
| United States  | <b>52</b>             | 70          | <b>230</b>           | 39          |
| Non-U.S.   | <b>484</b>            | 518         | <b>1,432</b>         | 1,57        |
| Equity companies - ExxonMobil share                          |                       |             |                      |             |
| United States  | <b>7</b>              | 15          | <b>61</b>            | 1           |
| Non-U.S.   | <b>49</b>             | 109         | <b>241</b>           | 44          |
| Worldwide  | <b>592</b>            | 712         | <b>1,964</b>         | 2,42        |

**Exxon Mobil Corporation  
Earnings**

|                    | <u>\$ Millions</u> | <u>\$ Per Common Share</u> <sup>1</sup> |
|--------------------|--------------------|---|
| <b><u>2010</u></b> |                    |   |
| First Quarter      | 6,300              | 1.33                                    |
| Second Quarter     | 7,560              | 1.61                                    |
| Third Quarter      | 7,350              | 1.44                                    |
| Fourth Quarter     | 9,250              | 1.86                                    |
| Year               | 30,460             | 6.24                                    |
| <b><u>2011</u></b> |                    |   |
| First Quarter      | 10,650             | 2.14                                    |
| Second Quarter     | 10,680             | 2.19                                    |
| Third Quarter      | 10,330             | 2.13                                    |
| Fourth Quarter     | 9,400              | 1.97                                    |
| Year               | 41,060             | 8.43                                    |
| <b><u>2012</u></b> |                    |   |
| First Quarter      | 9,450              | 2.00                                    |
| Second Quarter     | 15,910             | 3.41                                    |
| Third Quarter      | 9,570              | 2.09                                    |
| Fourth Quarter     | 9,950              | 2.20                                    |
| Year               | 44,880             | 9.70                                    |
| <b><u>2013</u></b> |                    |   |
| First Quarter      | 9,500              | 2.12                                    |
| Second Quarter     | 6,860              | 1.55                                    |
| Third Quarter      | 7,870              | 1.79                                    |
| Fourth Quarter     | 8,350              | 1.91                                    |
| Year               | 32,580             | 7.37                                    |
| <b><u>2014</u></b> |                    |   |
| First Quarter      | 9,100              | 2.10                                    |
| Second Quarter     | 8,780              | 2.05                                    |
| Third Quarter      | 8,070              | 1.89                                    |
| Fourth Quarter     | 6,570              | 1.56                                    |
| Year               | 32,520             | 7.60                                    |

<sup>1</sup> Computed using the average number of shares outstanding during each period.

## 4Q14 INVESTOR RELATIONS DATA SUMMARY (PAGE 1 of 4)

| <b>Earnings, \$M</b>   | <b>4Q14</b> | <b>3Q14</b> | <b>2Q14</b> | <b>1Q14</b> |
|--|-------------|-------------|-------------|-------------|
| <b>Upstream</b>  |             |             |             |             |
| United States  | 1,503       | 1,257       | 1,193       | 1,244       |
| Non-U.S.   | 3,965       | 5,159       | 6,688       | 6,539       |
| Total  | 5,468       | 6,416       | 7,881       | 7,783       |
| <b>Downstream</b>  |             |             |             |             |
| United States  | (1)         | 460         | 536         | 623         |
| Non-U.S.   | 498         | 564         | 175         | 190         |
| Total  | 497         | 1,024       | 711         | 813         |
| <b>Chemical</b>  |             |             |             |             |
| United States  | 832         | 765         | 528         | 679         |
| Non-U.S.   | 395         | 435         | 313         | 368         |
| Total  | 1,227       | 1,200       | 841         | 1,047       |
| <b>Corporate and financing</b>                                   | (622)       | (570)       | (653)       | (543)       |
| <b>Net income attributable to ExxonMobil (U.S. GAAP)</b>         | 6,570       | 8,070       | 8,780       | 9,100       |
| <b>Earnings per common share (U.S. GAAP)</b>                     | 1.56        | 1.89        | 2.05        | 2.10        |
| <b>Earnings per common share - assuming dilution (U.S. GAAP)</b> | 1.56        | 1.89        | 2.05        | 2.10        |
| <b>Capital and Exploration Expenditures, \$M</b>                 |             |             |             |             |
| <b>Upstream</b>  |             |             |             |             |
| United States  | 2,350       | 2,261       | 2,698       | 2,092       |
| Non-U.S.   | 6,295       | 6,163       | 5,696       | 5,172       |
| Total  | 8,645       | 8,424       | 8,394       | 7,264       |
| <b>Downstream</b>  |             |             |             |             |
| United States  | 422         | 364         | 296         | 228         |
| Non-U.S.   | 610         | 416         | 386         | 312         |
| Total  | 1,032       | 780         | 682         | 540         |
| <b>Chemical</b>  |             |             |             |             |
| United States  | 449         | 342         | 502         | 397         |
| Non-U.S.   | 322         | 284         | 212         | 233         |
| Total  | 771         | 626         | 714         | 630         |
| <b>Other</b>   | 16          | 7           | 10          | 2           |
| <b>Total Capital and Exploration Expenditures</b>                | 10,464      | 9,837       | 9,800       | 8,436       |
| <b>Exploration Expense Charged to Income, \$M</b>                |             |             |             |             |
| Consolidated   |             |             |             |             |
| - United States  | 52          | 39          | 104         | 35          |
| - Non-U.S.   | 484         | 279         | 389         | 280         |
| Non-consolidated - ExxonMobil share                              |             |             |             |             |
| - United States  | 7           | 3           | 50          | 1           |
| - Non-U.S.   | 49          | 107         | 63          | 22          |
| <b>Exploration Expenses Charged to Income Included Above</b>     | 592         | 428         | 606         | 338         |
| <b>Effective Income Tax Rate, %</b>                              | 32%         | 43%         | 41%         | 45%         |
| <b>Common Shares Outstanding, millions</b>                       |             |             |             |             |
| At quarter end   | 4,201       | 4,235       | 4,265       | 4,294       |
| Average - assuming dilution                                      | 4,235       | 4,267       | 4,297       | 4,328       |
| <b>Total Cash and Cash Equivalents, \$G<sup>1</sup></b>          | 4.7         | 5.0         | 6.3         | 5.8         |
| <b>Total Debt, \$G</b>   | 29.1        | 21.8        | 21.8        | 21.4        |
| <b>Cash Flow from Operations and Asset Sales, \$G</b>            |             |             |             |             |
| Net cash provided by operating activities                        | 7.5         | 12.4        | 10.2        | 15.1        |
| Proceeds associated with asset sales                             | 0.2         | 0.1         | 2.6         | 1.1         |
| Cash flow from operations and asset sales                        | 7.7         | 12.5        | 12.8        | 16.2        |

<sup>1</sup> Includes restricted cash of \$0.1G in 4Q14, \$0.1G in 3Q14, \$0.2G in 2Q14, \$0.2G in 1Q14, \$0.3G in 4Q13.



EXXON MOBIL CORPORATION

4Q14 INVESTOR RELATIONS DATA SUMMARY (PAGE 2 of 4)

|   | 4Q14   | 3Q14   | 2Q14   | 1Q14   |
|---|--------|--------|--------|--------|
| <b>Net production of crude oil, natural gas liquids, bitumen and synthetic oil, kbd</b> |        |        |        |        |
| United States   | 473    | 442    | 458    | 442    |
| Canada / South America  | 312    | 295    | 282    | 315    |
| Europe  | 190    | 174    | 178    | 195    |
| Africa  | 519    | 483    | 473    | 480    |
| Asia  | 631    | 601    | 597    | 666    |
| Australia / Oceania   | 57     | 70     | 60     | 50     |
| Total liquids production  | 2,182  | 2,065  | 2,048  | 2,148  |
| <b>Natural gas production available for sale, mcf</b>                                   |        |        |        |        |
| United States   | 3,371  | 3,411  | 3,421  | 3,412  |
| Canada / South America  | 320    | 272    | 316    | 336    |
| Europe  | 3,191  | 2,192  | 2,426  | 3,465  |
| Africa  | 2      | 1      | 6      | 7      |
| Asia  | 3,786  | 4,027  | 4,070  | 4,519  |
| Australia / Oceania   | 564    | 692    | 511    | 277    |
| Total natural gas production available for sale   | 11,234 | 10,595 | 10,750 | 12,016 |
| <b>Total worldwide liquids and gas production, koebd</b>                                | 4,054  | 3,831  | 3,840  | 4,151  |
| <b>Refinery throughput, kbd</b>   |        |        |        |        |
| United States   | 1,876  | 1,835  | 1,711  | 1,811  |
| Canada  | 373    | 409    | 418    | 378    |
| Europe  | 1,438  | 1,499  | 1,445  | 1,432  |
| Asia Pacific  | 470    | 655    | 686    | 702    |
| Other Non-U.S.  | 192    | 193    | 194    | 186    |
| Total refinery throughput   | 4,349  | 4,591  | 4,454  | 4,509  |
| <b>Petroleum product sales, kbd</b>   |        |        |        |        |
| United States   | 2,666  | 2,697  | 2,651  | 2,605  |
| Canada  | 489    | 514    | 494    | 488    |
| Europe  | 1,597  | 1,585  | 1,525  | 1,513  |
| Asia Pacific  | 644    | 746    | 733    | 762    |
| Other Non-U.S.  | 449    | 457    | 438    | 449    |
| Total petroleum product sales   | 5,845  | 5,999  | 5,841  | 5,817  |
| Gasolines, naphthas   | 2,486  | 2,482  | 2,436  | 2,401  |
| Heating oils, kerosene, diesel  | 1,926  | 1,968  | 1,887  | 1,865  |
| Aviation fuels  | 405    | 445    | 412    | 428    |
| Heavy fuels   | 371    | 389    | 379    | 429    |
| Specialty products  | 657    | 715    | 727    | 694    |
| Total petroleum product sales   | 5,845  | 5,999  | 5,841  | 5,817  |
| <b>Chemical prime product sales, kt</b>   |        |        |        |        |
| United States   | 2,409  | 2,376  | 2,351  | 2,392  |
| Non-U.S.  | 3,310  | 3,873  | 3,788  | 3,736  |
| Total chemical prime product sales  | 5,719  | 6,249  | 6,139  | 6,128  |

| <b>Earnings Factor Analysis, \$M</b>          | <b>4Q14 vs. 4Q13</b> | <b>4Q14 vs. 3Q14</b> | <b>2014 vs. 2013</b> |
|---|----------------------|----------------------|----------------------|
| <b>Upstream</b>                               |                      |                      |                      |
| Prior Period                                  | 6,786                | 6,416                |                      |
| Realization                                   | -2,360               | -2,160               |                      |
| Volume / Mix                                  | 400                  | 140                  |                      |
| Other   | 640                  | 1,070                |                      |
| Current Period                                | 5,468                | 5,468                |                      |
| <b>Downstream</b>                             |                      |                      |                      |
| Prior Period                                  | 916                  | 1,024                |                      |
| Margin  | 40                   | -360                 |                      |
| Volume / Mix                                  | 20                   | -20                  |                      |
| Other   | -480                 | -150                 |                      |
| Current Period                                | 497                  | 497                  |                      |
| <b>Chemical</b>                               |                      |                      |                      |
| Prior Period                                  | 910                  | 1,200                |                      |
| Margin  | 490                  | 200                  |                      |
| Volume / Mix                                  | -60                  | -70                  |                      |
| Other   | -110                 | -100                 |                      |
| Current Period                                | 1,227                | 1,227                |                      |
| <b>Upstream Volume Factor Analysis, koebd</b> |                      |                      |                      |
| Prior Period                                  | 4,216                | 3,831                |                      |
| UAE Onshore Concession Expiry Impact          | -133                 | -                    |                      |
| Entitlements - Net Interest                   | -4                   | -2                   |                      |
| Entitlements - Price / Spend                  | -20                  | 78                   |                      |
| Quotas  | -                    | -                    |                      |
| Divestments                                   | -40                  | -8                   |                      |
| Net Growth                                    | 35                   | 155                  |                      |
| Current Period                                | 4,054                | 4,054                |                      |
| <b>Sources and Uses of Funds, \$G</b>         | <b>4Q14</b>          |                      |                      |
| Beginning Cash                                | 5.0                  |                      |                      |
| Earnings                                      | 6.6                  |                      |                      |
| Depreciation                                  | 4.5                  |                      |                      |
| Working Capital / Other                       | -3.6                 |                      |                      |
| Proceeds Associated with Asset Sales          | 0.2                  |                      |                      |
| PP&E Adds / Investments and Advances          | -9.1                 |                      |                      |
| Shareholder Distributions                     | -5.9                 |                      |                      |
| Debt / Other Financing                        | 7.0                  |                      |                      |
| Ending Cash                                   | 4.7                  |                      |                      |

## Notes:

The 4Q14 beginning and ending balances include restricted cash of \$0.1G and \$0.1G, respectively.  
PP&E Adds / Investments and Advances includes PP&E adds of (\$8.9G) and net advances of (\$0.2G).

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4Q14 INVESTOR RELATIONS DATA SUMMARY (PAGE 4 of 4)

| <b>Average Realization Data</b> | <b>4Q14</b> | <b>3Q14</b> | <b>2Q14</b> | <b>1Q14</b> |
|---------------------------------|-------------|-------------|-------------|-------------|
| <b>United States</b>            |             |             |             |             |
| ExxonMobil                      |             |             |             |             |
| Crude (\$/b)                    | 63.30       | 89.60       | 98.55       | 93.18       |
| Natural Gas (\$/kcf)            | 3.72        | 3.93        | 4.46        | 4.78        |
| Benchmarks                      |             |             |             |             |
| WTI (\$/b)                      | 73.41       | 97.48       | 103.05      | 98.75       |
| ANS-WC (\$/b)                   | 74.49       | 101.38      | 108.05      | 105.74      |
| Henry Hub (\$/mbtu)             | 4.04        | 4.07        | 4.68        | 4.95        |
| <b>Non-U.S.</b>                 |             |             |             |             |
| ExxonMobil                      |             |             |             |             |
| Crude (\$/b)                    | 69.49       | 96.76       | 103.72      | 101.54      |
| Natural Gas (\$/kcf)            | 9.09        | 8.47        | 9.00        | 10.59       |
| European NG (\$/kcf)            | 8.61        | 7.64        | 8.71        | 10.36       |
| Benchmarks                      |             |             |             |             |
| Brent (\$/b)                    | 76.27       | 101.85      | 109.63      | 108.22      |

The above numbers reflect ExxonMobil's current estimate of volumes and realizations given data available as of the end of the fourth quarter of 2014. 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.