

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): January 31, 2020

**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) 940-6000**

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

Securities registered pursuant to Section 12(b) of the Act:

Title of Each Class	Trading Symbol	Name of Each Exchange on Which Registered
<b>Common Stock, without par value</b>	<b>XOM</b>	<b>New York Stock Exchange</b>

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))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

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Item 2.02 Results of Operations and Financial Condition  
Item 7.01 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 January 31, 2020, announcing fourth quarter 2019 results, a copy of which is included as Exhibit 99.1, and furnishes the information in the related 4Q19 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>
<a href="#">99.1</a>	Exxon Mobil Corporation News Release, dated January 31, 2020, announcing fourth quarter 2019 results.
<a href="#">99.2</a>	4Q19 Investor Relations Data Summary.
104	Cover Page Interactive Data File (formatted as Inline XBRL).





# News Release

# ExxonMobil

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FOR IMMEDIATE RELEASE  
FRIDAY, JANUARY 31, 2020

## ExxonMobil Earns \$14.3 Billion in 2019; \$5.7 Billion in Fourth Quarter

- Achieved first oil in Guyana, ahead of schedule; resource estimate increases to over 8 billion barrels
- Grew fourth quarter liquids production by 4 percent over the prior year, driven by Permian Basin
- Generated \$29.7 billion of cash flow from operating activities in 2019; \$6.4 billion in fourth quarter

	Fourth Quarter			Third Quarter		Twelve Months		
	<u>2019</u>	<u>2018</u>	<u>%</u>	<u>2019</u>	<u>%</u>	<u>2019</u>	<u>2018</u>	<u>%</u>
<b>Earnings Summary</b>								
<i>(Dollars in millions, except per share data)</i>								
Earnings (U.S. GAAP)	<b>5,690</b>	6,000	-5	3,170	79	<b>14,340</b>	20,840	-31
Earnings Per Common Share Assuming Dilution	<b>1.33</b>	1.41	-6	0.75	77	<b>3.36</b>	4.88	-31
Capital and Exploration Expenditures	<b>8,460</b>	7,843	8	7,719	10	<b>31,148</b>	25,923	20

IRVING, Texas – January 31, 2020 – Exxon Mobil Corporation today announced estimated fourth quarter 2019 earnings of \$5.7 billion, or \$1.33 per share assuming dilution. Earnings included favorable identified items of about \$3.9 billion, or \$0.92 per share assuming dilution, mainly a \$3.7 billion gain from the Norway upstream divestment. Capital and exploration expenditures were \$8.5 billion, including key investments in the Permian Basin.

Oil-equivalent production was in line with the fourth quarter of 2018, at 4 million barrels per day, with a 4 percent increase in liquids offset by a 5 percent decrease in gas. Excluding entitlement effects and divestments, liquids production increased 2 percent driven by Permian Basin growth, while natural gas volumes decreased 4 percent.

“Our operations performed well, while short-term supply length in the downstream and chemicals businesses impacted margins and financial results,” said Darren W. Woods, chairman and chief executive officer. “Growth in demand for the products that underpin our businesses remains strong. We remain focused on improving our base businesses, driving efficiencies, and optimizing the value of our investment portfolio.”

## Fourth Quarter 2019 Business Highlights

### Upstream

- Average crude and natural gas realizations were essentially in line with third quarter.
- Liquids volumes increased 2 percent from third quarter, on growth and lower scheduled maintenance. Natural gas volumes increased 5 percent driven by seasonal demand.
- Permian unconventional development continued with production up 54 percent from the fourth quarter of last year.

### Downstream

- Industry fuels margins were significantly lower than third quarter, reflecting seasonally lower demand and increased supply from reduced industry maintenance.
- Scheduled refinery maintenance was higher in the fourth quarter, including turnarounds at the company's refineries in Beaumont, Texas, Altona (Australia), Fawley (United Kingdom), Nanticoke (Canada), Sarnia (Canada), and Sriracha (Thailand).

### Chemical

- Margins weakened further during the quarter from already depressed levels, with supply length from recent industry capacity additions and higher feed costs.

### Strengthening the Portfolio

- ExxonMobil announced that oil production started from the Liza field offshore Guyana, less than five years after the first discovery of hydrocarbons – well ahead of industry average. Gross production from the Liza Phase 1 development, located in the Stabroek block, is expected to reach capacity of 120,000 gross barrels of oil per day in coming months. A second floating production, storage and offloading vessel (FPSO), with production capacity up to 220,000 gross barrels of oil per day, is under construction to support the Liza Phase 2 development. During the quarter, the company also announced its 15th discovery on the Stabroek block, at the Mako-1 well southeast of the Liza field. Inclusive of other recent discoveries, the estimated recoverable resource offshore Guyana now exceeds 8 billion gross oil-equivalent barrels. ExxonMobil anticipates that by 2025 at least five FPSOs will be producing more than 750,000 gross barrels of oil per day.
- The company completed the previously announced sale of its non-operated upstream assets in Norway to Vår Energi AS for \$4.5 billion as part of its plans to divest approximately \$15 billion in non-strategic assets by 2021. Estimated total cash flow from the divestment is around \$4 billion after closing adjustments, including \$2.9 billion received in the fourth quarter and estimated cash flow in future periods associated with deferred consideration of \$0.3 billion and a refund of income tax payments of \$0.6 billion. The corporation's fourth quarter earnings include a \$3.7 billion gain on the sale.

## **Investing for Growth**

- ExxonMobil secured more than 1.7 million acres for exploration offshore Egypt during the quarter. The acquisition includes 1.2 million acres in the North Marakia Offshore block, which is located approximately five miles offshore Egypt's northern coast in the Herodotus basin. The remaining 0.5 million acres are in the North East El Amriya Offshore block in the Nile Delta. Exploration activities are scheduled to begin in 2020.
- ExxonMobil, Tencent, Tuhu and a distribution holding company announced a joint venture establishing an integrated car care network in China. Expected to launch in the spring of 2020, the venture will create a digital automotive maintenance ecosystem that integrates suppliers and customers of Mobil-branded lubricants and other vehicle maintenance products and services, while growing the strong Mobil lubricant brand and Mobil-branded car care network in China.

## **Advancing Innovative Technologies and Products**

- The company continues to progress the development of lower-emissions technologies to address the risks of climate change. ExxonMobil and FuelCell Energy, Inc. announced a new, two-year expanded joint-development agreement to further enhance carbonate fuel cell technology for the purpose of capturing carbon dioxide from industrial facilities. The agreement will focus efforts on optimizing the core technology, overall process integration and large-scale deployment of carbon capture solutions. ExxonMobil also signed an agreement with Porthos, the Port of Rotterdam's transport hub and offshore storage project. The Porthos project intends to construct a pipeline system to collect carbon dioxide from industrial sites within the Port of Rotterdam and transport the molecules offshore for safe, secure and permanent geologic storage.
- ExxonMobil extended its support of the Massachusetts Institute of Technology Energy Initiative's (MITEI) low-carbon energy research and education mission by renewing its status as a founding member for another five years. This membership supports MITEI researchers as they evaluate innovative solutions to reduce carbon dioxide emissions in areas including carbon capture, energy storage, and mobility. The company also announced that it has signed agreements with two Indian Institute of Technology locations in Madras and Bombay, further expanding its extensive portfolio of research collaboration with India's universities in the areas of biofuels and bio-products, gas transport and environment, and low-emissions technologies for the power and industrial sectors.



**Earnings and Volume Summary**

Millions of Dollars (unless noted)	4Q 2019	4Q 2018	Change	Comments
<b>Upstream</b>				
U.S.	68	265	-197	Lower gas prices and higher growth-related expenses partly offset by prior year identified impairment item (+274)
Non-U.S.	6,069	3,048	+3,021	Norway asset sale (+3,679), other identified items (+364) and higher liquids realizations, partly offset by lower gas prices, higher maintenance and unfavorable tax impacts
<b>Total</b>	<b>6,137</b>	<b>3,313</b>	<b>+2,824</b>	<b>Gas prices -680, liquids prices +230, volumes -140, expenses -130, tax -180, identified items +4,320, other -600</b>
Production (koebd)	4,018	4,010	+8	Liquids +88 kbd: growth and higher entitlements, partly offset by higher downtime  Gas -479 mcf: higher entitlements and growth, more than offset by higher downtime and divestments
<b>Downstream</b>				
U.S.	895	987	-92	Lower fuels margins including narrower North America crude differentials and unfavorable mark-to-market derivatives partly offset by reduced downtime/maintenance and LIFO inventory benefit (+420)
Non-U.S.	3	1,717	-1,714	Lower margins including unfavorable mark-to-market derivatives partly offset by portfolio/projects contribution and favorable foreign exchange; absence of prior year identified items (-945)
<b>Total</b>	<b>898</b>	<b>2,704</b>	<b>-1,806</b>	<b>Margins -1,620, portfolio/projects +180, downtime/maintenance +100, LIFO inventory benefit +450, identified items -950, other +30</b>
Petroleum Product Sales (kbd)	5,482	5,495	-13	
<b>Chemical</b>				
U.S.	(2)	282	-284	Lower margins
Non-U.S.	(353)	455	-808	Lower margins, absence of identified tax item (-212), and higher growth-related expenses
<b>Total</b>	<b>(355)</b>	<b>737</b>	<b>-1,092</b>	<b>Margins -670, identified items -210, growth-related expenses -130, other -80</b>
Prime Product Sales (kt)	6,569	6,672	-103	
<b>Corporate and financing</b>	<b>(990)</b>	<b>(754)</b>	<b>-236</b>	<b>Unfavorable tax impacts</b>

**Earnings and Volume Summary**

Millions of Dollars (unless noted)	4Q 2019	3Q 2019	Change	Comments
<b>Upstream</b>				
U.S.	68	37	+31	Higher gas prices
Non-U.S.	6,069	2,131	+3,938	Net favorable identified items (+3,947) and higher volumes
<b>Total</b>	<b>6,137</b>	<b>2,168</b>	<b>+3,969</b>	<b>Prices +100, volumes +210, identified items +3,950, other -290</b>
Production (koebd)	4,018	3,899	+119	Liquids +44 kbd: growth and higher entitlements, partly offset by divestments  Gas +450 mcf: higher demand and entitlements, partly offset by divestments
<b>Downstream</b>				
U.S.	895	673	+222	Lower margins including unfavorable mark-to-market derivatives; improved reliability and favorable yield/sales mix exceed increased scheduled maintenance; LIFO inventory benefit (+460)
Non-U.S.	3	557	-554	Lower margins including unfavorable mark-to-market derivatives; improved reliability, projects contribution, favorable foreign exchange and LIFO inventory benefit (+80) exceed higher seasonal expenses
<b>Total</b>	<b>898</b>	<b>1,230</b>	<b>-332</b>	<b>Margins -770, yield/sales mix +60, portfolio/projects +40, downtime/maintenance +40, foreign exchange +60, seasonal expenses -250, LIFO inventory benefit +540, other -50</b>
Petroleum Product Sales (kbd)	5,482	5,504	-22	
<b>Chemical</b>				
U.S.	(2)	53	-55	Lower margins
Non-U.S.	(353)	188	-541	Lower margins and higher growth-related expenses
<b>Total</b>	<b>(355)</b>	<b>241</b>	<b>-596</b>	<b>Margins -410, growth-related expenses -160, other -30</b>
Prime Product Sales (kt)	6,569	6,476	+93	
<b>Corporate and financing</b>	<b>(990)</b>	<b>(469)</b>	<b>-521</b>	<b>Unfavorable tax impacts including absence of identified item (-307)</b>

**Earnings and Volume Summary**

Millions of Dollars (unless noted)	Full Year 2019	Full Year 2018	Change	Comments
<b>Upstream</b>				
U.S.	536	1,739	-1,203	Lower prices; unconventional growth partly offset by higher expenses; prior year identified impairment item (+274) and net unfavorable one-time items
Non-U.S.	13,906	12,340	+1,566	Net favorable identified items (+3,893) and higher liquids volumes, partly offset by lower prices, higher production expenses and net unfavorable one-time items
<b>Total</b>	<b>14,442</b>	<b>14,079</b>	<b>+363</b>	<b>Prices -2,710, volume +860, expenses -1,100, identified items +4,170, net unfavorable one-time items -830, other -30</b>
Production (koebd)	3,952	3,833	+119	Liquids +120 kbd: growth and higher entitlements  Gas -11 mcf: divestments and higher downtime offset by growth and higher entitlements
<b>Downstream</b>				
U.S.	1,717	2,962	-1,245	Lower margins including narrower North America crude differentials; improved reliability more than offset by increased scheduled maintenance; LIFO inventory benefit (+420)
Non-U.S.	606	3,048	-2,442	Lower margins including unfavorable mark-to-market derivatives; projects contribution and favorable foreign exchange; absence of prior year identified items (-945)
<b>Total</b>	<b>2,323</b>	<b>6,010</b>	<b>-3,687</b>	<b>Margins -2,980, portfolio/projects +350, downtime/maintenance -650, LIFO inventory benefit +450, identified items -950, other +90</b>
Petroleum Product Sales (kbd)	5,452	5,512	-60	
<b>Chemical</b>				
U.S.	206	1,642	-1,436	Lower margins, higher downtime/maintenance, lower volumes, and higher growth-related expenses
Non-U.S.	386	1,709	-1,323	Lower margins; reduced downtime/maintenance, contributions from new assets; absence of identified tax item (-212), unfavorable foreign exchange and lower volumes
<b>Total</b>	<b>592</b>	<b>3,351</b>	<b>-2,759</b>	<b>Margins -1,820, new assets +60, volumes -260, identified items -210, growth-related expenses -140, foreign exchange -140, downtime/maintenance -110, other -140</b>
Prime Product Sales (kt)	26,516	26,869	-353	
<b>Corporate and financing</b>	<b>(3,017)</b>	<b>(2,600)</b>	<b>-417</b>	<b>Unfavorable tax impacts and higher financing costs</b>

**Cash Flow from Operations and Asset Sales excluding Working Capital**

Millions of Dollars	4Q	
	2019	Comments
Net income including noncontrolling interests	5,730	Including \$40 million for noncontrolling interests
Depreciation	4,923	
Changes in working capital	(1,641)	Lower payables, inventory impacts
Other	(2,660)	Includes adjustment for Norway divestment gain and noncash identified tax item
<b>Cash Flow from Operating Activities (U.S. GAAP)</b>	<b>6,352</b>	
Asset sales	3,092	Mainly Norway upstream divestment
<b>Cash Flow from Operations and Asset Sales</b>	<b>9,444</b>	
Changes in working capital	1,641	
<b>Cash Flow from Operations and Asset Sales excluding Working Capital</b>	<b>11,085</b>	

Millions of Dollars	FY	
	2019	Comments
Net income including noncontrolling interests	14,774	Including \$434 million for noncontrolling interests
Depreciation	18,998	
Changes in working capital	923	Mainly driven by higher payables
Other	(4,979)	Includes adjustment for Norway divestment gain, equity company earnings greater than dividends, and adjustment for noncash identified items
<b>Cash Flow from Operating Activities (U.S. GAAP)</b>	<b>29,716</b>	
Asset sales	3,692	Including Norway upstream divestment and Mobile Bay sale
<b>Cash Flow from Operations and Asset Sales</b>	<b>33,408</b>	
Changes in working capital	(923)	
<b>Cash Flow from Operations and Asset Sales excluding Working Capital</b>	<b>32,485</b>	

**Twelve Months 2019 Financial Updates**

During 2019, Exxon Mobil Corporation purchased 5 million shares of its common stock for the treasury at a gross cost of \$414 million. These shares were acquired to offset dilution in conjunction with the company's benefit plans and programs. The corporation will continue to acquire shares to offset dilution in conjunction with its benefit plans and programs.

**ExxonMobil will discuss financial and operating results and other matters during a webcast at 8:30 a.m. Central Time on January 31, 2020. To listen to the event or access an archived replay, please visit [www.exxonmobil.com](http://www.exxonmobil.com).**

### Cautionary Statement

Outlooks, projections, goals, targets, descriptions of strategic plans and objectives, and other statements of future events or conditions in this release are forward-looking statements. Actual future results, including business and project plans, capacities, costs, and timing; resource recoveries and production rates; and the impact of new technologies, including to increase capital efficiency and production and to reduce greenhouse gas emissions, could differ materially due to a number of factors. These include global or regional changes in supply and demand for oil, gas, petrochemicals, and feedstocks and other market conditions that impact prices and differentials; reservoir performance; the outcome of exploration projects and timely completion of development and construction projects; the impact of commercial terms and the outcome of commercial negotiations or acquisitions; changes in law, taxes, or regulation including environmental regulations, and timely granting of governmental permits; war, trade agreements and patterns, shipping blockades or harassment, and other political, public health, or security disturbances; opportunities for and regulatory approval of potential investments or divestments; the actions of competitors; the capture of efficiencies between business lines; unforeseen technical or operating difficulties; unexpected technological developments; the ability to bring new technologies to commercial scale on a cost-competitive basis, including large-scale hydraulic fracturing projects; general economic conditions including the occurrence and duration of economic recessions; the results of research programs; and other factors discussed under the heading *Factors Affecting Future Results* on the Investors page of our website at [www.exxonmobil.com](http://www.exxonmobil.com) and in Item 1A of ExxonMobil's 2018 Form 10-K. We assume no duty to update these statements as of any future date.

### Frequently Used Terms and Non-GAAP Measures

This press release includes cash flow from operations and asset sales. 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 sales of subsidiaries, property, plant and equipment, and sales and returns of investments together with cash provided by operating activities when evaluating cash available for investment in the business and financing activities. A reconciliation to net cash provided by operating activities is shown for 2019 periods on page 7 and for 2019 and 2018 periods in Attachment V.

This press release also includes cash flow from operations and asset sales excluding working capital. We believe it is useful for investors to consider these numbers in comparing the underlying performance of our business across periods when there are significant period-to-period differences in the amount of changes in working capital. A reconciliation to net cash provided by operating activities is shown for 2019 periods on page 7 and for 2019 and 2018 periods in Attachment V.

This press release also includes earnings excluding identified items, which are earnings excluding individually significant non-operational events with an absolute corporate total earnings impact of at least \$250 million in a given quarter. The earnings impact of an identified item for an individual segment may be less than \$250 million when the item impacts several segments. We believe it is useful for investors to consider these figures in comparing the underlying performance of our business across periods when one, or both, periods include identified items. A reconciliation to earnings is shown for 2019 and 2018 periods in Attachment II.

*This press release also includes total taxes including sales-based taxes. This is a broader indicator of the total tax burden on the corporation's products and earnings, including certain sales and value-added taxes imposed on and concurrent with revenue-producing transactions with customers and collected on behalf of governmental authorities ("sales-based taxes"). It combines "Income taxes" and "Total other taxes and duties" with sales-based taxes, which are reported net in the income statement. We believe it is useful for the corporation and its investors to understand the total tax burden imposed on the corporation's products and earnings. A reconciliation to total taxes is shown as part of the Estimated Key Financial and Operating Data in Attachment I.*

*References to the resource base and other quantities of oil, natural gas or condensate may include estimated amounts that are not yet classified as "proved reserves" under SEC definitions, but which are expected to be ultimately recoverable. 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 in any government payment transparency reports. Further information on ExxonMobil's frequently used financial and operating measures and other terms including "Cash flow from operations and asset sales", and "Total taxes including sales-based taxes" is contained under the heading "Frequently Used Terms" available through the "Investors" section of our website at [www.exxonmobil.com](http://www.exxonmobil.com).*

#### LIFO Inventory

*Crude oil, products and merchandise inventories are carried at the lower of current market value or cost, generally determined under the last-in first-out method (LIFO). The corporation's results for the fourth quarters of 2019 and 2018 included a gain of \$523 million and \$107 million, respectively, attributable to the combined effects of LIFO inventory accumulations and drawdowns driven by operational fluctuations in the corporation's inventory levels.*

#### 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.*

*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 specific affiliates or affiliate groups. Similarly, ExxonMobil has business relationships with thousands of customers, suppliers, governments, and others. For convenience and simplicity, words such as venture, joint venture, partnership, co-venturer, and partner are used to indicate business and other relationships involving common activities and interests, and those words may not indicate precise legal relationships.*

**Exxon Mobil Corporation**  
**Fourth Quarter 2019**  
(millions of dollars, unless noted)

	<b>Fourth Quarter</b>		Third	<b>Twelve Months</b>	
	<b><u>2019</u></b>	<u>2018</u>	<u>2019</u>	<b><u>2019</u></b>	<u>2018</u>
<b>Earnings / Earnings Per Share</b>					
Total revenues and other income	<b>67,173</b>	71,895	65,049	<b>264,938</b>	290,212
Total costs and other deductions	<b>60,759</b>	63,774	60,328	<b>244,882</b>	259,259
Income before income taxes	<b>6,414</b>	8,121	4,721	<b>20,056</b>	30,953
Income taxes	<b>684</b>	1,915	1,474	<b>5,282</b>	9,532
Net income including noncontrolling interests	<b>5,730</b>	6,206	3,247	<b>14,774</b>	21,421
Net income attributable to noncontrolling interests	<b>40</b>	206	77	<b>434</b>	581
Net income attributable to ExxonMobil (U.S. GAAP)	<b>5,690</b>	6,000	3,170	<b>14,340</b>	20,840
Earnings per common share (dollars)	<b>1.33</b>	1.41	0.75	<b>3.36</b>	4.88
Earnings per common share - assuming dilution (dollars)	<b>1.33</b>	1.41	0.75	<b>3.36</b>	4.88
Exploration expenses, including dry holes	<b>357</b>	555	299	<b>1,269</b>	1,466
<b>Other Financial Data</b>					
Dividends on common stock					
Total	<b>3,716</b>	3,502	3,716	<b>14,652</b>	13,798
Per common share (dollars)	<b>0.87</b>	0.82	0.87	<b>3.43</b>	3.23
Millions of common shares outstanding					
At period end				<b>4,234</b>	4,237
Average - assuming dilution	<b>4,269</b>	4,270	4,271	<b>4,270</b>	4,270
ExxonMobil share of equity at period end				<b>191,650</b>	191,794
ExxonMobil share of capital employed at period end				<b>240,925</b>	232,280
Income taxes	<b>684</b>	1,915	1,474	<b>5,282</b>	9,532
Total other taxes and duties	<b>8,416</b>	8,473	8,317	<b>33,186</b>	35,230
Total taxes	<b>9,100</b>	10,388	9,791	<b>38,468</b>	44,762
Sales-based taxes	<b>5,205</b>	5,444	5,228	<b>20,679</b>	21,750
Total taxes including sales-based taxes	<b>14,305</b>	15,832	15,019	<b>59,147</b>	66,512
ExxonMobil share of income taxes of equity companies	<b>714</b>	992	426	<b>2,490</b>	3,142

**Exxon Mobil Corporation**  
**Fourth Quarter 2019**  
(millions of dollars)

	Fourth Quarter		Third Quarter	Twelve Months	
	<u>2019</u>	<u>2018</u>	<u>2019</u>	<u>2019</u>	<u>2018</u>
<b>Earnings (U.S. GAAP)</b>					
Upstream					
United States	68	265	37	536	1,739
Non-U.S.	6,069	3,048	2,131	13,906	12,340
Downstream					
United States	895	987	673	1,717	2,962
Non-U.S.	3	1,717	557	606	3,048
Chemical					
United States	(2)	282	53	206	1,642
Non-U.S.	(353)	455	188	386	1,709
Corporate and financing	(990)	(754)	(469)	(3,017)	(2,600)
Net income attributable to ExxonMobil	<b>5,690</b>	6,000	3,170	<b>14,340</b>	20,840

**Identified Items Included in Earnings**

U.S. Upstream					
Other Items	-	(274)	-	-	(274)
Non-U.S. Upstream					
Asset Management	3,679	-	-	3,679	366
Tax Items	268	-	-	755	271
Other Items	-	(96)	-	-	(96)
Non-U.S. Downstream					
Asset Management	-	888	-	-	888
Tax Items	-	57	-	(9)	57
Non-U.S. Chemical					
Tax Items	-	212	-	2	212
Corporate and financing					
Asset Management	(24)	(6)	-	(24)	(6)
Tax Items	-	-	307	332	348
Corporate total	<b>3,923</b>	781	307	<b>4,735</b>	1,766

**Earnings Excluding Identified Items**

Upstream					
United States	68	539	37	536	2,013
Non-U.S.	2,122	3,144	2,131	9,472	11,799
Downstream					
United States	895	987	673	1,717	2,962
Non-U.S.	3	772	557	615	2,103
Chemical					
United States	(2)	282	53	206	1,642
Non-U.S.	(353)	243	188	384	1,497
Corporate and financing	(966)	(748)	(776)	(3,325)	(2,942)
Corporate total	<b>1,767</b>	5,219	2,863	<b>9,605</b>	19,074



**Exxon Mobil Corporation**  
**Fourth Quarter 2019**

	Fourth Quarter		Third Quarter	Twelve Months	
	<u>2019</u>	<u>2018</u>	<u>2019</u>	<u>2019</u>	<u>2018</u>
Net production of crude oil, natural gas liquids, bitumen and synthetic oil, thousand barrels per day (kbd)					
United States	<b>665</b>	583	654	<b>646</b>	551
Canada / Other Americas	<b>487</b>	474	464	<b>467</b>	438
Europe	<b>93</b>	122	113	<b>108</b>	132
Africa	<b>366</b>	376	371	<b>372</b>	387
Asia	<b>780</b>	745	738	<b>748</b>	711
Australia / Oceania	<b>45</b>	48	52	<b>45</b>	47
Worldwide	<b>2,436</b>	2,348	2,392	<b>2,386</b>	2,266
Natural gas production available for sale, million cubic feet per day (mcf)					
United States	<b>2,713</b>	2,581	2,883	<b>2,778</b>	2,574
Canada / Other Americas	<b>287</b>	247	254	<b>258</b>	227
Europe	<b>1,508</b>	1,943	1,004	<b>1,457</b>	1,653
Africa	<b>10</b>	16	7	<b>7</b>	13
Asia	<b>3,753</b>	3,804	3,433	<b>3,575</b>	3,613
Australia / Oceania	<b>1,224</b>	1,383	1,464	<b>1,319</b>	1,325
Worldwide	<b>9,495</b>	9,974	9,045	<b>9,394</b>	9,405
Oil-equivalent production (koebd) <sup>1</sup>	<b>4,018</b>	4,010	3,899	<b>3,952</b>	3,833

<sup>1</sup> Natural gas is converted to an oil-equivalent basis at six million cubic feet per one thousand barrels.

**Exxon Mobil Corporation**  
**Fourth Quarter 2019**

	Fourth Quarter		Third Quarter	Twelve Months	
	<u>2019</u>	<u>2018</u>	<u>2019</u>	<u>2019</u>	<u>2018</u>
Refinery throughput (kbd)					
United States	<b>1,675</b>	1,661	1,647	<b>1,532</b>	1,588
Canada	<b>322</b>	408	363	<b>353</b>	392
Europe	<b>1,304</b>	1,366	1,325	<b>1,317</b>	1,422
Asia Pacific	<b>570</b>	670	532	<b>598</b>	706
Other	<b>182</b>	193	185	<b>181</b>	164
Worldwide	<b>4,053</b>	4,298	4,052	<b>3,981</b>	4,272
Petroleum product sales (kbd)					
United States	<b>2,356</b>	2,230	2,336	<b>2,292</b>	2,210
Canada	<b>444</b>	516	492	<b>476</b>	510
Europe	<b>1,456</b>	1,474	1,508	<b>1,479</b>	1,556
Asia Pacific	<b>729</b>	825	700	<b>738</b>	815
Other	<b>497</b>	450	468	<b>467</b>	421
Worldwide	<b>5,482</b>	5,495	5,504	<b>5,452</b>	5,512
Gasolines, naphthas	<b>2,276</b>	2,183	2,255	<b>2,220</b>	2,217
Heating oils, kerosene, diesel	<b>1,903</b>	1,915	1,833	<b>1,867</b>	1,840
Aviation fuels	<b>399</b>	376	445	<b>406</b>	402
Heavy fuels	<b>217</b>	387	261	<b>270</b>	395
Specialty products	<b>687</b>	634	710	<b>689</b>	658
Worldwide	<b>5,482</b>	5,495	5,504	<b>5,452</b>	5,512
Chemical prime product sales, thousand metric tons (kt)					
United States	<b>2,294</b>	2,577	2,216	<b>9,127</b>	9,824
Non-U.S.	<b>4,275</b>	4,095	4,260	<b>17,389</b>	17,045
Worldwide	<b>6,569</b>	6,672	6,476	<b>26,516</b>	26,869

**Exxon Mobil Corporation**  
**Fourth Quarter 2019**  
(millions of dollars)

	<b>Fourth Quarter</b>		<b>Third</b>	<b>Twelve Months</b>	
	<b><u>2019</u></b>	<b><u>2018</u></b>	<b><u>2019</u></b>	<b><u>2019</u></b>	<b><u>2018</u></b>
<b>Capital and Exploration Expenditures</b>					
Upstream					
United States	<b>2,848</b>	2,630	3,002	<b>11,653</b>	7,670
Non-U.S.	<b>3,243</b>	3,620	2,789	<b>11,832</b>	12,524
Total	<b>6,091</b>	6,250	5,791	<b>23,485</b>	20,194
Downstream					
United States	<b>725</b>	325	590	<b>2,353</b>	1,186
Non-U.S.	<b>635</b>	541	479	<b>2,018</b>	2,243
Total	<b>1,360</b>	866	1,069	<b>4,371</b>	3,429
Chemical					
United States	<b>786</b>	579	656	<b>2,547</b>	1,747
Non-U.S.	<b>213</b>	132	196	<b>718</b>	488
Total	<b>999</b>	711	852	<b>3,265</b>	2,235
Other	<b>10</b>	16	7	<b>27</b>	65
Worldwide	<b>8,460</b>	7,843	7,719	<b>31,148</b>	25,923
<b>Cash flow from operations and asset sales excluding working capital</b>					
Net cash provided by operating activities (U.S. GAAP)	<b>6,352</b>	8,607	9,079	<b>29,716</b>	36,014
Proceeds associated with asset sales	<b>3,092</b>	884	460	<b>3,692</b>	4,123
Cash flow from operations and asset sales	<b>9,444</b>	9,491	9,539	<b>33,408</b>	40,137
Changes in working capital	<b>1,641</b>	1,331	(1,550)	<b>(923)</b>	1,356
Cash flow from operations and asset sales excluding working capital	<b>11,085</b>	10,822	7,989	<b>32,485</b>	41,493

**Exxon Mobil Corporation  
Earnings**

	<u>\$ Millions</u>	<u>\$ Per Common Share</u> <sup>1</sup>
<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
Fourth Quarter	1,680	0.41
Year	7,840	1.88
<b><u>2017</u></b>		
First Quarter	4,010	0.95
Second Quarter	3,350	0.78
Third Quarter	3,970	0.93
Fourth Quarter	8,380	1.97
Year	19,710	4.63
<b><u>2018</u></b>		
First Quarter	4,650	1.09
Second Quarter	3,950	0.92
Third Quarter	6,240	1.46
Fourth Quarter	6,000	1.41
Year	20,840	4.88
<b><u>2019</u></b>		
First Quarter	2,350	0.55
Second Quarter	3,130	0.73
Third Quarter	3,170	0.75
Fourth Quarter	5,690	1.33
Year	14,340	3.36

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

To assist investors in assessing 4Q19 results, the following disclosures have been made available in this 8-K filing:

- Identified items of \$0.92 per share assuming dilution, as noted in the first paragraph on page 1 of the news release
- A reconciliation of cash flow from operations and asset sales excluding working capital on page 1 of this exhibit and on page 7 and attachment V of the news release

#### 4Q19 INVESTOR RELATIONS DATA SUMMARY (PAGE 1 of 4)

<b>Earnings, \$M</b>	<b>4Q19</b>	<b>3Q19</b>	<b>2Q19</b>	<b>1Q19</b>	<b>4Q18</b>
<b>Upstream</b>					
United States	68	37	335	96	265
Non-U.S.	6,069	2,131	2,926	2,780	3,048
Total	6,137	2,168	3,261	2,876	3,313
<b>Downstream</b>					
United States	895	673	310	(161)	987
Non-U.S.	3	557	141	(95)	1,717
Total	898	1,230	451	(256)	2,704
<b>Chemical</b>					
United States	(2)	53	(6)	161	282
Non-U.S.	(353)	188	194	357	455
Total	(355)	241	188	518	737
<b>Corporate and financing</b>	(990)	(469)	(770)	(788)	(754)
<b>Net income attributable to ExxonMobil (U.S. GAAP)</b>	<b>5,690</b>	<b>3,170</b>	<b>3,130</b>	<b>2,350</b>	<b>6,000</b>
<b>Earnings per common share (U.S. GAAP)</b>	<b>1.33</b>	<b>0.75</b>	<b>0.73</b>	<b>0.55</b>	<b>1.41</b>
<b>Earnings per common share - assuming dilution (U.S. GAAP)</b>	<b>1.33</b>	<b>0.75</b>	<b>0.73</b>	<b>0.55</b>	<b>1.41</b>
<b>Exploration expenses, including dry holes</b>	<b>357</b>	<b>299</b>	<b>333</b>	<b>280</b>	<b>555</b>
<b>Capital and Exploration Expenditures, \$M</b>					
<b>Upstream</b>					
United States	2,848	3,002	3,255	2,548	2,630
Non-U.S.	3,243	2,789	2,987	2,813	3,620
Total	6,091	5,791	6,242	5,361	6,250
<b>Downstream</b>					
United States	725	590	624	414	325
Non-U.S.	635	479	489	415	541
Total	1,360	1,069	1,113	829	866
<b>Chemical</b>					
United States	786	656	553	552	579
Non-U.S.	213	196	165	144	132
Total	999	852	718	696	711
<b>Other</b>	10	7	6	4	16
<b>Total Capital and Exploration Expenditures</b>	<b>8,460</b>	<b>7,719</b>	<b>8,079</b>	<b>6,890</b>	<b>7,843</b>
<b>Effective Income Tax Rate, %</b>	<b>20%</b>	<b>37%</b>	<b>34%</b>	<b>53%</b>	<b>32%</b>
<b>Common Shares Outstanding, millions</b>					
At quarter end	4,234	4,231	4,231	4,231	4,237
Average - assuming dilution	4,269	4,271	4,271	4,270	4,270
<b>Total Cash and Cash Equivalents, \$B</b>	<b>3.1</b>	<b>5.4</b>	<b>4.2</b>	<b>4.6</b>	<b>3.0</b>
<b>Total Debt, \$B</b>	<b>46.9</b>	<b>47.1</b>	<b>45.2</b>	<b>40.8</b>	<b>37.8</b>
<b>Cash Flow from Operations and Asset Sales, \$M</b>					
Net cash provided by operating activities	6,352	9,079	5,947	8,338	8,607
Proceeds associated with asset sales	3,092	460	33	107	884
Cash flow from operations and asset sales	9,444	9,539	5,980	8,445	9,491
Changes in working capital	1,641	(1,550)	1,243	(2,257)	1,331
Cash flow from operations and asset sales excluding working capital	11,085	7,989	7,223	6,188	10,822

## 4Q19 INVESTOR RELATIONS DATA SUMMARY (PAGE 2 of 4)

	4Q19	3Q19	2Q19	1Q19	4Q18
<b>Net production of crude oil, natural gas liquids, bitumen and synthetic oil, kbd</b>					
United States	665	654	662	600	583
Canada / Other Americas	487	464	469	454	474
Europe	93	113	103	121	122
Africa	366	371	383	369	376
Asia	780	738	727	746	745
Australia / Oceania	45	52	45	37	48
Total liquids production	2,436	2,392	2,389	2,327	2,348
<b>Natural gas production available for sale, mcf</b>					
United States	2,713	2,883	2,803	2,712	2,581
Canada / Other Americas	287	254	249	238	247
Europe	1,508	1,004	1,215	2,113	1,943
Africa	10	7	5	7	16
Asia	3,753	3,433	3,461	3,655	3,804
Australia / Oceania	1,224	1,464	1,387	1,199	1,383
Total natural gas production available for sale	9,495	9,045	9,120	9,924	9,974
<b>Total worldwide liquids and gas production, koebd<sup>1</sup></b>	4,018	3,899	3,909	3,981	4,010
<b>Refinery throughput, kbd</b>					
United States	1,675	1,647	1,430	1,373	1,661
Canada	322	363	344	383	408
Europe	1,304	1,325	1,314	1,325	1,366
Asia Pacific	570	532	683	609	670
Other Non-U.S.	182	185	159	196	193
Total refinery throughput	4,053	4,052	3,930	3,886	4,298
<b>Petroleum product sales, kbd</b>					
United States	2,356	2,336	2,264	2,210	2,230
Canada	444	492	482	484	516
Europe	1,456	1,508	1,443	1,510	1,474
Asia Pacific	729	700	775	749	825
Other Non-U.S.	497	468	444	462	450
Total petroleum product sales	5,482	5,504	5,408	5,415	5,495
Gasolines, naphthas	2,276	2,255	2,198	2,149	2,183
Heating oils, kerosene, diesel	1,903	1,833	1,820	1,914	1,915
Aviation fuels	399	445	391	386	376
Heavy fuels	217	261	308	299	387
Specialty products	687	710	691	667	634
Total petroleum product sales	5,482	5,504	5,408	5,415	5,495
<b>Chemical prime product sales, kt</b>					
United States	2,294	2,216	2,295	2,322	2,577
Non-U.S.	4,275	4,260	4,404	4,450	4,095
Total chemical prime product sales	6,569	6,476	6,699	6,772	6,672

<sup>1</sup> Natural gas is converted to an oil-equivalent basis at six million cubic feet per one thousand barrels.

<u>Earnings Factor Analysis, \$M</u>	<u>4Q19 vs. 4Q18</u>	<u>4Q19 vs. 3Q19</u>	<u>2019 vs. 2018</u>
<b>Upstream</b>			
Prior Period	3,313	2,168	14,079
Realization	-450	100	-2,710
Volume / Mix	-140	210	860
Other	3,410	3,660	2,210
Identified Items	4,320	3,950	4,170
Expenses	-130	-	-1,100
Other	-780	-290	-860
Current Period	6,137	6,137	14,442
<b>Downstream</b>			
Prior Period	2,704	1,230	6,010
Margin	-1,620	-770	-2,980
Volume / Mix	80	270	-50
Downtime / Maintenance (Volume / Mix)	-40	120	-450
Portfolio / Projects (Volume / Mix)	230	40	540
Yield / Sales Mix (Volume / Mix)	-110	110	-140
Other	-270	170	-660
Identified Items	-950	-	-950
LIFO Inventory Impact	450	540	450
Downtime / Maintenance (Other)	140	-80	-200
Portfolio / Projects (Other)	-50	-	-190
Yield / Sales Mix (Other)	160	-50	210
Expenses	-90	-250	-300
Foreign Exchange	80	60	280
Other	-10	-50	40
Current Period	898	898	2,323
<b>Chemical</b>			
Prior Period	737	241	3,351
Margin	-670	-410	-1,820
Volume / Mix	-	30	-
Downtime / Maintenance (Volume / Mix)	-10	20	-40
New Assets (Volume / Mix)	40	40	300
Other	-30	-30	-260
Other	-420	-220	-940
Identified Items	-210	-	-210
Downtime / Maintenance (Other)	-10	-50	-70
New Assets (Other)	-30	-	-240
Expenses	-100	-160	-140
Foreign Exchange	-30	-10	-140
Other	-40	-	-140
Current Period	-355	-355	592
<b>Upstream Volume Factor Analysis, koebd</b>			
Prior Period	4,010	3,899	3,833
Downtime / Maintenance	-88	-9	-9
Growth / Decline	120	-8	149
Entitlements / Divestments	34	63	6
Quotas	-2	-2	-
Demand / Other	-56	75	-27
Current Period	4,018	4,018	3,952

## 4Q19 INVESTOR RELATIONS DATA SUMMARY (PAGE 4 of 4)

<b>Sources and Uses of Funds, \$M</b>	<b>4Q19</b>
Beginning Cash	5,351
Earnings	5,690
Depreciation	4,923
Working Capital / Other	-4,261
Proceeds Associated with Asset Sales	3,092
PP&E Adds / Investments and Advances <sup>1</sup>	-7,356
Shareholder Distributions	-3,716
Debt / Other Financing	-634
Ending Cash	3,089

<sup>1</sup> PP&E Adds / Investments and Advances includes PP&E adds of (\$6.7B) and net advances of (\$0.7B).

<b>Average Realization Data</b>	<b>4Q19</b>	<b>3Q19</b>	<b>2Q19</b>	<b>1Q19</b>	<b>4Q18</b>
<b>United States</b>					
ExxonMobil					
Crude (\$/b)	55.61	54.51	57.95	53.30	54.50
Natural Gas (\$/kcf)	2.16	2.03	2.22	2.93	3.64
Benchmarks					
WTI (\$/b)	56.98	56.44	59.80	54.87	59.09
ANS-WC (\$/b)	64.38	63.03	68.18	64.40	68.65
Henry Hub (\$/mbtu)	2.50	2.23	2.64	3.15	3.65
<b>Non-U.S.</b>					
ExxonMobil					
Crude (\$/b)	56.61	55.92	62.47	57.12	53.74
Natural Gas (\$/kcf)	5.89	5.81	5.84	7.18	8.18
European NG (\$/kcf)	5.15	4.37	5.10	6.85	7.46
Benchmarks					
Brent (\$/b)	63.26	61.94	68.83	63.20	67.76

The above numbers reflect ExxonMobil's current estimate of volumes and realizations given data available as of the end of the fourth quarter of 2019. 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.