

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): October 28, 2016

**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 October 28, 2016, announcing third quarter 2016 results, a copy of which is included as Exhibit 99.1, and furnishes the information in the related 3Q16 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.



INDEX TO EXHIBITS

<u>Exhibit No.</u>	<u>Description</u>
99.1	Exxon Mobil Corporation News Release, dated October 28, 2016, announcing third quarter 2016 results.
99.2	3Q16 Investor Relations Data Summary.

# News Release

# ExxonMobil

Exxon Mobil Corporation  
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FOR IMMEDIATE RELEASE  
FRIDAY, OCTOBER 28, 2016

## ExxonMobil Earns \$2.7 Billion in Third Quarter of 2016

- Cash generation supported by integrated portfolio
- Continued focus on business fundamentals and strategic investments
- Chemical and Downstream results reflect diverse product portfolio, integrated manufacturing sites

	<u>Third Quarter</u>			<u>Nine Months</u>	
	<u>2016</u>	<u>2015</u>	<u>%</u>	<u>2016</u>	<u>2015</u>
<b>Earnings Summary</b>					
<i>(Dollars in millions, except per share data)</i>					
Earnings	<b>2,650</b>	4,240	-38	<b>6,160</b>	13,370
Earnings Per Common Share Assuming Dilution	<b>0.63</b>	1.01	-38	<b>1.47</b>	3.18
Capital and Exploration Expenditures	<b>4,190</b>	7,670	-45	<b>14,475</b>	23,635

IRVING, Texas – October 28, 2016 – Exxon Mobil Corporation today announced estimated third quarter 2016 earnings of \$2.7 billion, or per diluted share, compared with \$4.2 billion a year earlier. Results reflect lower refining margins and commodity prices.

“ExxonMobil’s integrated business continues to deliver solid results,” said Rex W. Tillerson, chairman and chief executive officer. “While the operating environment remains challenging, the company continues to focus on capturing efficiencies, advancing strategic investments, and creating long-term shareholder value.”

During the quarter, Upstream earnings were \$620 million. Volumes for the quarter declined 3 percent to 3.8 million oil-equivalent barrels per day compared with a year ago, due to unplanned downtime, primarily in Nigeria, and field decline partially offset by increased production from project start-ups.

Third quarter Chemical earnings of \$1.2 billion, comparable with prior year results, reflect higher maintenance costs, partially offset by increased specialty product sales. Downstream earnings declined to \$1.2 billion primarily due to weaker refining margins.

During the quarter, capital and exploration expenses were reduced by 45 percent to \$4.2 billion.

The corporation distributed \$3.1 billion in dividends to shareholders in the third quarter.

## Third Quarter 2016 Highlights

- Earnings of \$2.7 billion decreased \$1.6 billion, or 38 percent, from the third quarter of 2015.
- Earnings per share assuming dilution were \$0.63.
- Cash flow from operations and asset sales was \$6.3 billion, including proceeds associated with asset sales of \$1 billion.
- Capital and exploration expenditures were \$4.2 billion, down 45 percent from the third quarter of 2015.
- Oil-equivalent production was 3.8 million oil-equivalent barrels per day, with liquids down 5.1 percent and natural gas up 0.8 percent.
- The corporation distributed \$3.1 billion in dividends to shareholders.
- Dividends per share of \$0.75 increased 2.7 percent compared with the third quarter of 2015.
- ExxonMobil and InterOil Corporation announced an agreed transaction worth more than \$2.5 billion, under which ExxonMobil will acquire all of the outstanding shares of InterOil. The acquisition will give ExxonMobil access to InterOil's resource base, which includes interests in six licenses in Papua New Guinea covering about four million acres. The transaction is pending the outcome of a shareholder appeal of the court decision approving the transaction.
- ExxonMobil Kazakhstan Ventures Inc., a 25 percent shareholder in Tengizchevroil LLP, has approved the final investment decision for the Future Growth and Wellhead Pressure Management Project as part of the next expansion phase of the Tengiz oil field.
- In Guyana, the Liza-3 appraisal well was successfully completed in October, confirming a world-class resource discovery in excess of 1 billion oil-equivalent barrels. Also in October, the Owowo-3 exploration well, located offshore Nigeria, confirmed a discovery of 500 million to 1 billion barrels of oil.
- ExxonMobil announced plans to increase production of ultra-low sulfur fuels at the Beaumont, Texas, refinery by approximately 40,000 barrels per day. The new unit will use proprietary technology to remove sulfur while minimizing octane loss, and will ensure gasoline meets the latest environmental standards.
- The company announced plans to expand its specialty elastomers plant in Newport, Wales. The project is expected to be completed in late 2017 and will result in a 25 percent increase in global capacity to manufacture Santoprene thermoplastic vulcanizate, high-performance elastomers used for automotive, industrial and consumer applications.
- ExxonMobil and Saudi Basic Industries Corporation (SABIC) are considering the potential development of a jointly owned petrochemical complex on the U.S. Gulf Coast. The project would include a steam cracker and derivative units, and would be located in Texas or Louisiana near natural gas feedstock. A final investment decision will be made upon completion of necessary studies.
- During the quarter, the company announced new developments in its relationships with the Georgia Institute of Technology, Princeton University and the University of Texas at Austin to pursue technologies to help meet growing energy demand while reducing environmental impacts and the risk of climate change.

### Third Quarter 2016 vs. Third Quarter 2015

Upstream earnings were \$620 million in the third quarter of 2016, down \$738 million from the third quarter of 2015. Lower liquids and natural gas realizations decreased earnings by \$880 million, while volume and mix effects increased earnings by \$80 million. All other items, including expenses partly offset by unfavorable foreign exchange effects, increased earnings by \$60 million.

On an oil-equivalent basis, production was down compared with the third quarter of 2015. Liquids production totaled 2.2 million barrels per day, down 120,000 barrels per day. Higher downtime, mainly in Nigeria, and field decline were partly offset by project start-ups. Natural gas production was 9.6 billion cubic feet per day, up 77 million cubic feet per day from 2015 as project start-ups more than offset field decline and divestment impacts.

U.S. Upstream earnings declined \$35 million from the third quarter of 2015 to a loss of \$477 million in the third quarter of 2016. Non-U.S. Upstream earnings were \$1.1 billion, down \$703 million from the prior year.

Downstream earnings were \$1.2 billion, down \$804 million from the third quarter of 2015. Weaker margins, mainly in refining, decreased earnings by \$1.6 billion while favorable volume and mix effects increased earnings by \$170 million. All other items increased earnings by \$580 million, including lower maintenance expenses and gains from divestments in Canada. Petroleum product sales of 5.6 million barrels per day were 203,000 barrels per day lower than the prior year mainly due to divestment of the Torrance, California, and Chalmette, Louisiana, refineries.

Earnings from the U.S. Downstream were \$225 million, down \$262 million from the third quarter of 2015. Non-U.S. Downstream earnings of \$1 billion were \$542 million lower than prior year.

Chemical earnings of \$1.2 billion were \$56 million lower than the third quarter of 2015. Margins decreased earnings by \$10 million. Volume and mix effects increased earnings by \$20 million. All other items decreased earnings by \$70 million due primarily to higher maintenance expenses. Third quarter prime product sales of 6.1 million metric tons were 51,000 metric tons higher than the prior year's third quarter.

U.S. Chemical earnings of \$434 million were \$92 million lower than the third quarter of 2015. Non-U.S. Chemical earnings of \$737 million were \$36 million higher than prior year.

Corporate and financing expenses were \$370 million for the third quarter of 2016, compared to \$378 million in the third quarter of 2015.

### First Nine Months 2016 Highlights

- Earnings of \$6.2 billion decreased 54 percent from \$13.4 billion in 2015.
- Earnings per share assuming dilution were \$1.47.
- Cash flow from operations and asset sales was \$16.9 billion, including proceeds associated with asset sales of \$2.2 billion.
- Capital and exploration expenditures were \$14.5 billion, down 39 percent from 2015.

- Oil-equivalent production was essentially unchanged at 4 million oil-equivalent barrels per day, with liquids up 2.6 percent and natural gas down 4.4 percent.
- The corporation distributed \$9.3 billion in dividends to shareholders.

#### **First Nine Months 2016 vs. First Nine Months 2015**

Upstream earnings were \$838 million, down \$5.4 billion from the first nine months of 2015. Lower realizations decreased earnings by \$5.8 billion. Favorable volume and mix effects increased earnings by \$130 million. All other items increased earnings by \$260 million, primarily due to lower expenses partly offset by the absence of asset management gains.

On an oil-equivalent basis, production of 4 million barrels per day was essentially flat compared to the same period in 2015. Liquids production of 2.4 million barrels per day increased 59,000 barrels per day, with project start-ups partly offset by field decline, the Canadian wildfire: downtime mainly in Nigeria. Natural gas production of 10 billion cubic feet per day decreased 458 million cubic feet per day from 2015 due to regulatory restrictions in the Netherlands, field decline and divestment impacts were partly offset by project start-ups.

U.S. Upstream earnings declined \$1.3 billion from 2015 to a loss of \$1.8 billion in 2016. Earnings outside the U.S. were \$2.7 billion, \$4.1 billion from the prior year.

Downstream earnings of \$3 billion decreased \$2.2 billion from 2015. Weaker refining margins decreased earnings by \$3.3 billion, while volume and mix effects increased earnings by \$330 million. All other items increased earnings by \$680 million, mainly reflecting lower maintenance expense and gains from divestments. Petroleum product sales of 5.5 million barrels per day were 306,000 barrels per day lower than 2015, mainly due to divestment of the Torrance and Chalmette refineries.

U.S. Downstream earnings were \$824 million, a decrease of \$642 million from 2015. Non-U.S. Downstream earnings were \$2.1 billion, \$1.6 billion from the prior year.

Chemical earnings of \$3.7 billion increased \$288 million from 2015. Stronger margins increased earnings by \$440 million. Favorable volume and mix effects increased earnings by \$130 million. All other items decreased earnings by \$280 million, including the absence of asset management gains in the U.S. partly offset by lower expenses. Prime product sales of 18.6 million metric tons were up 387,000 metric tons from 2015.

U.S. Chemical earnings were \$1.5 billion, down \$342 million from the first nine months of 2015 reflecting the absence of asset management gains. Non-U.S. Chemical earnings of \$2.2 billion were \$630 million higher than prior year.

Corporate and financing expenses were \$1.4 billion in 2016, compared to \$1.5 billion in 2015.

During the first nine months of 2016, Exxon Mobil Corporation purchased 9 million shares of its common stock for the treasury at a gross cost of \$727 million. These shares were acquired to offset dilution in conjunction with the company's benefit plans and programs. The corporation continues to acquire shares to offset dilution in conjunction with its benefit plans and programs, but does not currently plan on making purchases to reduce shares outstanding.



## Forward-looking Statements

As disclosed in ExxonMobil's 2015 Form 10-K, low crude oil and natural gas prices can impact the corporation's reserves as reported Securities and Exchange Commission (SEC) rules. Average year-to-date crude prices have been significantly affected by the very low experienced during the first quarter of 2016, but have recovered considerably since that time. If the average prices seen during the first months of 2016 persist for the remainder of the year, under the SEC definition of proved reserves, certain quantities of oil, such as associated with the Kearn oil sands operations in Canada, will not qualify as proved reserves at year-end 2016. In addition, if these average prices persist, the projected end-of-field-life for estimating reserves will accelerate for certain liquids and natural gas operations in America, resulting in a reduction of proved reserves at year-end 2016. Quantities that could be required to be de-booked as proved reserves on a SEC basis amount to approximately 3.6 billion barrels of bitumen at Kearn, and about 1 billion oil-equivalent barrels in other North American operations. Among the factors that would result in these reserves being re-booked as proved reserves at some point in the future are a reduction in average price levels, a further decline in costs, and / or operating efficiencies. Under the terms of certain contractual arrangements and government royalty regimes, lower prices can also increase proved reserves attributable to ExxonMobil. We do not expect the de-booked reported proved reserves under SEC definitions to affect the operation of the underlying projects or to alter our outlook for future production volumes.

In light of continued weakness in the upstream industry environment during 2016, and as part of its annual planning and budgeting process which is currently in progress, the corporation will perform an assessment of its major long-lived assets, similar to the exercise undertaken in late 2015, including North America natural gas assets and certain other assets across the remainder of its operations. The assessments will reflect crude and natural gas price outlooks consistent with those that management uses to evaluate investment opportunities and generate cash flow estimates consistent with the long-term price forecasts published by third-party industry and government experts. Development of future undiscounted cash flow estimates requires significant management judgment, particularly in cases where an asset's life is expected to extend decades into the future. An asset group would be impaired if its estimated undiscounted cash flows were less than the asset's carrying value, and impairment would be measured by the amount by which the carrying value exceeds fair value. The corporation will complete its asset recovery assessment and analyze the conclusions of that assessment in connection with the preparation and review of the corporation's year-end financial statements for inclusion in its 2016 Form 10-K. Until these activities are complete, it is not practicable to reasonably estimate the existence or range of potential future impairments related to the corporation's long-lived assets.

**ExxonMobil will discuss financial and operating results and other matters during a webcast at 8:30 a.m. Central Time on October 28, 2016. 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 financial and operating results, including project plans, costs, timing, and capacities; capital and exploration expenditures; asset carrying values; reported reserves; reserves recoveries; and share purchase levels, could differ materially due to factors including: changes in oil or gas prices or other market or economic conditions affecting the oil and gas industry, including the scope and duration of economic recessions; the outcome of exploration and development efforts; changes in law or government regulation, including tax and environmental requirements; the impact of fiscal and commercial terms; changes in technical or operating conditions; and other factors discussed under the heading "Factors Affecting Future Results" in the "Investors" section of our website and in Item 1A of ExxonMobil's 2015 Form 10-K. Closing of pending acquisitions is subject to satisfaction of the conditions precedent provided in the applicable agreement. We assume no duty to update these statements on 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 nature of our asset management and divestment program, we believe it is useful for investors to consider proceeds associated with the sale of subsidiaries, property, plant and equipment, and sales and returns of investments together with cash provided by operating activities in evaluating cash available for investment in the business and financing activities. A reconciliation to net cash provided by operating activities is shown in Attachment II. References to quantities of oil or natural gas may include amounts that we believe will ultimately be produced, but are not yet classified as "proved reserves" under SEC definitions. Further information on ExxonMobil's frequently used financial and operating measures and other terms including "prime product sales" is contained under the heading "Frequently Used Terms" available through the "Investors" section of our website at [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. Unless otherwise indicated, references to earnings, Upstream, Downstream, Chemical and Corporate and Financing segment earnings, and earnings 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. Santoprene is a registered trademark of Exxon Mobil Corporation.

Exxon Mobil Corporation has numerous affiliates, many with names that include ExxonMobil, Exxon, Mobil, Esso, and XTO. For convenience and simplicity, those terms and terms such as Corporation, company, our, we, and its are sometimes used as abbreviated references to subsidiaries, affiliates or affiliate groups. Similarly, ExxonMobil has business relationships with thousands of customers, suppliers, governments, and other entities. For convenience and simplicity, words such as venture, joint venture, partnership, co-venturer, and partner are used to indicate business relationships involving common activities and interests, and those words may not indicate precise legal relationships.

**Estimated Key Financial and Operating Data**

Attachi

**Exxon Mobil Corporation**  
**Third Quarter 2016**  
(millions of dollars, unless noted)

	<u>Third Quarter</u>		<u>Nine Months</u>	
	<u>2016</u>	<u>2015</u>	<u>2016</u>	<u>2015</u>
<b>Earnings / Earnings Per Share</b>				
Total revenues and other income	<b>58,677</b>	67,344	<b>165,078</b>	209,077
Total costs and other deductions	<b>55,451</b>	61,595	<b>157,726</b>	189,733
Income before income taxes	<b>3,226</b>	5,749	<b>7,352</b>	19,333
Income taxes	<b>337</b>	1,365	<b>1,001</b>	5,611
Net income including noncontrolling interests	<b>2,889</b>	4,384	<b>6,351</b>	13,722
Net income attributable to noncontrolling interests	<b>239</b>	144	<b>191</b>	35
Net income attributable to ExxonMobil (U.S. GAAP)	<b>2,650</b>	4,240	<b>6,160</b>	13,337
Earnings per common share (dollars)	<b>0.63</b>	1.01	<b>1.47</b>	3.1
Earnings per common share - assuming dilution (dollars)	<b>0.63</b>	1.01	<b>1.47</b>	3.1
<b>Other Financial Data</b>				
Dividends on common stock				
Total	<b>3,133</b>	3,060	<b>9,320</b>	9,033
Per common share (dollars)	<b>0.75</b>	0.73	<b>2.23</b>	2.1
Millions of common shares outstanding				
At September 30			<b>4,147</b>	4,16
Average - assuming dilution	<b>4,178</b>	4,190	<b>4,178</b>	4,20
ExxonMobil share of equity at September 30			<b>170,597</b>	170,72
ExxonMobil share of capital employed at September 30			<b>218,993</b>	207,30
Income taxes	<b>337</b>	1,365	<b>1,001</b>	5,611
Sales-based taxes	<b>5,437</b>	5,813	<b>15,687</b>	17,30
All other taxes	<b>7,054</b>	7,585	<b>21,076</b>	22,45
Total taxes	<b>12,828</b>	14,763	<b>37,764</b>	45,37
ExxonMobil share of income taxes of equity companies	<b>391</b>	686	<b>1,256</b>	2,40

**Exxon Mobil Corporation**  
**Third Quarter 2016**  
(millions of dollars)

	<u>Third Quarter</u>		<u>Nine Months</u>	
	<u>2016</u>	<u>2015</u>	<u>2016</u>	<u>2015</u>
<b>Earnings (U.S. GAAP)</b>				
Upstream				
United States	(477)	(442)	(1,823)	(54)
Non-U.S.	1,097	1,800	2,661	6,78
Downstream				
United States	225	487	824	1,46
Non-U.S.	1,004	1,546	2,136	3,74
Chemical				
United States	434	526	1,524	1,86
Non-U.S.	737	701	2,219	1,58
Corporate and financing	(370)	(378)	(1,381)	(1,53
Net income attributable to ExxonMobil	2,650	4,240	6,160	13,37
<b>Cash flow from operations and asset sales</b> (billions of dollars)				
Net cash provided by operating activities (U.S. GAAP)	5.3	9.2	14.7	26.
Proceeds associated with asset sales	1.0	0.5	2.2	1.
Cash flow from operations and asset sales	6.3	9.7	16.9	27.

**Exxon Mobil Corporation**  
**Third Quarter 2016**

	<u>Third Quarter</u>		<u>Nine Months</u>	
	<u>2016</u>	<u>2015</u>	<u>2016</u>	<u>2015</u>
Net production of crude oil, natural gas liquids, bitumen and synthetic oil, thousand barrels per day (kbd)				
United States	<b>484</b>	468	<b>493</b>	47
Canada / South America	<b>437</b>	425	<b>424</b>	38
Europe	<b>189</b>	197	<b>203</b>	19
Africa	<b>388</b>	531	<b>482</b>	52
Asia	<b>651</b>	651	<b>700</b>	67
Australia / Oceania	<b>62</b>	59	<b>57</b>	5
Worldwide	<b>2,211</b>	2,331	<b>2,359</b>	2,30
Natural gas production available for sale, million cubic feet per day (mcf)				
United States	<b>3,058</b>	3,094	<b>3,105</b>	3,15
Canada / South America	<b>220</b>	229	<b>244</b>	26
Europe	<b>1,650</b>	1,495	<b>2,057</b>	2,21
Africa	<b>13</b>	7	<b>7</b>	
Asia	<b>3,662</b>	3,910	<b>3,758</b>	4,15
Australia / Oceania	<b>998</b>	789	<b>856</b>	69
Worldwide	<b>9,601</b>	9,524	<b>10,027</b>	10,48
Oil-equivalent production (koebd) <sup>1</sup>	<b>3,811</b>	3,918	<b>4,030</b>	4,04

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

**Exxon Mobil Corporation**  
**Third Quarter 2016**

	<u>Third Quarter</u>		<u>Nine Months</u>	
	<u>2016</u>	<u>2015</u>	<u>2016</u>	<u>2015</u>
Refinery throughput (kbd)				
United States	<b>1,604</b>	1,681	<b>1,587</b>	1,733
Canada	<b>406</b>	391	<b>350</b>	38
Europe	<b>1,476</b>	1,504	<b>1,403</b>	1,50
Asia Pacific	<b>677</b>	687	<b>708</b>	63
Other	<b>202</b>	194	<b>187</b>	19
Worldwide	<b>4,365</b>	4,457	<b>4,235</b>	4,44
Petroleum product sales (kbd)				
United States	<b>2,327</b>	2,509	<b>2,258</b>	2,55
Canada	<b>511</b>	501	<b>489</b>	49
Europe	<b>1,553</b>	1,549	<b>1,514</b>	1,54
Asia Pacific	<b>721</b>	781	<b>749</b>	74
Other	<b>473</b>	448	<b>463</b>	44
Worldwide	<b>5,585</b>	5,788	<b>5,473</b>	5,77
Gasolines, naphthas	<b>2,298</b>	2,382	<b>2,258</b>	2,37
Heating oils, kerosene, diesel	<b>1,810</b>	1,908	<b>1,754</b>	1,92
Aviation fuels	<b>421</b>	433	<b>403</b>	41
Heavy fuels	<b>358</b>	372	<b>370</b>	38
Specialty products	<b>698</b>	693	<b>688</b>	68
Worldwide	<b>5,585</b>	5,788	<b>5,473</b>	5,77
Chemical prime product sales, thousand metric tons (kt)				
United States	<b>2,320</b>	2,377	<b>7,167</b>	7,09
Non-U.S.	<b>3,813</b>	3,705	<b>11,449</b>	11,13
Worldwide	<b>6,133</b>	6,082	<b>18,616</b>	18,22

**Exxon Mobil Corporation**  
**Third Quarter 2016**  
(millions of dollars)

	<u>Third Quarter</u>		<u>Nine Months</u>	
	<u>2016</u>	<u>2015</u>	<u>2016</u>	<u>2015</u>
<b>Capital and Exploration Expenditures</b>				
Upstream				
United States	<b>712</b>	1,992	<b>2,701</b>	6,200
Non-U.S.	<b>2,360</b>	4,382	<b>8,269</b>	13,333
Total	<b>3,072</b>	6,374	<b>10,970</b>	19,533
Downstream				
United States	<b>192</b>	242	<b>608</b>	80
Non-U.S.	<b>397</b>	344	<b>1,151</b>	1,03
Total	<b>589</b>	586	<b>1,759</b>	1,83
Chemical				
United States	<b>359</b>	452	<b>1,148</b>	1,45
Non-U.S.	<b>144</b>	217	<b>529</b>	69
Total	<b>503</b>	669	<b>1,677</b>	2,15
Other	<b>26</b>	41	<b>69</b>	11
Worldwide	<b>4,190</b>	7,670	<b>14,475</b>	23,63
Exploration expenses charged to income included above				
Consolidated affiliates				
United States	<b>35</b>	45	<b>178</b>	12
Non-U.S.	<b>291</b>	278	<b>946</b>	88
Equity companies - ExxonMobil share				
United States	-	-	-	-
Non-U.S.	<b>6</b>	2	<b>1</b>	3
Worldwide	<b>332</b>	325	<b>1,125</b>	1,03

**Exxon Mobil Corporation  
Earnings**

	<u>\$ Millions</u>	<u>\$ Per Common Share<sup>1</sup></u>
<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
<b><u>2015</u></b>		
First Quarter	4,940	1.17
Second Quarter	4,190	1.00
Third Quarter	4,240	1.01
Fourth Quarter	2,780	0.67
Year	16,150	3.85
<b><u>2016</u></b>		
First Quarter	1,810	0.43
Second Quarter	1,700	0.41
Third Quarter	2,650	0.63

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



## 3Q16 INVESTOR RELATIONS DATA SUMMARY (PAGE 1 of 4)

<b>Earnings, \$M</b>	<b>3Q16</b>	<b>2Q16</b>	<b>1Q16</b>	<b>4Q15</b>	<b>3Q15</b>
<b>Upstream</b>					
United States	(477)	(514)	(832)	(538)	(477)
Non-U.S.	1,097	808	756	1,395	1,800
Total	620	294	(76)	857	1,323
<b>Downstream</b>					
United States	225	412	187	435	494
Non-U.S.	1,004	413	719	916	1,500
Total	1,229	825	906	1,351	1,994
<b>Chemical</b>					
United States	434	509	581	520	515
Non-U.S.	737	708	774	443	700
Total	1,171	1,217	1,355	963	1,215
<b>Corporate and financing</b>	(370)	(636)	(375)	(391)	(375)
<b>Net income attributable to ExxonMobil (U.S. GAAP)</b>	2,650	1,700	1,810	2,780	4,210
<b>Earnings per common share (U.S. GAAP)</b>	0.63	0.41	0.43	0.67	1.00
<b>Earnings per common share - assuming dilution (U.S. GAAP)</b>	0.63	0.41	0.43	0.67	1.00
<b>Capital and Exploration Expenditures, \$M</b>					
<b>Upstream</b>					
United States	712	914	1,075	1,615	1,900
Non-U.S.	2,360	3,005	2,904	4,255	4,300
Total	3,072	3,919	3,979	5,870	6,200
<b>Downstream</b>					
United States	192	227	189	236	290
Non-U.S.	397	415	339	543	330
Total	589	642	528	779	620
<b>Chemical</b>					
United States	359	355	434	493	490
Non-U.S.	144	208	177	199	200
Total	503	563	611	692	690
<b>Other</b>	26	34	9	75	100
<b>Total Capital and Exploration Expenditures</b>	4,190	5,158	5,127	7,416	7,600
<b>Exploration Expense Charged to Income, \$M</b>					
Consolidated					
- United States	35	35	108	60	60
- Non-U.S.	291	409	246	459	290
Non-consolidated - ExxonMobil share					
- United States	-	-	-	9	10
- Non-U.S.	6	5	(10)	3	10
<b>Exploration Expenses Charged to Income Included Above</b>	332	449	344	531	370
<b>Effective Income Tax Rate, %</b>	20%	40%	19%	13%	30%
<b>Common Shares Outstanding, millions</b>					
At quarter end	4,147	4,147	4,147	4,156	4,147
Average - assuming dilution	4,178	4,178	4,178	4,183	4,178
<b>Total Cash and Cash Equivalents, \$B</b>	5.1	4.4	4.8	3.7	4.4
<b>Total Debt, \$B</b>	46.2	44.5	43.1	38.7	39.0
<b>Cash Flow from Operations and Asset Sales, \$B</b>					
Net cash provided by operating activities	5.3	4.6	4.8	4.3	5.0
Proceeds associated with asset sales	1.0	1.0	0.2	0.8	0.8
Cash flow from operations and asset sales	6.3	5.6	5.0	5.1	5.8

## 3Q16 INVESTOR RELATIONS DATA SUMMARY (PAGE 2 of 4)

	3Q16	2Q16	1Q16	4Q15	3Q15
<b>Net production of crude oil, natural gas liquids, bitumen and synthetic oil, kbd</b>					
United States	484	495	500	494	4
Canada / South America	437	359	476	452	4
Europe	189	201	218	222	1
Africa	388	494	565	543	5
Asia	651	724	726	722	6
Australia / Oceania	62	57	53	48	
Total liquids production	2,211	2,330	2,538	2,481	2,3
<b>Natural gas production available for sale, mcf/d</b>					
United States	3,058	3,097	3,160	3,123	3,0
Canada / South America	220	257	258	241	2
Europe	1,650	1,749	2,775	2,504	1,4
Africa	13	7	2	4	
Asia	3,662	3,819	3,794	4,103	3,9
Australia / Oceania	998	833	735	628	7
Total natural gas production available for sale	9,601	9,762	10,724	10,603	9,5
<b>Total worldwide liquids and gas production, koeb/d</b>	3,811	3,957	4,325	4,248	3,9
<b>Refinery throughput, kbd</b>					
United States	1,604	1,555	1,602	1,649	1,6
Canada	406	246	398	390	3
Europe	1,476	1,462	1,269	1,483	1,5
Asia Pacific	677	718	729	679	6
Other Non-U.S.	202	171	187	194	1
Total refinery throughput	4,365	4,152	4,185	4,395	4,4
<b>Petroleum product sales, kbd</b>					
United States	2,327	2,228	2,218	2,416	2,5
Canada	511	479	476	472	5
Europe	1,553	1,561	1,429	1,530	1,5
Asia Pacific	721	760	766	758	7
Other Non-U.S.	473	472	445	503	4
Total petroleum product sales	5,585	5,500	5,334	5,679	5,7
Gasolines, naphthas	2,298	2,266	2,211	2,330	2,3
Heating oils, kerosene, diesel	1,810	1,752	1,699	1,921	1,9
Aviation fuels	421	386	402	403	4
Heavy fuels	358	367	386	368	3
Specialty products	698	729	636	657	6
Total petroleum product sales	5,585	5,500	5,334	5,679	5,7
<b>Chemical prime product sales, kt</b>					
United States	2,320	2,447	2,400	2,565	2,3
Non-U.S.	3,813	3,863	3,773	3,919	3,7
Total chemical prime product sales	6,133	6,310	6,173	6,484	6,0

<u>Earnings Factor Analysis, \$M</u>	<u>3Q16 vs. 3Q15</u>	<u>3Q16 vs. 2Q16</u>
<b>Upstream</b>		
Prior Period	1,358	294
Realization	-880	240
Volume / Mix	80	-40
Other	60	120
Current Period	620	620
<b>Downstream</b>		
Prior Period	2,033	825
Margin	-1,550	-330
Volume / Mix	170	240
Other	580	490
Current Period	1,229	1,229
<b>Chemical</b>		
Prior Period	1,227	1,217
Margin	-10	40
Volume / Mix	20	-40
Other	-70	-50
Current Period	1,171	1,171
<b><u>Upstream Volume Factor Analysis, koebd</u></b>		
Prior Period	3,918	3,957
Entitlements - Net Interest	12	-1
Entitlements - Price / Spend / Other	-41	-67
Quotas	-	-
Divestments	-32	-
Growth / Other	-46	-78
Current Period	3,811	3,811
<b><u>Sources and Uses of Funds, \$B</u></b>		
	<u>3Q16</u>	
Beginning Cash	4.4	
Earnings	2.7	
Depreciation	4.6	
Working Capital / Other	-2.0	
Proceeds Associated with Asset Sales	1.0	
PP&E Adds / Investments and Advances <sup>1</sup>	-4.2	
Shareholder Distributions	-3.1	
Debt / Other Financing	1.7	
Ending Cash	5.1	

<sup>1</sup> PP&E Adds / Investments and Advances includes PP&E adds of (\$3.4B) and net advances of (\$0.8B).

## 3Q16 INVESTOR RELATIONS DATA SUMMARY (PAGE 4 of 4)

<u>Average Realization Data</u>	3Q16	2Q16	1Q16	4Q15	3Q15
<b>United States</b>					
ExxonMobil					
Crude (\$/b)	38.76	37.97	27.11	34.36	41.11
Natural Gas (\$/kcf)	2.65	1.74	1.60	1.80	2.11
Benchmarks					
WTI (\$/b)	44.88	45.48	33.27	42.10	46.11
ANS-WC (\$/b)	44.65	45.71	33.76	43.67	51.11
Henry Hub (\$/mbtu)	2.81	1.95	2.09	2.27	2.11
<b>Non-U.S.</b>					
ExxonMobil					
Crude (\$/b)	40.96	41.46	28.67	36.99	44.11
Natural Gas (\$/kcf)	4.47	4.06	4.80	5.80	6.11
European NG (\$/kcf)	4.48	4.35	5.05	6.11	6.11
Benchmarks					
Brent (\$/b)	45.85	45.57	33.89	43.69	50.11

The above numbers reflect ExxonMobil's current estimate of volumes and realizations given data available as of the end of the third quarter of 2016. 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.