

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 30, 2014

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**

(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))
-

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 January 30, 2014, announcing fourth quarter 2013 results, a copy of which is included as Exhibit 99.1, and furnishes the information in the related 4Q13 Investor Relations Data Summary, a copy of which is included as Exhibit 99.2.

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: January 30, 2014

By: /s/ Patrick T. Mulva

Name: Patrick T. Mulva
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 January 30, 2014, announcing fourth quarter 2013 results.
99.2	4Q13 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
THURSDAY, JANUARY 30, 2014

EXXON MOBIL CORPORATION ANNOUNCES ESTIMATED FOURTH QUARTER 2013 RESULTS

	<u>Fourth Quarter</u>		<u>%</u>	<u>Twelve Months</u>	
	<u>2013</u>	<u>2012</u>		<u>2013</u>	<u>2012</u>
<u>Earnings</u>					
\$ Millions	8,350	9,950	-16	32,580	44,880
\$ Per Common Share					
Assuming Dilution	1.91	2.20	-13	7.37	9.70
Capital and Exploration Expenditures - \$ Millions	9,924	12,443	-20	42,489	39,799

EXXONMOBIL CHAIRMAN REX W. TILLERSON COMMENTED:

“ExxonMobil delivered strong business results in 2013 while remaining focused on improving profitability and long shareholder value. Disciplined use of capital, project execution and asset management are positioning the company to deliver sustained superior financial performance across the business cycle. Over the next two years, ExxonMobil will start up numerous major projects delivering profitable new supplies of oil and natural gas while strengthening our refining and chemical businesses.

Fourth quarter 2013 earnings were \$8.4 billion, down 16% from the fourth quarter of 2012. Full year 2013 earnings were \$32.6 billion, down 27% from 2012.

Capital and exploration expenditures were \$9.9 billion in the fourth quarter and \$42.5 billion for the year, including \$4.3 billion for acquisitions.

In 2013, the Corporation distributed \$26 billion to shareholders through dividends and share purchases to reduce share outstanding.”

FOURTH QUARTER HIGHLIGHTS

- Earnings of \$8,350 million decreased \$1,600 million or 16% from the fourth quarter of 2012.
- Earnings per share (assuming dilution) were \$1.91, a decrease of 13% from the fourth quarter of 2012.
- Capital and exploration expenditures were \$9.9 billion, down 20% from the fourth quarter of 2012.
- Oil-equivalent production decreased 1.8% from the fourth quarter of 2012. Excluding the impacts of entitlement volumes, OPE quota effects and divestments, production was essentially flat, with liquids volumes up 3.0%.
- Cash flow from operations and asset sales was \$12.0 billion, including proceeds associated with asset sales of \$1.8 billion.
- Share purchases to reduce shares outstanding were \$3 billion.
- Dividends per share of \$0.63 increased 11% compared to the fourth quarter of 2012.
- Statoil and ExxonMobil announced the fifth discovery in Block 2 offshore Tanzania. The discovery of an additional 2-3 trillion cubic feet of natural gas in place in the Mronge-1 well brings the total gas resource estimate to 17-20 trillion cubic feet.
- The Alaska LNG project announced selection of a lead site for the liquefied natural gas plant in the Nikiski area on the Kenai Peninsula. Together with the ongoing multi-year summer field work, this is a key step forward for the project and continues progress toward building Alaska's energy future.
- ExxonMobil commissioned a new hydrotreater at its Singapore refinery, which increased the site's ultra-low sulfur diesel production capacity by 62 thousand barrels per day. The new unit, along with the recently completed petrochemical expansion project at our Singapore complex, positions ExxonMobil to competitively deliver high-value products to the growing Asia Pacific region.

Fourth Quarter 2013 vs. Fourth Quarter 2012

Upstream earnings were \$6,786 million in the fourth quarter of 2013, down \$976 million from the fourth quarter of 2012. Higher natural gas realizations, partly offset by lower liquids realizations, increased earnings by \$60 million. Production volume and price effects decreased earnings by \$550 million. All other items, including higher operating expenses, decreased earnings by \$490 million.

On an oil-equivalent basis, production decreased 1.8% from the fourth quarter of 2012. Excluding the impacts of entitlement volumes, OPEC quota effects and divestments, production was essentially flat.

Liquids production totaled 2,235 kbd (thousands of barrels per day), up 32 kbd from the fourth quarter of 2012. Excluding the impacts of entitlement volumes, OPEC quota effects and divestments, liquids production was up 3.0%, as project ramp-up, new starts in Canada and Nigeria, and lower downtime were partially offset by field decline.

Fourth quarter natural gas production was 11,887 mcf (millions of cubic feet per day), down 654 mcf from 2012. Excluding the impacts of entitlement volumes and divestments, natural gas production was down 3.9%, as field decline was partially offset by project ramp-up and increased demand.

Earnings from U.S. Upstream operations were \$1,186 million, \$418 million lower than the fourth quarter of 2012. Non-U.S. Upstream earnings were \$5,600 million, down \$558 million from the prior year.

Downstream earnings were \$916 million, down \$852 million from the fourth quarter of 2012. Weaker margins, mainly in refining, decreased earnings by \$680 million. Volume and mix effects increased earnings by \$110 million. All other items, including higher operating expenses and unfavorable foreign exchange impacts, decreased earnings by \$280 million. Petroleum product sales volume of 5,994 kbd were 114 kbd lower than last year's fourth quarter.

Earnings from the U.S. Downstream were \$597 million, down \$100 million from the fourth quarter of 2012. Non-U.S. Downstream earnings of \$319 million were \$752 million lower than the prior year.

Chemical earnings of \$910 million were \$48 million lower than the fourth quarter of 2012. Weaker margins, mainly in specialty, decreased earnings by \$70 million, while volume and mix effects increased earnings by \$50 million. All other items decreased earnings by \$30 million. Fourth quarter prime product sales of 6,077 kt (thousands of metric tons) were 176 kt higher than the prior year's fourth quarter.

Corporate and financing expenses were \$262 million for the fourth quarter of 2013, down \$276 million from the fourth quarter of 2012, reflecting favorable tax impacts.

During the fourth quarter of 2013, Exxon Mobil Corporation purchased 36 million shares of its common stock for the treasury at a gross cost of \$3.3 billion. These 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 \$3 billion in the first quarter of 2014. 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 2013 vs. Full Year 2012

Earnings of \$32,580 million decreased \$12,300 million from 2012. Earnings per share decreased 24% to \$7.37.

FULL YEAR HIGHLIGHTS

- Earnings were \$32,580 million, down \$12,300 million or 27% from 2012. Lower net gains from divestments impacted earnings by \$8.6 billion.
- Earnings per share decreased 24% to \$7.37. Excluding net gains from divestments, earnings per share decreased 6%.
- Oil-equivalent production was down 1.5% from 2012. Excluding the impacts of entitlement volumes, OPEC quota effects and divestments, production was essentially flat.
- Cash flow from operations and asset sales was \$47.6 billion, including proceeds associated with asset sales of \$2.7 billion.
- The Corporation distributed \$26 billion to shareholders in 2013 through dividends and share purchases to reduce shares outstanding.
- Capital and exploration expenditures were \$42.5 billion, including \$4.3 billion for acquisitions, up 7% from 2012.

Upstream earnings were \$26,841 million, down \$3,054 million from 2012. Higher gas realizations, partially offset by lower oil realizations, increased earnings by \$390 million. Production volume and mix effects decreased earnings by \$910 million and other items, including lower net gains from asset sales, mainly in Angola, and higher expenses, reduced earnings by \$2.5 billion.

On an oil-equivalent basis, production was down 1.5% compared to 2012. Excluding the impacts of entitlement volumes, OPEC quota effects and divestments, production was essentially flat.

Liquids production of 2,202 kbd increased 17 kbd compared with 2012. Excluding the impacts of entitlement volumes, OPEC quota effects and divestments, liquids production was up 1.6%, as project ramp-up and lower downtime were partially offset by a field decline.

Natural gas production of 11,836 mcf/d decreased 486 mcf/d from 2012. Excluding the impacts of entitlement volumes divestments, natural gas production was down 1.5%, as field decline was partially offset by higher demand, lower downtime project ramp-up.

Earnings from U.S. Upstream operations for 2013 were \$4,191 million, up \$266 million from 2012. Earnings outside the U.S. \$22,650 million, down \$3,320 million from the prior year.

Downstream earnings of \$3,449 million decreased \$9,741 million from 2012 driven by the absence of the \$5.3 billion associated with the Japan restructuring. Lower margins, mainly refining, decreased earnings by \$2.9 billion. Volume and effects decreased earnings by \$310 million. All other items, including higher operating expenses, unfavorable foreign exchange impacts, and lower divestments, decreased earnings by \$1.2 billion. Petroleum product sales of 5,887 kbd decreased 28% from 2012.

U.S. Downstream earnings were \$2,199 million, down \$1,376 million from 2012. Non-U.S. Downstream earnings \$1,250 million, a decrease of \$8,365 million from the prior year.

Chemical earnings of \$3,828 million were \$70 million lower than 2012. The absence of the gain associated with the J restructuring decreased earnings by \$630 million. Higher margins increased earnings by \$480 million, while volume and effects increased earnings by \$80 million. Prime product sales of 24,063 kt were down 94 kt from 2012.

Corporate and financing expenses were \$1,538 million, down \$565 million from 2012, as favorable tax impacts were partially offset by the absence of the Japan restructuring gain.

Gross share purchases for 2013 were \$16 billion, reducing shares outstanding by 177 million shares.

Estimates of key financial and operating data follow.

ExxonMobil will discuss financial and operating results and other matters on a webcast at 10 a.m. Central time on January 30, 2014. To listen to the event live or in archive, go to our website at 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 materially from those indicated by such statements due to a number of factors including: changes in oil or gas prices or other market or economic conditions affecting the oil and gas industry, including the timing and duration of economic recessions; the outcome of exploration and development efforts; changes in law or government regulation, including tax and environmental requirements; the outcome of commercial negotiations; 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 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 nature of our asset management and divestment program, we believe it is useful for investors to consider proceeds associated with the of 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 activities shown in Attachment II. References to quantities of oil or natural gas may include amounts that we believe will ultimately be produced that are not yet classified as "proved reserves" under SEC definitions. Further information on ExxonMobil's frequently used financial operating measures and other terms is contained under the heading "Frequently Used Terms" available through the "Investors" section website at 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, 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 any government payment transparency reports.

EXXON MOBIL CORPORATION

FOURTH QUARTER 2013

(millions of dollars, unless noted)

	Fourth Quarter		Twelve Months	
	2013	2012	2013	2012
Earnings / Earnings Per Share				
Total revenues and other income	110,860	114,699	438,255	480,68
Total costs and other deductions	96,144	96,999	380,544	401,95
Income before income taxes	14,716	17,700	57,711	78,72
Income taxes	6,073	7,398	24,263	31,04
Net income including noncontrolling interests	8,643	10,302	33,448	47,68
Net income attributable to noncontrolling interests	293	352	868	2,80
Net income attributable to ExxonMobil (U.S. GAAP)	8,350	9,950	32,580	44,88
Earnings per common share (dollars)	1.91	2.20	7.37	9.7
Earnings per common share - assuming dilution (dollars)	1.91	2.20	7.37	9.7
Other Financial Data				
Dividends on common stock				
Total	2,750	2,592	10,875	10,09
Per common share (dollars)	0.63	0.57	2.46	2.1
Millions of common shares outstanding				
At December 31			4,335	4,50
Average - assuming dilution	4,361	4,541	4,419	4,62
ExxonMobil share of equity at December 31			174,003	165,86
ExxonMobil share of capital employed at December 31			200,368	182,78
Income taxes	6,073	7,398	24,263	31,04
Sales-based taxes	7,663	7,752	30,589	32,40
All other taxes	9,377	8,966	36,396	38,85
Total taxes	23,113	24,116	91,248	102,31
ExxonMobil share of income taxes of equity companies	1,340	1,360	6,061	5,85

EXXON MOBIL CORPORATION
FOURTH QUARTER 2013
(millions of dollars)

	Fourth Quarter		Twelve Months	
	<u>2013</u>	<u>2012</u>	<u>2013</u>	<u>2012</u>
Earnings (U.S. GAAP)				
Upstream				
United States	1,186	1,604	4,191	3,92
Non-U.S.	5,600	6,158	22,650	25,97
Downstream				
United States	597	697	2,199	3,57
Non-U.S.	319	1,071	1,250	9,61
Chemical				
United States	808	728	2,755	2,22
Non-U.S.	102	230	1,073	1,67
Corporate and financing	(262)	(538)	(1,538)	(2,10)
Net income attributable to ExxonMobil	8,350	9,950	32,580	44,88
Cash flow from operations and asset sales (billions of dollars)				
Net cash provided by operating activities (U.S. GAAP)	10.2	13.2	44.9	56.
Proceeds associated with asset sales	1.8	0.8	2.7	7.
Cash flow from operations and asset sales	12.0	14.0	47.6	63.

EXXON MOBIL CORPORATION
FOURTH QUARTER 2013

	<u>Fourth Quarter</u>		<u>Twelve Months</u>	
	<u>2013</u>	<u>2012</u>	<u>2013</u>	<u>2012</u>
Net production of crude oil, natural gas liquids, bitumen and synthetic oil, thousands of barrels daily (kbd)				
United States	446	430	431	41
Canada/South America	320	268	280	25
Europe	194	205	190	20
Africa	455	479	469	48
Asia	775	776	784	77
Australia/Oceania	45	45	48	5
Worldwide	2,235	2,203	2,202	2,18
Natural gas production available for sale, millions of cubic feet daily (mcf)				
United States	3,455	3,747	3,545	3,82
Canada/South America	365	346	354	36
Europe	3,508	3,627	3,251	3,22
Africa	4	15	6	1
Asia	4,273	4,477	4,329	4,53
Australia/Oceania	282	329	351	36
Worldwide	11,887	12,541	11,836	12,32
Oil-equivalent production (koebd) ¹	4,216	4,293	4,175	4,23

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

EXXON MOBIL CORPORATION
FOURTH QUARTER 2013

	Fourth Quarter		Twelve Months	
	<u>2013</u>	<u>2012</u>	<u>2013</u>	<u>2012</u>
Refinery throughput (kbd)				
United States	1,823	1,856	1,819	1,811
Canada	387	468	426	43
Europe	1,310	1,499	1,400	1,500
Asia Pacific	744	823	779	99
Other	188	191	161	26
Worldwide	4,452	4,837	4,585	5,010
Petroleum product sales (kbd)				
United States	2,712	2,737	2,609	2,560
Canada	472	470	464	45
Europe	1,458	1,537	1,497	1,570
Asia Pacific	882	896	878	1,010
Other	470	468	439	56
Worldwide	5,994	6,108	5,887	6,170
Gasolines, naphthas	2,533	2,500	2,418	2,480
Heating oils, kerosene, diesel	1,881	1,881	1,838	1,940
Aviation fuels	443	487	462	47
Heavy fuels	416	499	431	51
Specialty products	721	741	738	75
Worldwide	5,994	6,108	5,887	6,170
Chemical prime product sales, thousands of metric tons (kt)				
United States	2,486	2,378	9,679	9,380
Non-U.S.	3,591	3,523	14,384	14,770
Worldwide	6,077	5,901	24,063	24,150

EXXON MOBIL CORPORATION

FOURTH QUARTER 2013

(millions of dollars)

	<u>Fourth Quarter</u>		<u>Twelve Months</u>	
	<u>2013</u>	<u>2012</u>	<u>2013</u>	<u>2012</u>
Capital and Exploration Expenditures				
Upstream				
United States	2,098	4,036	9,145	11,08
Non-U.S.	6,534	7,328	29,086	25,00
Total	8,632	11,364	38,231	36,08
Downstream				
United States	264	192	951	63
Non-U.S.	409	479	1,462	1,62
Total	673	671	2,413	2,26
Chemical				
United States	369	129	963	40
Non-U.S.	248	258	869	1,01
Total	617	387	1,832	1,41
Other	2	21	13	3
Worldwide	9,924	12,443	42,489	39,79
Exploration expenses charged to income included above				
Consolidated affiliates				
United States	70	101	395	39
Non-U.S.	518	349	1,573	1,44
Equity companies - ExxonMobil share				
United States	15	6	19	
Non-U.S.	109	2	441	1
Worldwide	712	458	2,428	1,85

EXXON MOBIL CORPORATION
EARNINGS

	<u>\$ Millions</u>	<u>\$ Per Common Share¹</u>
<u>2009</u>		
First Quarter	4,550	0.92
Second Quarter	3,950	0.82
Third Quarter	4,730	0.98
Fourth Quarter	6,050	1.27
Year	19,280	3.99
<u>2010</u>		
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
<u>2011</u>		
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
<u>2012</u>		
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
<u>2013</u>		
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

1 Computed using the average number of shares outstanding during each period.

The sum of the four quarters may not add to the full year.

4Q13 INVESTOR RELATIONS DATA SUMMARY (PAGE 1 of 4)

Earnings, \$M	4Q13	3Q13	2Q13	1Q13
Upstream				
United States	1,186	1,050	1,096	859
Non-U.S.	5,600	5,663	5,209	6,178
Total	6,786	6,713	6,305	7,037
Downstream				
United States	597	315	248	1,039
Non-U.S.	319	277	148	506
Total	916	592	396	1,545
Chemical				
United States	808	680	515	752
Non-U.S.	102	345	241	385
Total	910	1,025	756	1,137
Corporate and financing	(262)	(460)	(597)	(219)
Net income attributable to ExxonMobil (U.S. GAAP)	8,350	7,870	6,860	9,500
Earnings per common share (U.S. GAAP)	1.91	1.79	1.55	2.12
Earnings per common share - assuming dilution (U.S. GAAP)	1.91	1.79	1.55	2.12
Capital and Exploration Expenditures, \$M				
Upstream				
United States	2,098	2,314	2,643	2,090
Non-U.S.	6,534	7,161	6,634	8,757
Total	8,632	9,475	9,277	10,847
Downstream				
United States	264	207	221	259
Non-U.S.	409	349	354	350
Total	673	556	575	609
Chemical				
United States	369	282	198	114
Non-U.S.	248	227	192	202
Total	617	509	390	316
Other	2	6	2	3
Total Capital and Exploration Expenditures	9,924	10,546	10,244	11,775
Exploration Expense Charged to Income, \$M				
Consolidated - United States	70	129	69	127
Consolidated - Non-U.S.	518	355	384	316
Non-consolidated - ExxonMobil share - United States	15	2	1	1
Non-consolidated - ExxonMobil share - Non-U.S.	109	108	223	1
Exploration Expenses Charged to Income Included Above	712	594	677	445
Effective Income Tax Rate, %	46%	48%	51%	46%
Common Shares Outstanding (millions)				
At quarter end	4,335	4,369	4,402	4,446
Average - assuming dilution	4,361	4,395	4,433	4,485
Total Cash and Cash Equivalents (\$G)¹	4.9	5.7	5.0	6.6
Total Debt (\$G)	22.7	21.3	19.4	13.4
Cash Flow from Operations and Asset Sales (\$G)				
Net cash provided by operating activities	10.2	13.4	7.7	13.6
Proceeds associated with asset sales	1.8	0.2	0.3	0.4
Cash flow from operations and asset sales	12.0	13.6	8.0	14.0

¹ Includes restricted cash of \$0.3G in 4Q13, \$0.4G in 3Q13, \$0.4G in 2Q13, \$0.4G in 1Q13, and \$0.3G in 4Q12

Supplemental Information (continued)

	4Q13	3Q13	2Q13	1Q13
Net production of crude oil, natural gas liquids, bitumen and synthetic oil, kbd				
United States	446	423	419	435
Canada / South America	320	273	264	264
Europe	194	175	197	195
Africa	455	497	472	453
Asia	775	778	778	804
Australia / Oceania	45	53	52	42
Total liquids production	2,235	2,199	2,182	2,193
Natural gas production available for sale, mcf				
United States	3,455	3,557	3,581	3,590
Canada / South America	365	370	347	328
Europe	3,508	2,210	2,836	4,473
Africa	4	6	5	9
Asia	4,273	4,357	4,174	4,515
Australia / Oceania	282	414	411	298
Total natural gas production available for sale	11,887	10,914	11,354	13,213
Total worldwide liquids and gas production, koebd	4,216	4,018	4,074	4,395
Refinery throughput, kbd				
United States	1,823	1,896	1,745	1,810
Canada	387	451	435	430
Europe	1,310	1,496	1,400	1,394
Asia Pacific	744	810	771	790
Other Non-U.S.	188	194	115	152
Total refinery throughput	4,452	4,847	4,466	4,576
Petroleum product sales, kbd				
United States	2,712	2,667	2,525	2,532
Canada	472	477	470	436
Europe	1,458	1,543	1,527	1,460
Asia Pacific	882	903	835	894
Other Non-U.S.	470	441	408	433
Total petroleum product sales	5,994	6,031	5,765	5,755
Gasolines, naphthas	2,533	2,455	2,327	2,355
Heating oils, kerosene, diesel	1,881	1,887	1,791	1,792
Aviation fuels	443	482	469	453
Heavy fuels	416	419	431	460
Specialty products	721	788	747	695
Total petroleum product sales	5,994	6,031	5,765	5,755
Chemical prime product sales, kt				
United States	2,486	2,469	2,360	2,364
Non-U.S.	3,591	3,776	3,471	3,546
Total chemical prime product sales	6,077	6,245	5,831	5,910

Supplemental Information (continued)

<u>Earnings Factor Analysis, \$M</u>	<u>4Q13 vs.</u> <u>4Q12</u>	<u>4Q13 vs.</u> <u>3Q13</u>	<u>2013</u>
Upstream			
Prior Period	7,762	6,713	2,913
Realization	60	-430	-2,100
Volume / Mix	-550	90	-2,100
Other	-490	410	-2,100
Current Period	6,786	6,786	2,913
Downstream			
Prior Period	1,768	592	1,313
Margin	-680	120	-2,100
Volume / Mix	110	330	-2,100
Other	-280	-120	-2,100
Current Period	916	916	3,000
Chemical			
Prior Period	958	1,025	3,000
Margin	-70	-95	3,000
Volume / Mix	50	-	3,000
Other	-30	-20	3,000
Current Period	910	910	3,000
Upstream Volume Factor Analysis, KOEBD			
Prior Period	4,293	4,018	4,018
Entitlements - Net Interest	-3	-	4,018
Entitlements - Price / Spend	-39	61	4,018
Quotas	-	-	4,018
Divestments	-22	-6	4,018
Net Growth	-13	143	4,018
Current Period	4,216	4,216	4,216
Sources and Uses of Funds (\$G)			
	<u>4Q13</u>		
Beginning Cash	5.7		
Earnings	8.4		
Depreciation	4.4		
Working Capital / Other	-2.6		
Proceeds Associated with Asset Sales	1.8		
Additions to PP&E	-8.4		
Shareholder Distributions	-5.8		
Additional Financing / Investing	1.4		
Ending Cash	4.9		

Notes:

The 4Q13 beginning and ending balances include restricted cash of \$0.4G and \$0.3G, respectively.

Supplemental Information (continued)

Average Realization Data	4Q13	3Q13	2Q13	1Q13
United States				
ExxonMobil				
Crude (\$/b)	91.75	101.73	95.97	98.05
Natural Gas (\$/kcf)	3.42	3.31	3.95	3.21
Benchmarks				
WTI (\$/b)	97.38	105.80	94.12	94.29
ANS-WC (\$/b)	104.67	110.52	104.52	111.02
Henry Hub (\$/mbtu)	3.60	3.58	4.10	3.34
Non-U.S.				
ExxonMobil				
Crude (\$/b)	101.79	106.72	98.60	105.36
Natural Gas (\$/kcf)	9.93	9.49	9.74	10.49
European NG (\$/kcf)	10.31	10.26	10.09	10.52
Benchmarks				
Brent (\$/b)	109.27	110.36	102.44	112.55

The above numbers reflect ExxonMobil's current estimate of volumes and realizations given data available as of the end of the fourth quarter of 2013. Volume realizations may be adjusted when full statements on joint venture operations are received from outside operators. ExxonMobil management assumes no duty to these estimates.

